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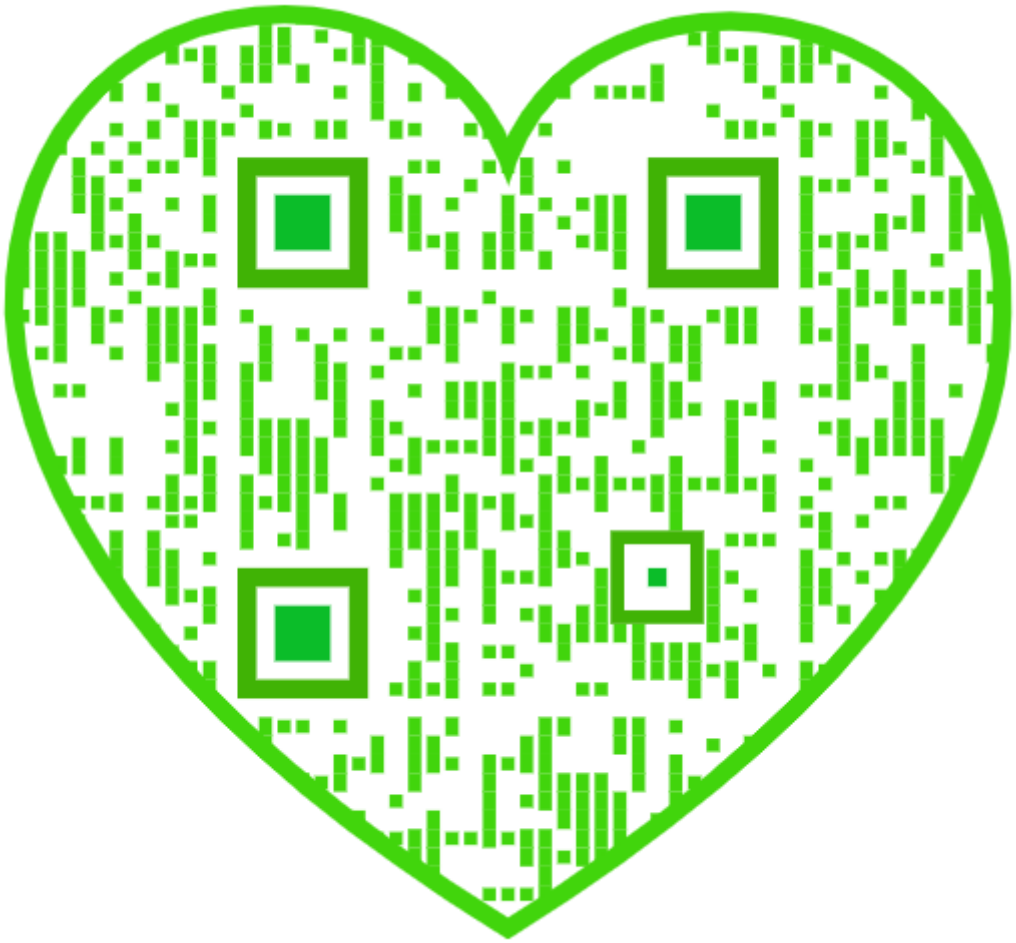

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Pennsylvania Agricultural Literature on Microfilm

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Master Negative Storage Number

PSt SNPaAg171

CONTENTS OF REEL 171

1) The Tobacco world, v. 32, 1912
MNS# PSt SNPaAg171.1

Title: The Tobacco world, v. 32

Place of Publication: Philadelphia, Pa.

Copyright Date: 1912

Master Negative Storage Number: MNS# PSt SNPaAg171.1

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130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
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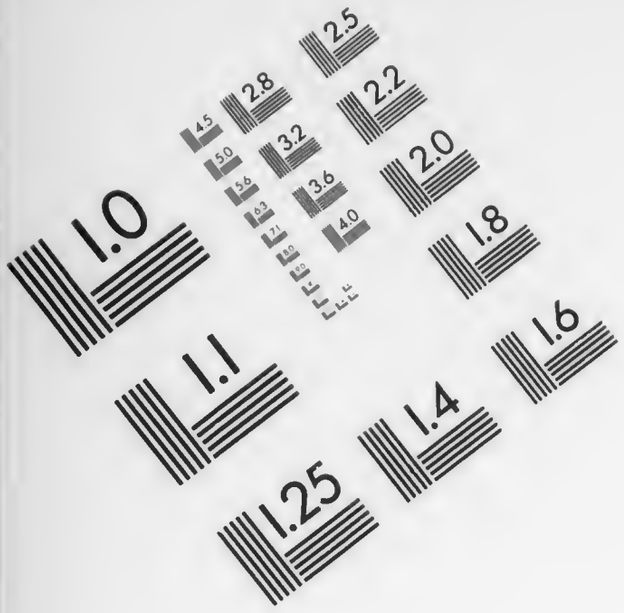

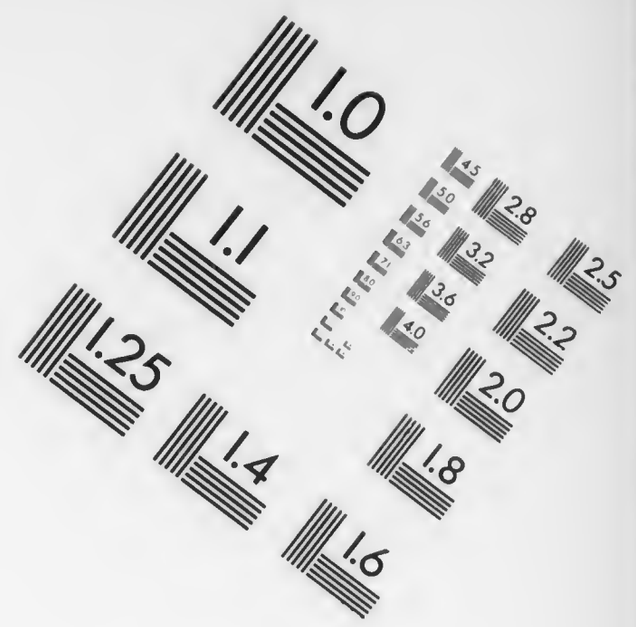

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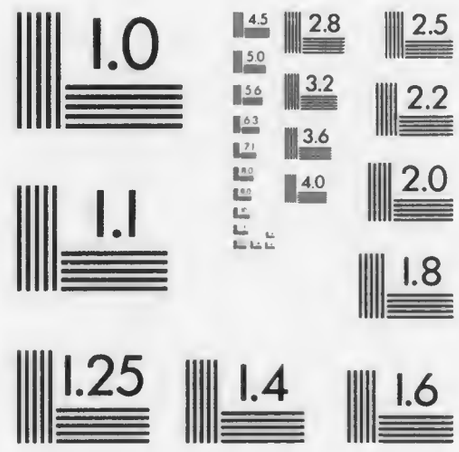

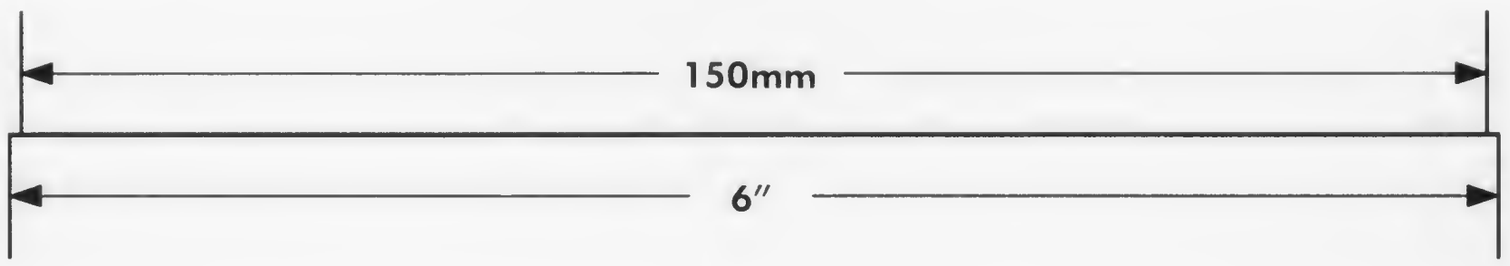

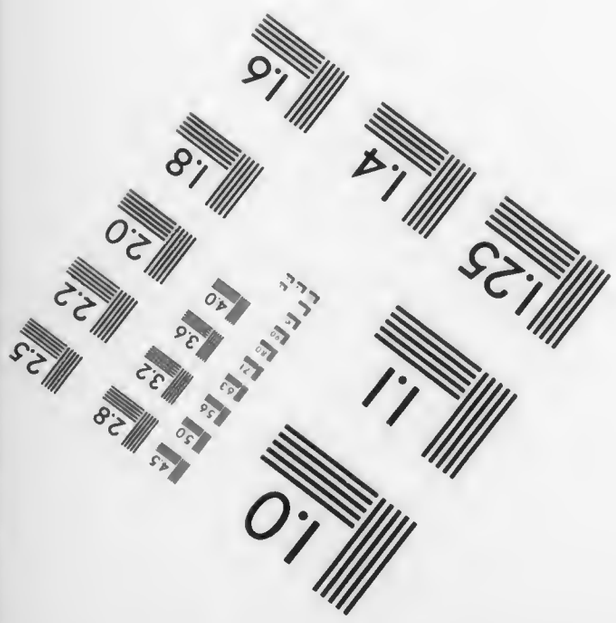

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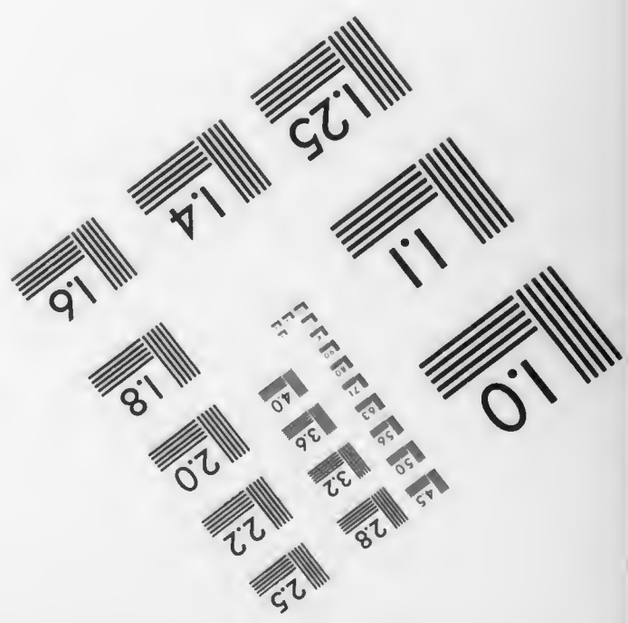

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Volume 32

1912

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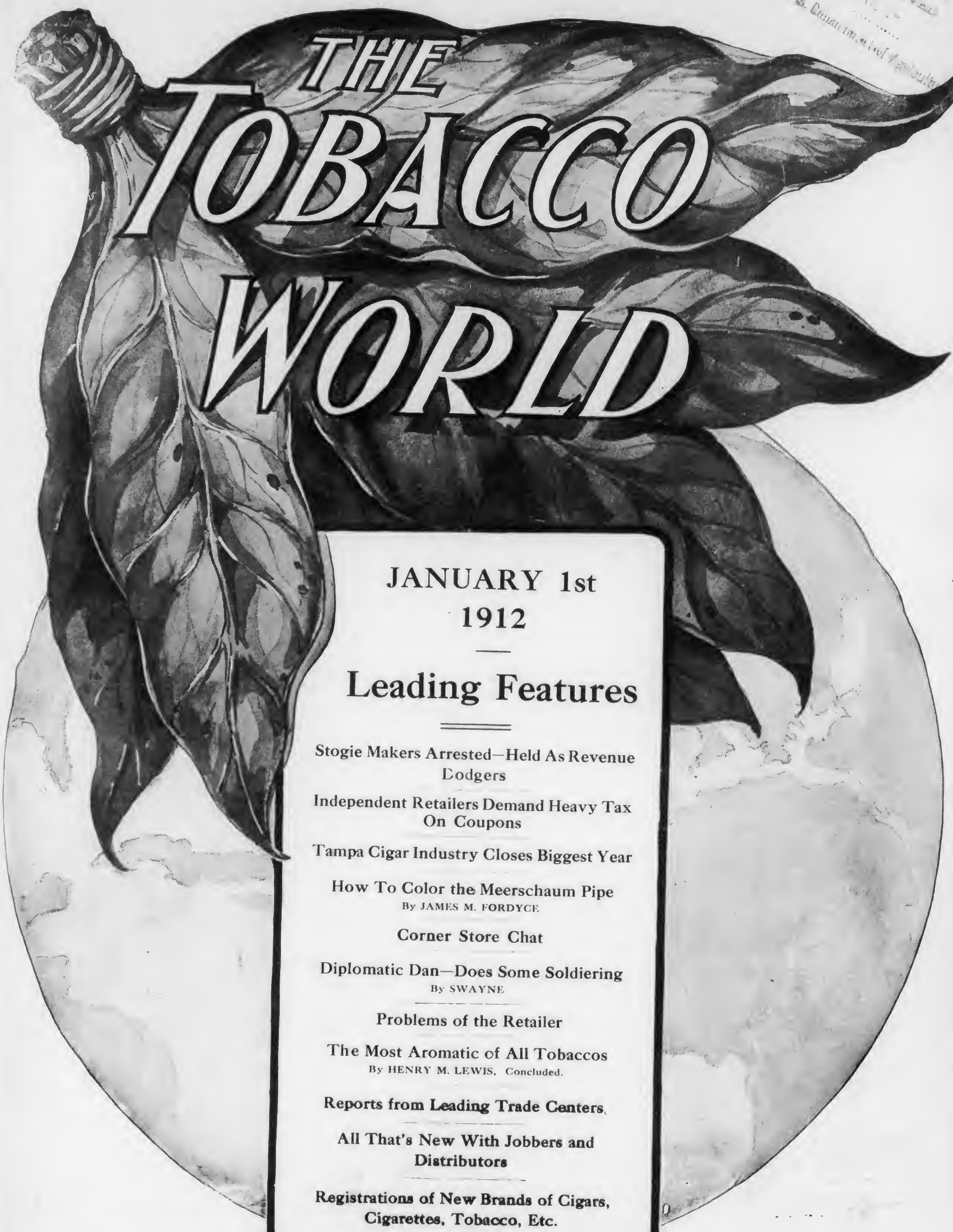

JANUARY 1st
1912

Leading Features

Stogie Makers Arrested—Held As Revenue Dodgers

Independent Retailers Demand Heavy Tax On Coupons

Tampa Cigar Industry Closes Biggest Year

How To Color the Meerschaum Pipe
By JAMES M. FORDYCE

Corner Store Chat

Diplomatic Dan—Does Some Soldiering
By SWAYNE

Problems of the Retailer

The Most Aromatic of All Tobaccos
By HENRY M. LEWIS, Concluded.

Reports from Leading Trade Centers.

All That's New With Jobbers and Distributors

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 1

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REGENSBURG'S HAVANA CIGARS

ALL SIZES ALL SHAPES
SOLD EVERYWHERE

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Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great

FINE HABANA CIGARS

are on sale wherever highest quality is the prime consideration.

Made by

Salvador Rodriguez

at

Tampa, Fla.

Offices: New York Warehouse: Havana

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If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo

New York at 128 Water Street

THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

Jobbers and Dealers have been attracted to

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CIGARS

by their quality-tobacco, workmanship, package, for more than forty years; They are still pleasing the consumers and benefitting the trade because

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

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1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

PASTORA

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HAVANA CIGARS"

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SAN TELMO

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"QUALITY CREATORS"

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M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

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Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

Highest Grade of All Havana Cigars

Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

I. M. HERNANDEZ, Maker. **1714 Columbia Ave., Philadelphia**

An instant winner of constant customers

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Allen R. Cressman's Sons
Makers
Philadelphia

Your Selling Cost is Reduced by Our Advertising

It costs you so much to sell every cigar that goes out of your store. This selling cost comes out of your gross profit and reduces your net profit. Naturally you want to keep your selling cost as low in proportion to sales as you possibly can.

For this reason, you will find it more profitable to handle a cigar that is widely known and widely advertised.

The Rigoletto Cigar

is easier to sell in larger quantities because it is widely and favorably known by means of our national advertising. Every smoker knows it now or will know it because we shall keep on advertising till every one is reached. It is easier to sell a man a cigar he knows. He will buy in larger quantities. Your selling cost is less.

Our national advertising campaign builds big profitable trade for you as well as business for us.

If you are not putting out your share of **Rigolettos** you are losing good money. Get in touch with your jobber or write direct and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

THE SURBRUG CO_____WISH

ITS FRIENDS

ITS COMPETITORS

ITS ENEMIES (in which they hope they have none)

A MOST PROSPEROUS and HAPPY NEW YEAR.

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

LIPSCHUTZ 44 CIGARS

NO % added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

PROMPT DELIVERIES

CARLOS, FERNANDEZ & CO.

42 East 23d Street, New York

OFFICES AND WAREROOMS: MANILA—PORTO RICO

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3½ feet wide and 4 feet long.

The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.

The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.

The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.

948 Main St., Higganum, Ct.

A Prosperous New Year to the Trade

With Many Thanks for Their Past Patronage and With

Our Sincere Hope for a Fine Sumatra Crop

With Lots of Light Colors at

Reasonable Prices for

1912

H. DUYS & COMPANY

The Leading Sumatra House **170 Water Street, New York**

Sumatra Tobacco is Used by All Leading Manufacturers. Avoid Substitutes and be Successful.

LIPSCHUTZ 44 CIGARS

NO % added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

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OFFICES AND WAREROOMS: MANILA—PORTO RICO

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"HAVANA RIBBON"

FIVE CENT CIGAR

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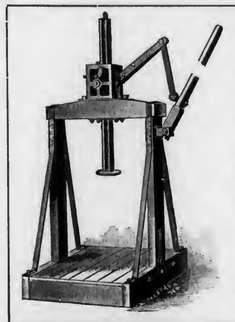

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Reasonable Prices for

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INAUGURATING our 17th successful year in the manufacture of the famous La Saramita brand of broadleaf Havana cigars we are putting on the market three new sizes.

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Panatella Finos
3 for 25 Cents

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Cent Straight
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THE SHIELDS-WERTHEIM CO.

MAKERS

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Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

OPAL ONYX HUMIGARS

Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

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Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

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El Wadora CIGARS

Looks like - - - 15c.
Smokes like - - 10c.
Sells for - - - 5c.

We have some territory open which Live Jobbers should take advantage of.

Sig. C. Mayer & Company

Makers

515-517-519-521 Lombard Street

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They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

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41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

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all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

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CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt

Offices & Factory, 2786 Broadway, New York, N. Y.

A CIGAR OF DISTINCTION

Guide Post Cigars are made to retail at 5cts. and give consumer full value and satisfaction. Jobbers can recommend them with permanent profit because they are sure repeaters. The quality will do it.

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F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ

82-88 Wall St., New York

Sole Representative for United States and Canada.

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JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

BUILD YOUR TRADE ON

Red Rabbit Stogies

Fine proposition for distributors.

PENN CIGAR COMPANY

2247 La Place Street, Pittsburgh, Pa.

THE KEY WEST CIGAR FACTORY — WEST — KEY WEST

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c

El Worth

Well Worth Your CONFIDENCE

Made by

WERTHEIMER BROS.

BALTIMORE, MD.

Only Good Cigars Come Out of Our Factory

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BARON DEKALB SEGARS

Real Habana Segars 10c. to 25c.

Made in New York at the sign of the bull dog by

John W. Merriam & Co.

T&O COMPANY MAKERS

Royal Lancer

The Cigar Distinctive

Made in 21 Sizes

10c. and upwards

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

World Famous Gold Medal Brands

"Diligencia"

"Imparcial"

"Flor de Moreda"

"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the

CONDAX STRAW TIPS

FIVE of HARTS

BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand

It's Made to Repeat. Live Distributors Wanted.

T. H. HART CO., Mfrs.

Main Office; 12th and Walnut Streets, Philadelphia

Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, JANUARY 1, 1912. No. 1.

THE NEW BRAND

Stogie Makers Arrested Held as Revenue Dodgers

Wholesale Arrests at Niagara Falls Leads to Exposure of Extensive Frauds

BUFFALO, N. Y., Dec. 29.

WHOLESALE arrests and a heavy seizure of cigars was the result of a raid by Internal Revenue Inspectors upon Niagara Falls cigarmakers. Ten or a dozen manufacturers of a product consisting chiefly of long, black stogies, made of Kentucky-grown tobacco, and merchants who were selling them, were taken into custody by the government officials. All the prisoners were Italians.

Warrants for them had been issued by United States Commissioner Robinson, of Buffalo. They were charged with violation of the internal revenue laws, it being alleged that the cigars were manufactured and sold without payment of the internal revenue tax.

The cigars seized were sold for not more than $7 a thousand, while the government tax on all cigars is $3 a thousand. It was this low price which caused the revenue inspectors to direct their attention to the matter, precipitating an investigation as the culmination of a coup planned by them some time ago. The fact that no revenue stamps were bought by the arrested manufacturers convinced the officials of their guilt and the raid was then executed.

Preliminary hearings were adjourned until next week, when the cases will come up before United States Commissioner Robinson, of Buffalo.

Independent Retailers Demand Heavy Tax Upon Coupons

Tobacconists' Association Renew War Against the System—Ask for Action in Congress

THE Independent Retail Tobacconists' Association held a meeting at Terrace Garden, New York, on the evening of Thursday, December 28th, for the purpose of denouncing the coupon system used by the United Cigar Stores Co., which they claim is unfair competition. The meeting was better attended than any of the previous gatherings, and those present paid very serious attention to the able addresses which were made by Henry H. Hunter, attorney for the organization; Leslie W. Ferguson, attorney for the Newark Retailers' Organization; Otto S. Jonas, Secretary of the New York Retailers; Robert E. Lane, the well known importer and former retailer, who has always been a moving spirit in retailers' organizations in this city; Alfred Samuels and Vincent J. Farley.

Gov. John A. Dix, of New York, expressed, in a written communication, his regret at being unable to attend the gathering but assured the Association of his heartiest support in their efforts to oust the coupon. Similar communications were received from Mayor Gaynor, of New York, and Senators Gorman and Borah.

Mr. Hunter was very positive in his opinion that the coupon should be declared illegal throughout the country, in as much as it had been so declared by a Supreme Court ruling in the District of Columbia. He stated that when

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Tampa Cigar Industry Closes Biggest Year

Production Reaches Nearly 300,000,000 Cigars Breaking All Records—How the Enterprise was Founded

TAMPA, FLORIDA, December 26th.

CLOSING the most successful year in the history of her cigar industry, Tampa approaches the New Year full of confidence and ambition. While no final figures are available at this date, it is conservatively estimated that this year's production will approximate 300,000,000 cigars, a gain of nearly 100,000,000 over 1910, and about 15,000,000 more than the highest previous record, which was made in 1907.

Reviewing the birth and the growth of the industry in this city, the Tampa "Times," on December 19th, published a report of interesting statistics which speak for themselves. Speaking of Tampa's industry, the "Times" said:

"In Tampa there are over two hundred factories making cigars. They employ from 10,000 to 15,000 cigarworkers. There are nearly 15,000 men and women engaged in the making of cigars. These workers, when pushed to their capacity, can turn out a million and a quarter cigars in a day. They earn nearly $250,000 a week.

The Origin of Tampa's Industry.

"And this industry started some twenty years ago because a man wanted some guavas. A guava, to those who have never met it, is best known by those who love it as the 'Florida peach.' The guava is a globular, taffy-colored fruit, which looks bilious and has a smell similar to a congressional investigation. You have to cultivate a taste for the guava. However, this isn't a dissertation on the guava—the most maligned fruit of the tropics—but the wonder of it is that Tampa's chief industry was founded on a guava. Of course, after you fall in love with the guava, you are its slave ever afterward, but——

"A certain distinguished Spanish fruit exporter in New York was short on guavas and heard that they were raised in Tampa, as well as in Cuba. So he came here, and was disappointed in his investigation. The guava was not then spoken of in polite society. While here he interested a distinguished Cuban, who accompanied him to Tampa, to start a cigar factory in Tampa. He conceived the idea, like the good business man that he was, that the protective duty would admit the raw material into America, where Cuban workmen could make up the cigars, and sell the same brands as made in Havana at a less cost than the Havana goods, plus the tariff.

"And so the cigar industry had its growth.

"The Tampa cigar, however, is not to be associated with the guava. It smells better—in fact, its bouquet has no equal.

"In Tampa every condition is favorable to the making of the best cigars. The Cuban and Spanish workmen are as firmly implanted in the city as in their native countries. They have their 'quarters,' where they are surrounded with the coffee houses, clubs, theatres, amusements, parks, and support two hospitals. The Latin people are ingrafted into this city as an integral part thereof. They have assimilated with American conditions to a certain extent, and as a whole are desirable citizens.

"Owners of factories and high-class help, professional and business men of the Latin element are among our most enterprising and patriotic citizens, and mingle and associate with the Americans freely and congenially.

How Tampa's Cigar Production Has Grown

	Cigars Shipped.	Internal Revenue.	Custom Receipts.
1897	90,408,000	$280,205	$ 638,515
1898	85,144,000	331,079	352,336
1899	111,670,000	441,343	530,128
1900	147,848,000	496,560	871,377
1901	147,330,000	498,110	865,409
1902	141,905,000	442,751	1,250,984
1903	167,630,000	510,066	1,318,531
1904	196,961,500	596,212	1,501,189
1905	220,430,000	689,124	1,604,826
1906	277,662,000	851,450	1,764,647
1907	285,660,000	865,316	1,687,609
1908	236,681,000	731,048	1,581,390
1909	267,059,000	801,578	1,891,836
1910	201,405,000	638,535	1,377,262
1911	300,000,000	(estimated).	

"And these are reasons why the cigar industry is a permanent fixture of Tampa, ever growing and expanding, until today Tampa makes more high-grade cigars than any other city in the world, and more Havana cigars than Cuba and Key West combined.

A Comparison, Year by Year.

"The story of the industry is told in figures printed at the head of this column.

"It is said that the average price of cigars shipped from Tampa is $85 per thousand. This substantiates the statement that this year's cigar business will total $25,000,000.

"The industry has increased over 100 per cent. the past ten years, and there is every reason to believe that this ratio will be sustained in future development.

Handsome Factories.

"The factory buildings are mostly of brick with some assuming beauty in architecture, but all substantial, three-story and four-story buildings, and a great majority set back in large lots surrounded with lawns and proper shrubbery and flower adornments.

"The factories are clean and sanitary, with every comfort for the workmen—they are necessarily well-lighted, and therefore the ventilation is the best.

"Every bit of tobacco that enters into the manufacture of these high grade Tampa hand-made cigars, is grown in the island of Cuba, each section of the island devoted to tobacco culture producing a leaf with individual qualities and characteristics. The purchasing of this tobacco by the Tampa manufacturers is one of the most particular parts of the entire work of manufacturing—so important in fact, that many manufacturers will not permit an employe to handle it, but will spend weeks and even months each year traveling over the island, sometimes in great discomfort, in order to select the particular crop that will satisfy the customers whose tastes they have educated to a peculiar flavor of the weed.

Workmen Earn Good Wages.

"The cigarmaker himself—or it may be herself, for women as well as men are employed—may earn anywhere

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How to Color a "Meerschaum" Pipe

By James M. Fordyce

IN the days of our childhood, a genuine, sure-enough, meerschaum pipe was a family possession to be reckoned with. Most of us remember it and the exceptional pride with which we mentioned the fact of papa's owning one to the neighbor's boy and the care with which we handled it and tried it out in the absence of the old gentleman.

With the advent of cheaper methods of manufacturing these once treasured pipes, attendant upon the introduction of modern machinery, all this has become a thing of the past. "Why," sighed a New York cigar store man, reminiscently and sadly, the other day, in talking over the subject, "I recall the time when I made a nice bit of pin money for my best girl by coloring meerschaum pipes for the best class of smokers. New York's elite used to pay me all the way from $5 up for coloring a pipe. Now the process is done by machinery at $2, and while is was impossible for me to smoke more than one pipe at a time, the machines puff half a dozen at once. To be perfectly frank, they do it even better than I could, excluding the risk of spoiling the pipe. The assertion that work done by hand is better and more durable than the machine-made product is here as elsewhere coming to grief.

"Today you can buy genuine meerschaums for 75 cents, and nobody cares to have so cheap a pipe colored. Hence the old time business of coloring these pipes, which in its heyday was such a lucrative addition to my income, has passed out of existence.

"The process of coloring meerschaums was a most interesting one, and considered to be a secret with professionals by the uninitiated. The secret consisted in not allowing the bowl to get too hot. All meerschaum pipes are boiled in wax, which penetrates the clay—for that's all meerschaum is—and which carries the tobacco oil to all parts of the surface, preventing its exuding. The nature of heat is to drive all liquid away, and if the pipe is smoked too fast the heat generated will drive the wax to the extremes. That is why most meerschaums show color first in those places. Just as soon as the wax is all driven out there is an end to the hope of ever coloring the pipe unless it is re-boiled.

"To prevent this burning, smoke slowly, with long steady puffs. If the bowl gets hot, lay the pipe aside at once. Also, let the pipe be thoroughly cold before re-filling it after smoking. Nothing will ruin your pipe sooner than keeping it steadily in use.

Some Ways of Coloring.

"A good idea is to get a false bowl and fit it inside of the pipe. Pack the bowl with cotton first. This will tend to cool the smoke and distribute it and the oil. With such precautions you can keep the bowl cool and the pipe will be colored evenly from the top of the bowl to the end of the stem. Another way to do it is to get a button for the bottom of the pipe bowl. This is a more comfortable way, and it prevents the pipe from becoming too bulky, but the smoker must use greater care not to overheat the pipe. In this case do not fill the pipe to the top of the bowl.

"Meerschaum is a most delicate clay, and exceedingly sensitive to the changes in the temperature. It therefore is unwise to smoke the pipe out-of-doors in winter, or expose it to any great cold or draft, as this may cause it to crack or snap in pieces. Do not handle the bowl or even touch it, as this will cause it to become mottled and dirty. Nor should it be covered with chamois, as this will absorb the wax and leave the bowl spotted.

"Melted beeswax should be used if after a period of use the bowl gets blackened. This will cause the blackness to disappear. The same remedy is effective where the bowl has been scratched. The blackness under the influence of the wax will spread itself evenly over the surface, becoming a dark brown.

The Modern Way.

"The modern method of coloring meerschaum pipes is by the use of a machine to which any number of pipes may be attached. All are connected by tubes to the bellows, which draws the smoke steadily and very slowly, just enough to keep the tobacco lighted. After one set of pipes is "smoked" out, they are laid away to cool and another set is attached. In this way the pipes may be colored in a few days without the slightest risk.

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PIPES, THE SOLACE OF ALL NATIONS

Typical German Student with his long pipe

Eskimo Woman smoking a pipe

Hugua Smokers in front of a Turkish Coffee House

Diplomatic Dan---Does Some Soldiering

Drawn for The Tobacco World by Swayne

THE MOST AROMATIC OF ALL TOBACCOS

Perique is the Most Costly of Any Tobacco

By HENRY N. LEWIS

Continued From Dec. 1st, Issue

The cost of producing Perique is greater than that of any other tobacco, yet it brings the grower an average price of only twenty-five cents per pound. Good Perique growing land, which will yield a maximum amount of 600 pounds green per arpent (one arpent equals five-sixths of an English acre) is worth from $30 to $50 per arpent, and has a rental value of $5 per arpent. Wages are seventy-five cents a day with board.

Perique growing holds out no roseate promises to empire builders. Where land was rented and labor employed, the actual cost of production, exclusive of tax, on four arpents of land, was shown to be 27½ cents per pound, which entailed a loss of $29.50 per arpent. But for the fact that the Acadian women and children do the larger share of the work, and the farms are too small to furnish any other crop that can be handled so economically (the farms contain twelve arpents usually) Perique growing would cease altogether. During the sugar season many of the men find employment on the sugar plantations, while others get work at odd times in the saw mills at Lutcher.

There have been no satisfactory tests made with fertilizers in the Perique districts, but beyond the use of a limited amount of cow dung and cotton seed meal, artificial crop forcers on alluvial lands generally tend to increase the yield only at the expense of quality. Maximum yield at Grande Pointe of 600 pounds green, or 360 pounds cured, per arpent is small, even in comparison with the yield in other sections of Louisiana. On land one mile below Baton Rouge, in a season too wet for good results, the State Agricultural Station, by using a limited amount of fertilizer, raised 7550 pounds green per arpent of Havana seed leaf, and as much as 11,025 pounds green per arpent of imported Havana. The Acadian farmer is not given to scientific experimenting, however, looking to an increase in the revenue from his fields, rather laughing "to see how fools are vexed to add to golden numbers," is quite content with what he has.

While Perique is generally given credit for possessing great strength—it seems to grow stronger as it loses its moisture—and for this reason is thought to be good only for blending with milder sorts of tobacco, in reality its percentage of nicotine (4.32) is not greatly in excess of that in the average imported Havana cigar types, and less than that of most of the Kentucky export types. If cut from an Acadian-manufactured carotte (there is as much difference between the home-made article and the product sold for Perique by some of the large factories as there is between country eggs and the cold storage variety) and put at once into an air-tight receptacle, there can be no more delightful tobacco to smoke than Perique. It is mild, with an oily smoothness, without a trace of acidity, and has a flavor that is incomparable.

Perique is indeed a "generous" tobacco. One that the "short-faced, slight man" would have approved of and mentioned kindly in a paper if he had smoked it. And I am sure the smoke of it would have drifted out across the Dove from the cottage of the gentle Piscator if Perique could have been had in London in his day. Its effect is to produce a physical exhilaration, like that, in a mild way, produced by old wine, at the same time stimulating the brain to a marked degree.

It is no more an article for steady diet by an inveterate smoker, though, than ancient brandy is a suitable liquor for a toper. Like Cuban-prepared coffee, its appearance is deceiving, and in rational doses it will conduce rather than retard sleep, leaving brain and body refreshed in the morning. While, as I mentioned, rum and sugar are used to imitate the flavor of Perique, pure Perique depends solely upon its essential juices and gums, and the natural chemical changes which they undergo in curing, for its fine taste.

It was with some trepidation that I ventured into the Acadian settlements to learn the mysteries of Perique-making. "Those people up there will tell you nothing," I was told. "Why, they'll think you've come to filch their very birthright, and you may get shot," concluded my fearsome opponent. So I looked for bullets—but they gave me carottes of old Perique. I expected to find a sullen, morose people in the Acadians, but I found instead a light-hearted clan, who are possessed of an inborn gentleness and courtesy that is acquired only after three generations by less simple folk.

Grande Pointe is as primitive a settlement as an outpost of pioneer days. The yards about the weather-stained wooden houses are as barren of adornment as an Arizona flat. But the cottages are clean inside, and have an air of old-fashioned comfort which only open fires and four-posted beds and home-woven rugs can impart. The natives themselves are clean, too, for they hold in full measure homely pleasures and the happiness of health. The settlers are given to sweeping down on one another at frequent intervals, each bearing his portion of a feast. And they have the town orchestra come out from Lutcher at these times and they dance to its music on the level ground. Sometimes a rain comes up and the musicians flee for the shelter of the galleries. But the dancers gayly hold their places and balance and swing over the wet sod as merrily as any rustics under a harvest moon.

I spent the night in a small room, with rafters low overhead, in the only hotel of the village of Convent, which sits, white and prim, on a long green street back of the high levee. The room was as spotless as the closet of a nun, and there were Christs and Holy Mothers on the white walls. A sober-faced little chap requested me in deliberate English to "please unlight the lamp." And the next morning, just as the sun crept over the levee and through the tiny panes of the long French windows, I looked down from my canopy of state on a glorious sight, as the same grave voice came over a tin tray, just as if it thought I had been accustomed to such luxuries all my life, "I haf here your coffee, sare."

In the little town of Lutcher the old homestead of Pierre Chenet may still be seen, a quaint, one-story cottage, with square roof projecting over a long, vine-covered veranda. I found no one who could show me Pierre's grave, but "Blest be his shade," say I, and wherever his narrow cell may be, "may laurels ever bloom, and breathing sweet exhale around his tomb."

Concluded

PROBLEMS of the RETAILER

Ever Advertise? Do It Now

IF you have any faith in the value of advertising, there is no time of the year more suitable for an earnest effort in this direction than immediately preceding the Christmas holidays. In fact, if a campaign had been started a little earlier than the present it might have been all the better. But it is not yet too late to show your enterprise by making the strongest effort you can to popularize your store by advertising

The utility of advertising to the public is being more generally realized year by year, and the daily newspapers are again beginning to show some catchy announcements, not only of cigars, but of smokers' goods and other articles appropriate to the season.

The results of an intelligent and thoughtfully carried out campaign are generally satisfactory and quite commensurate with the outlay of money. It must be remembered, however, that several things are essential in making advertising profitable, the most important of which are quality in the goods advertised, and efficiency in the establishment doing advertising. If either of these factors are lacking the fullest benefit is not likely to be derived from the advertising outlay, no matter how attractive the advertising matter may have been.

Not long ago the writer read a narrative of the success of an advertising campaign which was instituted by a New York State retailer. The establishment was very ordinary, conducted by the proprietor and a boy who found it necessary, in order to make a living, to devote their spare time, which was considerable, to making cigars. In the course of time the boy became a young man, and the man who was the proprietor had tired of the business and was willing to give it up, consequently the young man became the proprietor.

One of the first things the young proprietor did was to give the place a general cleaning up, and also spend a little money for new fixtures and then made it his business to see that each visitor who came into the store was given a cordial greeting and sent away satisfied.

From that time on the business began to show signs of renewed life, but it was only growing slowly. During a conversation one evening with a newspaper friend who had dropped in to buy a few smokes, the young proprietor was persuaded to try a little advertising. The undertaking was commenced in a very modest way at first, by using a space of probably three inches single column, in the most popular evening paper of the town, and which was published twice a week.

This was followed up by reading notices run in a daily and was continued for some weeks. The readers were well thought out and made interesting reading matter. Indeed, they were so catchy that within a few weeks they were literally the talk of the town, or rather the cigar buying part of the town.

Then business began to pick up at the store. New faces were seen daily. People dropped in who said, "I have been reading your advertisements lately and I thought I would drop in to see what sort of a place you kept."

Here was an opportunity for the proprietor to show his wisdom by efficient store management. Every new customer was treated so attentively that he became a steady patron. No attempt was made to advertise special bargains, and only standard brands of cigars were handled. If any customer expressed a preference for a certain cigar that was not in stock, a supply was promptly obtained.

No coupons were given and no premiums of any kind were offered. The store was always kept clean, well lighted and neatly arranged. A special feature was made of early opening so that workingmen who had to start out as early as six o'clock in the morning, might have opportunity to fill their tobacco pouches.

The business became prosperous and ere long it was necessary to increase the selling force. Instead of employing a new clerk, the proprietor wisely reasoned that it would be better to take into partnership a young man who was ambitious and energetic, and thus there was also added to the business additional capital. Furthermore, it was a reasonable assurance that the interest and attention would be given to the business which only a person really interested can give.

Before the advertising campaign had been going on a year the store had outgrown its small quarters on a side street, so that larger quarters on a more prominent thoroughfare were obtained and in the best part of the main street.

The original and successful policy was maintained. Advertising was continued and the most efficient store service possible was given. Needless to say that the business continued to prosper, and when the matter of more help again became imperative the policy of adding another partner was pursued rather than to hire a clerk. Now, the store is doing by far the largest business of any tobacconist's establishment in the same place.

It might be said, by way of comparison, that when the advertising campaign was first started, receipts of $10 per day was considered good; now $400 a day is not a surprising sum to them.

What advertising did in this instance is not an impossibility in other places, and to hundreds of other small tobacco shopkeepers. There were no peculiar circumstances or propitious surroundings in this particular instance that are not found in other places, and there is no reason why a cigar store that is now just "hanging on" should not bring its business up to several times the amount at least, if the proprietor has the courage and a little intelligence to undertake its proper advertising.

Combining Wisconsin Cigar Stores

THE Reeves-Dana Cigar Co., of Fond du Lac; the Jenkens-Mevins Cigar Co., of Green Bay; the Nelson-Kiel Cigar Co., of Hartford, and the H. C. Jenkens Cigar Co., of Oshkosh, Wis., at present separate corporations, have all filed notice of dissolution, with the Secretary of State, in order to bring about a combination, the articles for which they filed some months ago.

The Jenkens Company, of Oshkosh, owns stock in each of the above-named corporations, and was instrumental in their organization. The plan now is to combine them all in one corporation. To this end the individual corporation must be dissolved.

A meeting is to be held, at Oshkosh, in a short time, and it is probable that all of the branch stores will adopt the caption, "Jenkens Cigar Co."

Figure Profits on Selling Price

"LET well enough alone" has a very comfortable sound, but there is nothing in it, which enables a man to get ahead.

Most retailers are satisfied with their methods. They think they are making money. But here is a letter which suggests a reason for the many failures among these same satisfied retailers. The story was told in a letter to the service department of a large manufacturer of store equipment.

This paper has often tried to point out the necessity for figuring profits on the selling price, but the story so strongly illustrates the point that we print it for what it is worth.

The retailer, whose name we cannot give because it might affect his credit, is in business in Indiana. He thought until a week or so ago, that he was going to make a good profit this year in addition to his salary, but he has discovered that he has actually lost $1125.

"I started the year," he said, "with $1100 in the bank and a stock inventory of $3450. Doing a cash business, I had no outstanding accounts, and my accounts payable amounted to only $550. Assets, $4550. Liabilities, $550.

"My business for the year aggregated $40,600. My stock inventory at the end of the year is $3250. My bank balance is $600. Accounts payable against me, aggregate $975. I have drawn nothing from the business, except my salary of $100 a month. Assets, $3850. Liabilities, $975.

"I found that my cost of doing business was 22 per cent., including my salary. I figured that I should make a profit of 10 per cent., and marked all my goods for that profit.

"I made my purchases carefully, so that my stock did not pile up. I handled only such goods as I was able to move and could make the 10 per cent. profit on.

"But I find my inventory *smaller*, my bank balance *smaller*, and my debts *bigger* at the end of the year.

"I expected a profit above expenses of $2500. I thought I had that profit, but my year-end statement shows that I have *lost* $1125.

"Can you tell me the answer to this puzzle?"

His mistake was this: He took his cost of doing business and his profit from the *cost* price. He should have taken both from the *selling* price.

He has less money in the bank. He owes more. He has less stock. He has not made 10 per cent.—that is plain. Instead, he has lost the amount of the decrease in stock and cash and the amount of the increase in debts.

Why? The service department of the manufacturer to whom he wrote, figured out the problem for him. He thought he was adding 10 per cent. for profit, but in reality he did not add anything for profit.

Suppose an article cost him $2.25. Suppose his cost of doing business was 22 per cent., and it was desired to fix a price that would allow 10 per cent. profit. He added 32 per cent. to the cost price of $2.25, and *thought he was adding 10 per cent. for profit!*

He had estimated his cost of doing business, of course, as 22 per cent. on his *gross* business, or on the selling price of the article. Instead of allowing 22 per cent. on the *selling* price for cost of doing business, he added 49.5 cents to the cost price. Instead of allowing 10 per cent. on the selling price for profit, he added 22.5 cents to the cost price. It really cost him almost 73 cents to sell the article, one cent more than both the amounts he added.

Here is the difference: The article was sold for $2.97, or probably $3, when it had to be sold at $3.31 to get 10 per cent. profit. He needed a gross business of over $50,000 on the same wholesale cost to make his 10 per cent. profit.

Prove the figures: 22 per cent on $3.31 is nearly 73 cents; 10 per cent. on $3.31 is a little over 33 cents. Adding 73 and 33 gives us $1.06. Adding this to $2.25 gives us $3.31.

The whole problem hinges here: Figure your percentages on the selling price.

Successful Boston Co-operative Cigar Co.

THAT the operations of the Massachusetts Co-operative Cigar Co., has been skilfully and successfully conducted is evidenced by the fact that after an existence of only one year a dividend of 7 per cent. has been declared on its capital stock.

The president of the company is J. Arthur Bean, with whom are associated six other men all prominent in the retail drug trade, and the business is confined largely to the drug trade. Their factory headquarters are at Bridgewater, Mass.

The cash drawer of the Moffatt Cigar Store, on West Main street, Rockford, Ill., was recently robbed of its contents, amounting to about $200. The loss was not discovered until the following morning when the store was opened by a clerk, who found the transom over the front door had been opened, which pointed to the manner of the burglar's entry. The police have been unable to obtain any clue.

After carrying away between $700 and $800 worth of cigars from the cigar store of Arndy & Co., 603 North Broadway, Pittsburgh, Mo., some days ago, burglars attempted to cover up their crime by setting fire to the stock and the building. The flames were extinguished only after damage to the extent of $2500 had been inflicted.

Window Bulletin Suggestions

OUR
STOCK OF
SMOKES
FOR
SMOKERS
IS COMPLETE
AND UNEQUALLED

OUR TRADE IS
NOT FOR SALE
WE
SELL
GOOD
CIGARS
NOT CUSTOMERS

STRANGE, isn't it, how the sea-faring people love tobacco, preferably in their corn-cob pipes or in a real juicy chewing form. No stronger evidence of the sailor's love for tobacco is furnished than the recent incident reported in the newspapers from Galveston, Texas. It appears that when the schooner "Clancy Brown," with a cargo of coal, 33 days out from Baltimore, arrived at Galveston, the crew were in a state of mutiny because of a tobacco famine aboard.

The schooner had been blown out of its course and when the supply of chewing and smoking tobacco ran out on the 21st day, the crew became irritable and mutinous and refused to obey orders, quarreled and several times threatened to take the vessel and land somewhere in quest of the coveted weed. When they reached port, the first thing that they did was to dash ashore and buy a bountiful supply of their favorite brands.

* * *

The "Mystery of the Ten Dollar Note," is the name of a pathetic playlet, which was dedicated to the most popular cigarette salesman (we won't mention his name). The first half of the play reminds one of "farmer" and the action of the sad, sad story brings out the fact that he was appropriately named.

Ever hear the old gag about the innocent stranger picking up a package containing a diamond in a street car, and his excited neighbor offering to buy it for ten dollars? History tells us that Father Abraham was the first one who bit on this bait, and the last one from whom we have heard is this fin de siecle purveyor of butts.

The play was taken from life, and the incident came as a caption to a day full of interesting experiences for the unfortunate "wuyctim."

A tender heart and the spirit of mercy prevents the observer from mentioning the cognomen of the hero, but his adventures during the course of that unfortunate twenty-four hours are the talk of Broadway, and —— ——, says he is going away for a month, because he is not kid proof.

Two salesmen and one customer entered a prominent restaurant at luncheon time. The subject of this story suddenly discovered that he had lost his pocketbook, and in wild tones of anxiety exclaimed that it had contained fifty dollars. He accused everybody in the restaurant, and made himself generally disagreeable. As a matter of fact, one of the friends present had taken the pocketbook as a joke, and turned it over to the stenographer at the office, instructing her to return it to the rightful owner about three hours later with the remark that "It had been brought by the waiter from the restaurant," but the joke is that the pocketbook never contained more than forty-six dollars, so that extra ten dollars added to the loss was a lapse of memory on the part of the owner, which worried the practical joker for a time.

After explanations and apologies had been made, Hero enters subway train, and falls all over himself, to put up ten dollars for a diamond (?) which he afterwards found was made from an old beer bottle.

Tears and soft music. Curtain.

* * *

American travelers, returning from China, report an astounding increase in the consumption of cigarettes by the Chinese. Until recently, the average Chinaman preferred the opium pipe to any brand of tobacco, however enticing it might be. Evidently now he has turned from the injurious hop to the mild and seductive cigarette.

A Kansas City man, recently returning from the far East, stated that he was amazed by the growth of the cigarette habit among the Orientals. "A few years ago," he said, "there was little demand for tobacco, but today the British-American Tobacco Company is erecting numerous cigarette factories and warehouses at important points throughout the Chinese empire."

* * *

When Mrs. Sarah Brandon, who now resides with her son, on a little farm, near Key, Ohio, passes out of this world, some people will no doubt say that she smoked herself to death.

Mrs. Brandon only celebrated her one hundred and eleventh birthday during the past month, and her birthday present consisted of a large package of smoking tobacco, presented by her son, Evan, who is only at the tender age of eighty.

The old lady's age is thoroughly authenticated, and she is described as wonderfully active at the present time, doing considerable housework, and even going into the fields to assist.

For over a half century she has constantly smoked a pipe, and it is today one of her chief comforts.

Mrs. Brandon is the mother of thirty-two children, and sent sixteen boys to the Civil War.

* * *

Eureka! Second only to the time and thought spent upon the effort to find the Perpetum Mobilar has been the vast amount of time devoted by retailers in all branches of commerce to the problem of discovering whether or not their employes were "tapping the till."

The writer has found the man who has solved this most difficult of problems.

While standing in a prominent cigar store, the other day, I overheard the proprietor ask the following question of a young man who was applying for a position: "Are You Honest"? The young man promptly replied that he was, which relieved so much worry from this particular merchant's mind. This method is so simple that it has never been used by anybody except the party referred to.

THE ONLOOKER.

THE TOBACCO WORLD

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL

Tampa's Biggest Year

A splendid tribute to Tampa's cigar industry is paid in the twelve-page supplement issued by the *Tampa Daily Times* under date of December 19th. In this number the birth, growth and development of Tampa's importance as a cigar manufacturing centre are treated most interestingly and revealed in the light of figures which speak for themselves.

From 1897, when about 90,000,000 cigars were shipped, to 1911 when the production approximated 300,000,000, the advance of Tampa has been marvelous. Despite the fact that the year just closed has witnessed serious labor disturbances which cut down the production, 1911 will stand out as the banner year of the Tampa industry, not only in the volume of production, but also in the improved quality and the good name which Tampa-made goods have achieved everywhere.

The advance of Tampa has not been an accident. In seeking for the causes, one must give the lion's share of the credit to those pioneers, who first recognizing the ideal conditions for cigar manufacture, planted themselves squarely in Tampa and laid the foundations for their business years ago. The progress has been accelerated with amazing speed the last ten years, but the greatest growth has been for the year 1910-11 when the production leaped nearly 100,000,000.

No Tampa manufacturer can view the figures of progress without being thrilled with a sense of pride. THE TOBACCO WORLD congratulates Tampa upon the unprecedented showing with the hope that the coming year will see even greater progress. Conditions are ripe for such advancement and we can see no barrier in its way.

What of 1912?

The history of any industry is only valuable inasmuch as it serves to point out the mistakes from which we may profit by not repeating and the inspirations it might hold for future achievement. So it is with the cigar and tobacco business. The year just closed has been a history-making one in every branch of the tobacco trade; marking as it did the dissolution and reorganization of the biggest single factor in the tobacco industry; a determined attempt to throw open the markets of America to freer competition and a general cleaning of the Augean stables.

That this legal revolution, wrought through the highest courts of the land, will bring about a millennium of brotherly competition in the cigar and tobacco business is too much to hope for, but we believe that the storm has cleared the atmosphere of much foul air and that every one in the trade will breathe more freely hereafter. It is as yet too early to judge the effects of the reorganization of the American Tobacco Company and fair-minded people will reserve their judgments until a later date.

Viewed from the standpoint of production, the past year has been a success for the cigar manufacturer. However, the high price of leaf, especially Havana, and the increased cost of manufacture have cut seriously into the profits of some of the largest manufacturers. Cigarettes and little cigars, too, have shown gratifying increases and the only branches of the trade that fell off were manufactured tobacco and snuff.

Failures in the cigar and tobacco business have been few and comparatively unimportant.

The condition of the leaf market during 1911 was rather unsettled, the high prices prevailing on many grades causing considerable uneasiness and resulting in a sacrifice of profits.

The Havana market experienced a shortage in high class leaf and the resultant high prices considerably curtailed the buying. However, the production of Havana-made cigars shows a very satisfactory increase.

In the twilight of 1911 we find business still unsettled, but making headway towards the dawn of a year that promises better things. While pessimists may lugubriously proclaim that Presidential years always witness an unsettling of business conditions, we cannot coincide with them that the cigar and tobacco business for 1912 will be considerably affected by the election of the chief magistrate for the nation.

Cigars and tobacco will be made and smoked uninterruptedly in 1912. It is up to the manufacturers, jobbers and retailers to see that they get their share of the business and not idly bemoan the fact that business is bad, since these complaints of themselves will serve to knock out the props of confidence and crumble the house of trade.

Rather let us all work together, boosting optimistically to make 1912 a banner year in the cigar and tobacco trade.

Here's hoping.

New Year Resolutions

¶New Year, indeed, is the proper time for all good resolutions to be made and abided by. The wise ones of earth not only make them, but keep them. Therein, they differ from the other fellow.

¶Move along with the time, note quickly and profit by the changes which are constantly taking place in the world of commerce and industry. The way to keep the finger on the pulse of time, however, is to read every issue of THE TOBACCO WORLD from cover to cover.

all that's new with JOBBERS and DISTRIBUTORS

Flourishing Little Rock (Ark.) Establishment

THERE is a particularly flourishing establishment at Little Rock, Ark., which is conducted by Thompson Bros., and is known as the Wall Street Tobacco Shop. It is located at 110 West Second street, which is directly in the financial district of the city.

This year they are showing a larger and better selection of high-grade goods for the Holiday trade than ever before, and this comprehensive line and the highly courteous treatment toward all customers will assure them of an exceptionally fine season's business.

Among the more prominent brand of high grade cigars might be mentioned the "Charles, the Great," made by Salvador Rodriguez, New York and Tampa; "Optimo," made by A. Santaella & Co., New York and Tampa; "Dulce," made by Salvador Sanchez & Co., Tampa and Chicago, all in clear Havana, and the "Lawrence Barrett," a seed and Havana product from the factory of Bondy & Lederer, New York. In the nickel variety there appears the "Havana Sticks," made by the Eitel & Cassebohm Co., of Louisville, Ky.; and the "Tom Keene," also made by Bondy & Lederer, of New York, as the leaders.

Leavenworth Tobacconists Celebrate 10th Anniversary

THE Dicks Cigar Co., at Leavenworth, Kansas, recently celebrated its tenth anniversary as tobacconists and cigar distributors.

In honor of the occasion the store at 402 Delaware street was adequately decorated, and the proprietors were kept busy all day in receiving the "glad hand" of old patrons. Each one was presented with a fifteen cent "Rothenberg" cigar.

This store has long enjoyed the reputation of the "house of quality," where the best goods the market afforded were always obtainable.

The stock carried is among the largest in the State of Kansas, and their holiday stock was this year larger and finer than ever before.

Re-organizing Gunst Co., in Northwest

PAPERS of dissolution were filed at Salem, Oregon, several days ago, by M. A. Gunst & Co., Spokane, Wash., and M. A. Gunst Cigar Co., Seattle, and at the same time there were taken out articles of incorporation, with capital stock of $3,000,000, for Portland business. The company intends to centre business in Oregon, but no further plans have been made public.

Gus. Simon, vice-president of the Gunst Cigar Co., at Portland, said no changes were contemplated by reason of the incorporation papers which were filed at Salem, Oregon. "From now on, all branch organizations will become a part of the general company." "None of the individual stores will be affected in any way, nor will there be any changes in the heads of departments."

Houston, Tex. House in Difficulty

THE widely known cigar distributing and jobbing house of Sam. Flaxman & Bro., Houston, Texas, have filed a voluntary petition in bankruptcy, with which was also filed a schedule showing liabilities of $37,628.01, and assets of $21,466.30.

New York manufacturers are among the largest creditors of the firm, holding notes for merchandise purchased.

The assets of the firm are listed as follows: Cash on deposit in Union National Bank, $1,740.62; stock of goods at 410 and 105 Main street, $4,181.54; residence property, $5,500; household goods, $1,000; horses, cows, buggies, $250; store fixtures, $150; total, $21,466.30.

The petition has been referred to Earl Wharton, referee in bankruptcy, for adjustment.

Since the filing of the petition announcement has been made that a settlement that would be satisfactory to creditors would probably be effected. The business will likely be continued with new and improved methods.

Minneapolis Jobbing House Expanding

THERE has been an important expansion of the jobbing business of W. B. M. & W. G. Jordan, Minneapolis, Minn., during the past several months. The house was formerly known as Anthony Kelly & Co., which began business as early as 1858, and for many years held an enviable position in the trade of the Northwest.

Since its successors have been in charge of the business they have made expansions in some branches of their business, notably the cigar jobbing end of the business. In fact not so much attention had previously been paid to the cigar business, and it might therefore be termed a new departure.

The announcement has just been made that after January 1st, the distribution of the products of A. G. Kaufman & Co., and H. Anton Bock & Co., will be placed in their hands, and that the former distributing agency of Arthur J. Hill & Co., will relinquish the brands, and will in fact retire from the jobbing field.

Harvey Hogg Removing to Nashville

HARVEY HOGG, who has been manager of the cigar department of Earle & Co., at Memphis, Tenn., will, after January 1st, again make his business headquarters at Nashville, Tenn., and will represent The Best & Russell Cigar Co., of Chicago, in Tennessee.

Mr. Hogg is among the best known cigar men of that State, and has hosts of friends in Nashville, his former home, who will welcome his return to that city.

J. F. Emerton, a cigarist at Auburn, Me., who has long been one of the most expert window dressers, has this year outdone all former efforts, and his Christmas trim was the talk of the town. He employed 550 miniature electric bulbs in his decorations. His stock revealed the finest lines of cigars, pipes and smoker's articles.

Late Jobbing Trade Items

John Thorne, a pioneer wholesale cigar dealer at Fargo, N. D., has lately been on a business and pleasure trip to Bismark.

Dan Wolf, one of the enterprising cigar jobbers at Cincinnati, is making good progress with the several lines on which he specializes.

The W. B. Elam Co., at Richmond, Va., have lately featured the product of Hilbronner & Jacobs, Philadelphia, of which they are local distributing agents.

There appears a remarkable increase in the demand for "El Palencia" clear Havana cigars, from the factory of Boltz, Clymer & Co., and many repeat orders are reaching the factory.

Geo. R. Webb, department manager with Coffin-Redington Co., at San Francisco, is now on a visit to the factory of Cuesta, Rey & Co. at Tampa. His house is a large distributor of the product of this factory.

The business of M. A. Gunst & Co. at San Francisco on the "Van Dyck" cigar has this year exceeded all former records. Traveling representatives and local salesmen have all worked energetically to make this a banner year in "Van Dyck" sales, and they have succeeded admirably.

A new nickel cigar was recently taken on by Tillman & Bendel, of San Francisco, Cal., under the name of "Duplicate Wrapper," and they are now booking orders which indicate that the manufacturers will be kept steadily on the go to supply them in adequate quantities.

Horn & Co., San Francisco, jobbers of the "El Sidelo" clear Havana cigars, have been entirely cleaned out of goods, and were obliged to send rush orders to the factory so as to be able to resume deliveries at an early date. 1911 has been a very satisfactory year with them.

The Hochfeld Bros. Cigar Co., of Portland, Ore., report a fine sale on the "La Verdad" cigars of Saml. I. Davis y Ca., New York and Tampa. Recently they have introduced the goods in several of the most prominent stores of Portland.

Chas. Mattheas, of San Francisco, is still clamoring for large supplies of "El Wadora" cigars. The sale of this brand has far exceeded all expectations and stock has been running very low at all times. A good demand for the "Rey-Oma" brand is also being enjoyed by this house.

The W. H. Harris Grocery Co., of Richmond, Va., who are distributors of the "Havana Ribbon" cigars of Bayuk Bros., and "Saboroso" of Vetterlein Bros., both Philadelphia-made cigars, reports an unusually heavy trade during the holidays.

DISPLAY OF "LA SARAMITA" CIGARS AT HAMILTON, OHIO

A strong display of "La Saramita" cigars was recently shown in the show window of L. A. Ribors, Druggist, Hamilton, O., which was installed by Dreyfus Bros., of Hamilton, who are the local distributing agents of this popular ten cent line.

W. W. Blake, a well known wholesale tobacco dealer, of Altoona, Pa., has veen visiting Philadelphia and New York several times lately in connection with the dissolution of the American Stogie Co., in which he is interested. Mr. Blake is a large handler of stogie products and was among the organizers of the American Stogie Co.

The "Rey-Oma" cigar, made by Sig. C. Mayer & Co., Philadelphia, was recently taken on by the Harry Karger Cigar Co., at Baltimore, and it promises to become an extensive seller. Mr. Karger has been a distributor of the "El Wadora" cigars for some time and now has an extensive sale of the goods.

Some of the jobbing houses of Portland, Ore., are lamenting the fact that they did not order heavily enough of certain products to meet the unexpected demand for goods during the holidays. In several instances they were sold out of holiday packages several days before Christmas, and orders were still being received by each mail.

The "Anti-Nicotine" cigar, made by the Barnes-Smith Co., of Binghamton, N. Y., has made its appearance in Baltimore. The goods are being distributed by F. A. Davis & Co., and are already found on sale at numerous retail establishments about the city. The house is expecting to develop a large sale on those goods and feel highly encouraged with the success thus far obtained.

The Peregoy & Moore Cigar Co., of Des Moines, Ia., have brought suit against Gus. Gutfreund, contesting the violation of lease of a factory, in which Gutfreund is the lesser and the company the lessee, to enjoin Gutfreund from making cigars in the building prior to April 1st, of next year. Gutfreund claims that the jobbing house is trying to put him out of business, but the company states they simply wish an observance of the conditions of the lease.

From The Tobacco World Bureau, 910 Hartford Building, New York.

New York Holiday Trade Breaks Record

BREAKING all records for gross receipts and volume of trade, the prominent retail establishments of New York and Brooklyn experienced rushes on the Friday and Saturday preceding Christmas, which will make those days pace-setters that will be difficult to follow, or surpass in the future.

Interviews with representatives of Park & Tilford, Acker, Merrall & Condit Co., United Cigar Stores Co., A. Shulte, Godfrey S. Mahn, Max Schwarz, Henry Spiess Cigar Co., Oscar Schein and the other important retailers, disclosed the fact that when the count was taken at the close of Saturday night, it proved to be the busiest individual day in the history of New York's cigar and tobacco business.

Much to the surprise of the store managers, the sale of pipes loomed up as one of the most prominent factors in the day's business. In some of the stores it was even recorded that the amount taken in for pipes and novelties exceeded the gross receipts for all other merchandise combined.

The "World" correspondent does not consider it fair to name any of the exact figures which were furnished him by the various concerns, but their perusal was highly gratifying, and makes this report absolutely correct and dependable.

From orders received during the past forty-eight hours, the indications are that an usually good business will be done before the New Year. Box trade and high-grade goods will probably take front rank in the sales.

Frankfort Takes Over Calero Business

JOSEPH FRANKFORT, head of the firm of Calero & Co., makers of clear Havana cigars, at 70 and 76 Fulton street, New York, has taken over the interests of his partner, Moses S. Greenebaum, and will continue the business under the same name. Mr. Greenebaum, who is one of the best known men in the trade, is now associated with Francisco Bolano and Arthur Seckbach. The trio formed the firm of F. Bolano & Co., with headquarters at Tampa.

Meyer, Sinsheimer & Co., have filed a petition in bankruptcy against S. C. Marum & Co., claiming that $3400 for goods sold and delivered to the firm was due them. The liabilities are said to be $5000 and the assets barely $4000.

Al. Metzger, the veteran cigar salesman, who so ably looks after the Jose Villa interests in the East, spent the month of December in New York. He will start on an extensive trip through his territory about January 15th.

United Stores Make Good Start Under New Order

Cut Loose From A. T. Co. Affiliation by Increase in Business

STOCKHOLDERS of the American Tobacco Co., on December 20th, received by mail, certificates which represented the portion of their holdings which had been invested in United Cigar Stores Co. stock. This was in accordance with the order issued by the Supreme Court which had instructed the United to transfer all stock held by the American Tobacco Co., and have the corporation dispose of such stock among their stockholders in order to further comply with the detailed orders issued by the Supreme Court.

This company has 90,010 shares outstanding of $100 par, on which it pays dividends of 8 per cent. Its business has been restricted owing to the litigation in which the parent company was engaged, but since distribution was ordered officially it has been reaching out for business to such an extent that in December it reported sales of $410,000 in a single day.

For the first fourteen days in December it showed a gain of 21 per cent. over last year's business. The gross business of the company is now running at the rate of $30,000,000 annually, as compared with less than $25,000,000 in 1910. It operates about 1400 stores and has a real estate department which is said to be highly profitable.

Geo. Flattauer & Bro. to Retire

GEORGE FLATTAUER & BRO., who have been manufacturing cigars in New York for a number of years, are retiring from business. Mr. George Flattauer has decided to take this step because after twenty-five years of constant attention to business and the hard mental and physical strain which his interests placed upon him, his nervous system has been impaired. Mr. Flattauer has not made any plans for the future as yet, further than to decide that he will do considerable traveling for the next year or two, and try to regain his health.

For nearly a quarter of a century, Mr. Flattauer has been an interesting character in the trade, always energetic and progressive.

At one time the Flattauers operated in conjunction with their factory, several retail stores, which they abandoned some years ago, in order to devote all of their time to manufacturing.

For the past few years they have had a large, and well-equipped plant at No. 334 East 98th street, New York, and they are now engaged in disposing of the stocks and implements.

They expect to wind up their affairs before February 15th.

How Max Schwarz Has Forged Ahead

THERE is that peculiar telepathic impression conveyed to whoever meets Max Schwarz, cigar manufacturer, that you are confronting a man, who has passed the worry stage in business, and is now sailing along smooth seas, beneath an unclouded sky, because he has built his commercial vessel of honest timber, and designed it with a view to longevity rather than temporary speed.

Twenty-two years ago, a poor Bohemian cigarmaker who had scraped a few pennies from his small compensation at the bench, opened up a cigar store at 57th street and Third avenue, New York, which was about the size of an exaggerated clothing box. In those days Max Schwarz was salesman, cigarmaker and porter. Propelled by a Napoleonic disregard of obstacles and fortified with the energy and patience which have marked his life, he wedged ahead, adding and adding to his business constantly, until today, we find him employing one hundred high-grade cigarmakers, operating two large retail stores, and enjoying a patronage which has been loyal for years.

The key to his success is of a very simple pattern; he made good cigars.

The "La Primadora" is a clear Havana brand in thirty-five sizes, and is equivalent to any product that the writer knows of, superior to many of them.

While the major portion of Mr. Schwarz's business is with consumers, he has placed the "La Primadora" brand with a large number of the best known dealers in the East, and the size of their duplicate orders better describes the quality of the product than would many lines of eulogy.

For the past few years, Mr. Schwarz has been making semi-annual trips to Cuba, and buying tobaccos in large quantities, thus gaining for his customers, the advantage of the best savings on leaf purchases.

An average working day of fourteen hours is a mild estimate of Max Schwarz's dynamic activities and constant attention to business. His progressiveness is best demonstrated by the holiday price list which he issues each year. This booklet is admittedly one of the finest of its kind in America. Five thousand are sent out each year, and bring in a swarm of orders which makes the shipping room look like a branch of an express company.

Arthur A. Schwarz, the twenty-one-year-old son of Max Schwarz; is in charge of the store at 733 Broadway. The young man has been put through a practical course by his father, and is giving an excellent account of himself at the branch store.

M. W. Berriman, of Berriman Bros., left on December 27th, for a two weeks' trip to the firm's factory, at Tampa. He will superintend the inventory-taking and spend some time at the plant, making preparations for the large increase in business, which the firm anticipates during 1912. Speaking of the past year's business, Mr. Berriman said that the output of the house, during 1911, was four million cigars in excess of any previous record.

Among the prominent clear Havana manufacturers who have left within the last few days for Tampa, is Joe Diaz, of Bustillio Bros. & Diaz. Mr. Diaz will probably spend a fortnight in Tampa, and return to New York in time to wish the firm's traveling representatives "God-speed and good luck," ere they start out on their first 1912 trip.

Antonio Santaella is at present in Tampa, superintending the annual inventory-taking at the Optimo plant. Before returning to his New York headquarters, he will probably take a short trip to Havana in the company of Manuel Suarez, who is a member of the firm, and takes charge of their extensive leaf interests in the Cuban capital.

Among the prominent road-men who have been spending Yuletide in the Metropolis, were Joe Carlyle and Moe Schwartz, of the Santaella forces.

THE FAMOUS VEGA "CAYO LA ROSA"

Pronounced to be one of the finest lots of tobacco raised on the Island of Cuba this year. Purchased by Max Schwarz, October 20, 1911
In the foreground is shown Max Schwarz, and in the rear by the door, wearing a straw hat, is Pepy Menendez, a well known Cuban grower, while by his side is Mark Pollack, prominent Havana Broker

Louis Demuth Dead

LOUIS DEMUTH, whose father, the late William Demuth, Sr., founded the house of William Demuth & Co., and was the pioneer pipe manufacturer in his line, died suddenly on December 14, after a surgical operation. He was 49 years old and grew up in his father's business. The burial took place last Friday.

Mr. Demuth, who resided at No. 111 West Fifty-seventh street, New York City, left a will which has just been filed in the Surrogate's office. The residuary estate is thereby left to his wife, with a special request that she shall not "take the advice or be guided by any of the relatives on her side in any matters relating to her finances or other affairs."

Bequests of $1000 each are made to the German Hospital, the Home for Aged and Infirm Hebrews, the Society for Ethical Culture, the Hebrew Orphan Asylum, the New York Society for Improvement of the Condition of the Poor, and the Visiting Guild for Crippled Children.

Supply Branch Office of Liggett & Myers

THE Liggett & Myers Tobacco Co., whose main offices are located in St. Louis, Mo., and at Durham, N. C., have opened a Supply Branch Office in the Johnston Building, Broadway and 28th street, New York. Here they have excellent quarters on the sixth floor, and the bulk of their supplies will be purchased through this branch. The New York office is in charge of Joseph C. Widmer, who was formerly the secretary of the Amsterdam Supply Co., which recently passed out of existence.

New Year's Greeting From H. Duys & Co.

A NEW YEAR'S sentiment of particular interest is expressed in this issue by H. Duys & Co., 170 Water street, New York, one of the leading importers of Sumatra tobacco.

Their hope is for a "fine Sumatra crop with lots of light colors at reasonable prices for 1912," to be shared by the cigar manufacturers who have used H. Duys & Co.'s Sumatra for many years.

A mysterious fire in the roof of the four-story factory building of I. B. Krinsky, cigarette manufacturer, at 207 North Fourth street, Williamsburg, Brooklyn, several days ago, caused considerable apprehension. Although it was on Christmas day, nearly 100 girls and young men were at work, and the first knowledge they had of the fire was when smoke began to penetrate the workrooms. They fled in disorder, and firemen soon extinguished the flames which had been confined to a lot of rubbish on the roof.

A petition has been filed against Myron M. Harrison, cigar dealer, formerly at the Folies Bergere, by these creditors: Louis G. Smith & Co., $372; Scheaffer & Polakoff, $361; and Harry Sobel, $16.

G. W. Bickett Cigar Co., of Cincinnati, who have been in financial embarrassment, are now hopeful of effecting a settlement with their creditors and continue in the business. The proposition made by them has satisfied local creditors, and if acquiesced in by non-resident creditors it will undoubtedly go through.

Tampa Cigar Industry Closes Biggest Year

Continued from page 10

from $12 to $40 or even more a week, depending entirely upon his own skill, for the piece system is employed throughout this branch of the industry.

The Shipments for 1911.

"The following table shows the amount of cigars shipped during 1911:

January*	8,585,000
February	20,505,000
March	32,830,000
April	27,900,000
May	33,320,000
June	28,075,000
July	21,500,000
August	25,570,000
September	19,635,000
October	23,620,000
November	

*Strike in factories settled January 26."

Independent Retailers Demand Heavy Tax on Coupons

Continued from page 9

he failed to get the proper support from the Supreme Court, in his efforts to secure a re-opening of the American Tobacco Co. case, he had appealed to Senator Cummins, of Iowa; Representative Underwood, from Alabama; Speaker Champ Clark, and other prominent members of the National Legislative bodies.

Without exception, the parties appealed to had responded in a hearty and encouraging manner, and at the meeting communications from them were read, wherein these legislators expressed themselves in no uncertain language concerning the action which they proposed to either initiate, or support, in both Houses of Congress.

Various resolutions were passed, among which was one calling upon the United States Government to stop buying their supplies of tobacco from the American Tobacco Co.

One resolution which is worthy of more than passing notice was to the effect that the Government place a tax on premium coupons.

Robert E. Lane stated that, in his opinion, it would lead to quicker and better results, if the retailers were to find some means to protect themselves against, or overcome, the competition furnished by the coupon, rather than to spend their energies in trying to prove that the coupon was illegal. He said that while he had a plan which he considered very effective, he preferred not to discuss it in public, but promised to set forth his ideas in a written communication to President Buxbaum.

Thirty-five new members were added to the roll, and reports were received from a number of other cities where the battle against the coupon is being waged.

Cigar Factory in the Canal Zone

VICE-CONSUL J. M. HYATT, at Colon, Panama, states that there is a cigar factory there, which is under the management of a well known and practical tobacconist of Jamaica, and there are employed twenty people. At present there is being manufactured seven different brands, the tobacco for which comes from Jamaica. The manufacturing methods employed compare favorably with those obtained from Havana or Key West.

Late Retail Bulletins

Allen H. Smith has sold his cigar store at 313 High street, Pottstown, Pa., to Grover C. McClaskey. Smith expects to engage in another line of business.

A new cigar store has been opened at Richwood, O., by Clyde & Charles Carr, who secured quarters in the old postoffice building.

A new store has been opened at 400 Washington street, Lynn, Mass., which adjoins the Olympia theatre, by the Lynn Cigar Co., which is one of the best equipped stands in that city.

The cigar and tobacco business of James J. Quinn, an Asylum street, Hartford, Conn., dealer, will be sold at sheriff's sale, and the proceeds turned over to a trustee for the benefit of his creditors.

Joe Kosh, a dealer in cigars, wines and liquors at Smetana, O., recently filed a deed of assignment. His total indebtedness was given at $5,569.58, and assets amounting to $2,522.50.

The G. S. H. Cigar & Tobacco Co., Chicago, has been incorporated with a capital of $2500, to deal in cigars, tobacco, etc., by Nathan S. Schoenbrod, Ella Graham, and Raymond J. Cupler.

Julius Sher and Oscar Vinograd have formed a new tobacco firm to do a jobbing as well as retail business, under the name of Vinograd & Sher, 617 Chestnut street, Milwaukee, Wis. They contemplate securing larger quarters at an early date, and engage more strongly in the jobbing business.

Some days ago the Lesure Cigar Store, 615 E. Green street, Champaign, Ill., managed by Walter Edmondson, was broken into and a quantity of fine meerschaum and other pipes and miscellaneous articles carried away. Entrance was gained by kicking in a window at the rear of the store.

The Jacobson Cigar Store, 608 Seventeenth street, Denver, Col., was gutted by fire several days ago. The fire was not discovered until the flames were already bursting through the roof of the building, and before the firemen arrived the entire interior of the store had been burned out.

OBITVARY

Nathan Strauss, a member of the widely known firm of Kaufmann Brothers & Bondy, manufacturers and importers of pipes and smokers' articles, at No. 129 Grand street, New York, shot and killed himself, several days ago, in the bed room of his apartment, at the Hotel St. Hubert, New York.

Mr. Strauss was 54 years of age and unmarried, and had lived with his sister. He was born in New York, and was a graduate of Columbia University. He is survived by two sisters.

Julius Colberg, a retired cigar manufacturer, and founder of the firm of Julius Colberg & Son, No. 523 Fulton street, Brooklyn, died several days ago, at the age of 78 years. The deceased was born in Hamburg, Germany, and began the manufacture of cigars in 1879. He continued in active business until three years ago. He leaves a widow and five children.

Thomas Jefferson O'Bryan, a prominent tobacco man, of Louisville, Ky., died suddenly last week from an attack of heart disease.

Mr. O'Bryan was head of the firm of T. J. O'Bryan and Bro., and was a charter member of the tobacco exchange. He was 49 years of age. He is survived by a widow and three daughters.

Colonel Carrell D. Smith, of Guthrie, Ky., and one of the wealthiest citizens of the Southern portion of that State, died recently in his home, at Guthrie, aged 85 years.

Colonel Smith was one of the old organizers of the old Louisville Tobacco Works, and was well known in the tobacco business throughout the State.

Tampa Cigars a Gift to Battleship Florida

WHEN the officers of the battleship "Florida" returned to their quarters, after receiving the presentation of the silver service at Pensacola last week, they also found themselves the recipients of a package of Christmas cigars from the factory of Berriman Bros., at Tampa. The cigars were of the famous "Jose Vila" brand.

DISPLAY OF "WEBSTER" CIGARS
Made by E. G. Hookstratten Cigar Co. Los Angeles, Cal.

PHILADELPHIA.

Anent the Use of Coupons

THERE has been some agitation among local cigarists with reference to the use of coupons in the retail cigar business. It is now urged by some that since the holiday rush is over local dealers should be able to get together and possibly reason out some plan of action by which they might prohibit the use of coupons.

No actual call for a meeting, so far as is known, has thus far been issued, and in fact there are a number of independent retailers who are using a private system of coupons and who speak well of the plan and declare that it has been profitable to them to adopt the use of coupons. Naturally, such dealers could not be induced to join in a movement to do away with coupons.

Another New Cigar of T. H. Hart Co.

THE success which has attended the distribution and sale of "Five of Harts," the nickel cigar made by T. H. Hart Co., Twelfth and Walnut streets, Philadelphia, has led this wide-awake firm to introduce a ten-cent, three for a quarter brand, known as "Heartsease," and being good citizens of the City of Brotherly Love, have called the sizes with names that are associated with the history of the city, "Quaker," "Independence," "Fairmount" and "Penn." In a short time "Liberty Bell" will be on the list.

R. D. Wilson Company Incorporates

THE R. D. Wilson Company, organized some time since, when the old house of Geo. Zorn & Co. passed out of existence, to do a general novelty business, which included smokers' articles, pipes, etc., has been successful, and with the new year will incorporate.

Application for a charter will be made on January 2d by R. D. Wilson, William S. Skahan, George A. Snodgrass, John F. Meyers, Julius Kehr and Robert S. Carson. The capital stock will be $15,000.

Pushing Cuesta-Rey Cigars Here

AN especially attractive window display is the one in which Yahn & McDonnel are featuring the specially made "Quaker" size of Cuesta, Rey & Co.'s cigars. The quality and size of this brand has proven to be a good business-getter.

"44" Family in Jolly Reunion

MEMBERS of the "44" family gathered in a merry reunion, on the evening of December 27th, at the Hotel Walton, when they were entertained by Mr. B. Lipschutz, the President of the "44" Cigar Co. A special room was reserved for the function on the top floor of the hotel and following a banquet, various members of the "44" staff responded to toasts. It proved a very enjoyable evening, fruitful of a renewed spirit of co-operation, which should mean big things for this factory in the future. Besides, Mr. Lipschutz, there were present, M. A. Funk, Secretary of the Company; G. M. Lex, office manager; W. H. Nicholson, Middle South representative; O. L. Myers, Western representative; H. Lilin, New Jersey representative, and the following: Mrs. B. Lipschutz, Mr. Max Lipschutz, Miss Rose Lipschutz, Miss Lilian Weinberg, I. Sager, F. A. Maier, J. M. Allgaier, Geo. W. Fullen, Sol Lipschutz, I. P. Linn, S. Blou, J. M. Seymour, S. Crayder, R. C. Myrtetus, Louis J. Fingeroth, F. Davoli, Samuel Lock, E. Crothers, R. Cabot, A. Lieberman, B. Silverstein, T. Lisa, L. Kohn (New Brunswick Factory), M. Goldsmith (New Brunswick Factory), and Miss N. Hogan.

Sig. C. Mayer & Co. Remodel Factory

MECHANICS have been busy during the past week in remodelling the factory building of Sig. C. Mayer & Co., at 515 Lombard street, by adding an adjoining building in the rear and rearranging the floor space. The new addition will be devoted largely to the manufacture of "Rey-Oma" cigars, and although the facilities of the factory will be about doubled all available space will be needed to accommodate the additional force of cigarmakers which it has been found necessary to employ.

The "Roig" Round Up

DURING the joyous days preceding Christmas, a number of salesmen of the forces of Antonio Roig & Langsdorf, dropped into Philadelphia for a little reunion. Richard W. Edwards, who has been doing big things for the "Roig" line, in the West, spent a few days in Philadelphia, as did also, E. L. Weil, who covers Pennsylvania and New York, and S. H. Hamburger, who represents the "Roig" lines in parts of Pennsylvania, Virginia and West Virginia.

"Havana Ribbon" Forces Entertained

DURING the past week the sales force of the "Havana Ribbon" cigar factories were entertained at factory headquarters in this city. They gathered from all sections of the country and rendered some highly interesting accounts of business conditions and prospects in their respective territories. A large number of orders were brought in for deliveries to begin early next year.

Showing Line of "Primero" Cigars

THE M. J. Brown Cigar Co., is showing the trade a line of their "Primero" cigars. The sample case of these goods shows the entire eleven sizes in which the brand is made, and displays them to good advantage. This new line has been out but a few days and some flattering orders have already been booked on them. It is expected after January 1st they will be on sale at several of the fancy grocery houses who cater to high-class trade.

S. Dietz, a factory representative with A. Roig & Langsdorf, is not permitting any of the dealers in the business section of the city that is covered by him to forget the "Roig" line, and he seems to find particular pleasure in pressing for sales on the "Flor de Girard" which has come into wide popularity as a ten-cent leader. "Roig" cigars are, of course, standard wherever they are sold, and Mr. Dietz says it is not a matter of much salesmanship to sell them because they sell themselves, and those dealers who do not push them do not realize what they are missing.

The "Flor de Sanchez y Haya" clear Havana product of Sanchez y Haya, Tampa, is still among the strongest leaders in clear Havana cigars handled by Terry & Duncan, who have the local distributing agency of this line. The numerous sizes they are carrying enable dealers to procure a fine selection without having to take more than their needs warrant, of any size. Such a line as this could be profitably exploited by retailers as holiday attractions in fine goods.

The "Original After Dinner" cigar of the Louis Halpern Cigar Co. is fast becoming a staple among retailers of this city. The factory was opened about eight weeks ago, and since that time more than 250 accounts have been opened in this city alone. Duplicate orders are now arriving and they are for increased quantities of the goods, indicating that the consumer is demanding the goods.

There has been a decided increase in the demand for the product of the Juan F. Portuondo Cigar Manufacturing Co. Sales of their famous "Chico" cigars are gratifyingly large, and the demand for their "All Alike" brands also shows rapid gains. The last named brand is to be presented in a new dress after the new year. The design which has been accepted will greatly improve the package in its appearance.

Jos. F. Gallagher, of Allen R. Cressman's Sons, is spending a well-earned vacation among friends and relatives at Cleveland, O.

Among the new faces in the ranks of cigar salesmen is W. Doyle, who was formerly connected with the Imperial Tobacco Company of London, England, but who recently joined the local selling staff of Duff Brothers & Company, in extolling the merits of "Vesper" cigars. This brand is an old established one in this market and Mr. Doyle should do well.

N. Leventhal, who recently bought the "44" cigar store at 44 N. Twelfth street, is making a fine success of it. The business done there during the Christmas holidays was larger than he had sanguinely expected. The line of goods carried has been extended and lately he has added the "Bold" cigar, made by Bobrow Bros. in this city.

One of the most attractive stores in the Kensington district is that of W. Greenwood, at 2822 Kensington avenue. The line of goods carried is in keeping with the general attractiveness of his store. He is showing a nice array of imported and domestic clear Havana brands and also finds a steady demand for leading local lines, such as "Cinco," "Vesper," "Havana Ribbon," "Tom Keene," "V-P," "44," "Goodina" and "Counsellors."

A. R. Clayton, manager of the Philadelphia office of the Cuba Cigar Co., returned shortly before Christmas from a very successful trip over the Middle South in which he opened up some very nice accounts, in Baltimore, Washington and Richmond. Mr. Clayton is well pleased with the manner in which the goods have taken hold in Philadelphia.

H. N. Goldsmith & Co., Philadelphia distributors for "Rigoletto" cigars, made by E. A. Kline & Co., Cleveland, Ohio, report a very satisfactory increase in the demand for these cigars throughout Philadelphia and vicinity. A number of desirable new accounts have just been opened, and repeat orders are of a volume that bespeak a permanent demand.

"Jack" Fowler, popular local representative and general traveling man with the United States Tobacco Co., at Richmond, Va., has been on a flying trip among his distributors. He has just closed a good year's business and begins another feeling confident that he will surpass all previous records.

Saml. Bayuk, of Bayuk Bros., will leave early in January upon a visit to Havana, where he will personally make an inspection of Havana leaf. He expects to return to office headquarters in a couple of weeks, as the factories are still well filled with orders.

Milton Morris, general representative of the Cores-Martinez Co. in the South, spent Christmas week in Philadelphia in conference with the factory and renewing acquaintances among his many friends in this city. Mr. Morris has had a big year on "V. P." goods in the South and looks forward to even better things for 1912.

J. M. Logan, of the Logan Tobacco Co., New York and Porto Rico, was a visitor in the Quaker City recently.

New Cuban Society Formed

"LA Asociacion de Almacenistas, Escogedores Y Cosecheros de Tabaco de la Isla de Cuba," is the Spanish title of our newly formed society of leaf dealers, packers and growers of tobacco in the island of Cuba, and which counts already with a membership of over eighty. Tobacco brokers of standing have joined already, and anybody who is interested in tobacco can join by paying the monthly dues of five dollars and thirty cents per month. A few of the leaf buyers, that come here regularly, have joined likewise and they have the privileges of the rooms of the society by paying twelve dollars per year, as non-resident members. The society has undoubtedly a great future and will be a power to further the interests of the tobacco culture in this island. It is now centrally located at Prado 118, right next to the Telegrafo Hotel, and the rooms are fitted up on the first floor (above ground) in a comfortable, artistic style.

Leaf buyers will feel at home, as they can take their breakfast, furnished by a cosmopolitan restaurant, and in the evenings enjoy a quiet smoke, read all the newspapers, talk, or eventually play a little game. Last Sunday a week ago (December 10th), was selected by the board of directors, as a sort of reception to the members and a few invited guests, and to inaugurate the new home of the society. There was music, speeches, food and drink, all the entertainment being done for account of the directors from their private funds. Among the invited guests were the President of the Cuban Senate, as well as several members of Congress, and who promised to do all in their power to further the interests of the association, in enhancing thereby the welfare of the people of Cuba. The president, Don Manuel Antero Suarez (of Suarez Hnos), the secretary, Don Angel G. del Valle (of Jorge & P. Castaneda) and the treasurer, Don Leslie Pantin, are indefatigable and are giving much of their time to discuss all projects which might redound to the benefit of all members. Fully one hundred persons were present on the opening day and the greatest harmony and good will prevailed, in order to make the association an instrument of success to further the welfare of all people connected with the second fountain of productiveness of the island of Cuba.

Officers Elected by Seattle Association

SEATTLE, WASH., Dec. 23.

A MEETING of the Seattle Retail Cigar Dealers' Association was held last week and adopted several important resolutions, and also elected officers for the ensuing year. They were as follows: President, W. L. Alfred; Vice-President, Charles Pickford; Treasurer, F. L. Pallies, and Secretary, W. H. Andrews. Ben Haverkamp, R. C. Van Der Grift, F. S. Manley, Charles Wright and F. E. Strauss, are members of the Board of Trustees.

The association is striving to obtain a more liberal profit from the sale of tobacco and are making an effort to bring about a reduction in the cost of goods, and with this end in view, they will hold a State conference and endeavor to bring about concerted action.

A further meeting is to be held in Seattle, on January 9th, at which time it is hoped the State organization will be perfected.

A new cigar stand will soon be opened in the lobby of the Bailey Building, at Second avenue and Cherry street, by B. Rideout, who has been conducting a store in the Central Building for about a year.

W. A. Williams, of Bellingham, was among the visitors during the Retailers' Association meeting last week.

How to Color a "Meerschaum"

Continued from page 11

"The idea of our childhood, it will be remembered, was that meerschaum was a sort of petrified seafoam, hence the name 'Meer,' the German word for sea, and 'schaum,' which in German means scum or foam. It is probable that the word is derived from the Tartaric word 'myrsen,' meaning clay. Meerschaum in reality is a hydrous sillicate of magnesia, and is found only in Asia Minor in quantities large enough to warrant search for it. Many inhabitants of the country make their living digging for it, and most of the raw product is sent to Vienna, Berlin and Hamburg, while some comes to America to be carved into pipes here. In this branch of the industry skilled men make high wages, for they have to be real artists, capable of taking infinite care in the execution of their work. There are, in fact, all grades of meerschaum, good, bad and indifferent—whereof the cheaper pipes are made of the poorest quality and by comparatively unskilled labor. These are sandy, gritty, and full of bubbles. The meerschaum will color, of course, but not like that which is of even texture. For fine carving it is useless.

"The price of genuine meerschaum pipes is affected by political and industrial conditions existing in the countries from which the raw product comes. Thus, during the war between Turkey and Greece, it rose to a prohibitive figure, while the present war between Italy and Turkey also is influencing it, although not to so marked an extent. During the first named war many of the factories were compelled to close and a number of them failed."

This, in brief, is the story of the meerschaum pipe, which in the time of our fathers was a family heirloom and which still occupies an honored place among the world's most fastidious smokers.

Nall & Williams Plant Transferred

A DEED conveying the property of the Nall & Williams Tobacco Co., at Louisville, Ky., was recorded last week, and transfers it to the American Tobacco Co. The property measures 155 by 200 feet, but the consideration was merely nominal, as it is a part of the plan of disintegrating the American Tobacco Co., and had no other significance.

The widely known old manufacturing and distributing firm of H. P. Brewster, at Rochester, N. Y., has been incorporated under the name of H. P. Brewster Co., with a capital of $100,000 for the perpetuation of the business established many years ago by Mr. Brewster. The incorporators are H. P. Brewster, E. H. Brewster and E. M. Harris, all of Rochester.

The Editor's Letter-Box

TOPEKA, KANSAS, Dec. 16/11.

THE TOBACCO WORLD,
Philadelphia, Pa.

Gentlemen:

Send me sample copy of your papers—and rates on want ads—I want to get a line of the Ninth District cigars for Kansas, Nebraska, Missouri, Arkansas, Louisiana, Oklahoma, Texas and Colorado.

Very truly yours,
O. W. LAMB.

Answered by letter.

KEY WEST KLIPS

Temporary Suspension at Key West

Factories Will Resume After New Year

KEY WEST, December 26, 1911.

PRACTICALLY all of the cigar factories in the city are closed down at the present time on account of the Christmas holidays. Many of the cigarmakers have gone to Cuba, to remain until the first of the year, while others have gone off on various jaunts to rest up after the hard work of the pre-holiday season.

A review of the past year shows, as has been predicted several times, that the cigar industry in this city reached the high-water mark during the past twelve months. The year has been decidedly favorable from a manufacturers' standpoint. The tobacco has been good, there have not been any labor troubles, cigarmakers have been able to get plenty of work and for the major part of the year, the limit has been removed and the men were allowed to make as many cigars as they pleased, provided, of course, that their work came up to the high standard required.

The weather has been exceptionally favorable and there has not been a day when factories were obliged to close down on account of damp weather. Another important item was that of boxes. The Key West Box Factory began operations before the holiday rush came on and manufacturers were able to secure their boxes on short notice. The lack of boxes was a great handicap in 1910, but this year the manufacturers have not been obliged to contend with this trouble.

The prospects are bright for a prosperous year ahead and it is hoped and confidently expected that 1912 will go ahead of 1911. Many of the manufacturers are contemplating the enlargement of their shops and plans are afoot for the securing of additional factories.

It is expected that the Over Sea Railroad celebration will attract considerable capital to this city and it is intended to show the merits of Key West as a manufacturing centre to the cigar men who may attend the affair. Key West is now in a position to offer inducements to prospective manufacturers, and it is believed that some of them will locate here in the near future.

There have been few, if any, travelers during the last few days, as everybody is desirous of spending the Christmas holidays at home.

Some of the manufacturers are planning trips to Cuba in the next few days and one or two have already left.

A. Artolozaga, of George W. Nichols & Co., is now in Havana, and A. Aurelio Torres, of the Principe de Golfo Co., will probably leave tomorrow.

N. B. RHOADS.

The Leaf Tobacco Growers' Association, at West Baltimore, O., has bought the A. B. Landis leaf tobacco warehouse at that place. They propose, in the future, to handle their own tobacco, which will be sweated and sold direct to the manufacturer. The move has aroused considerable interest, and the success or failure of the plan will be carefully watched.

Fine Trade at Los Angeles

Jobbers and Retailers Reporting Good Business—Attractive Window Displays Everywhere

LOS ANGELES, CAL., Dec. 23, 1911.

CIGAR jobbers are generally reporting a good business, collections are good, country trade is generally well fixed with Christmas goods as they have ordered the goods in time, but city retailers are already finding out that they have not ordered Christmas packages enough to supply the demand. There is a great demand at the jobbing houses just now for more 1/40, 1/80 of fine brands, but the supply is entirely exhausted.

The downtown retailers are making some very attractive window displays. Expensive briar and meerschaum pipes are also much in evidence and are selling readily.

Abe Cohn, manager of the Max Cohn Cigar Co., 326 South Broadway and 536 South Spring street, reports excellent business in both establishments on Clear Havana. They handle all the popular brands in all sizes. In 5c. cigars, they are pushing "Cinco," "El Gonzales" and "San Felice."

The Morgan Cigar Co., 218 S. Spring street, has a fine window display of holiday goods. A number of high class Havana cigars are used in the display.

Mr. Webb Campbell, accompanied by his wife and daughter, arrived today on the steamer "Bear" from Portland, Ore., and are the guests of Mr. Jot. C. Wood, better known as Jose Vila Wood. They are to remain here until after the holidays. Mr. Campbell is president of the Campbell-Lakin Segar Co. of Portland, Ore.

Wm. Wood, star salesman for Henry F. Gadeky, 218 W. Fourth street, reports an increasing business on "Jose Vila" cigars. He also has a very unique window display on "Jose Vila" this week.

The Klauber-Wangenheim Co. reports they have had the biggest month in the history of their business. Their sales for the month of December are running 30 per cent. over their sales of December of last year. They are completely sold out of all leading brands of holiday packages. This firm is very optimistic on the future of Los Angeles. They expect 1912 to be the largest in their business. They operate six wagons and two autos to cover their city trade alone and their selling force is splendidly organized for the greatest campaigns of their career. They report a very heavy sale on "Pippins" five-cent cigars. This brand is always on the increase and is in heavy demand with the consumer.

Dave Weinreich, formerly with J. J. Gans Bros. Co., has decided to try the retail business for himself, having taken a larger store for himself at Second and Broadway in the California Building. Dave is a very popular Los Angeles man and will make a success from the start.

J. D. Waterman, representing Boltz, Clymer & Co., of Philadelphia and Tampa, has been in Los Angeles for the past few days. While here he has been very successful, having secured Scott G. Turner, formerly with Stetson-Barrett Co., to look after the interests of the "El Palancia" and "El Merito." Mr. Turner is very much liked among the trade.

J. H. Nightingale is now in New York for Haas-Baruch Co. deciding on new lines. Mr. Nightingale is the new manager of the cigar department and is the successor to Mr. Cameron Trau, the latter having been with the firm of Haas-Baruch & Co. for the past sixteen years. Mr. Nightingale was formerly with Herman Hyneman & Son, of San Francisco and Los Angeles. Haas-Baruch & Co. are very fortunate in securing a man as capable as Mr. Nightingale for their cigar department.

Cameron Trau will open a general merchandise store at Santa Fe Springs, Cal. Here's to his success! M. B.

Factory Notes

Notice of the dissolution of the Fulton Hill Tobacco Manufacturing Co., at Troy, Ind., has been filed.

The El Chico Cigar Factory, of Chico, Cal., is being enlarged and a larger force of cigarmakers will be employed.

A new cigar factory is being opened at Rome, Ga., by G. F. Odeno, formerly of Torrington, Conn. Operations will begin this week.

A petition in bankruptcy has been filed against the Great North Cigar Co., of Milwaukee, alleging more than $1000 liability.

The Morris Newlander Cigar Co., of Chicago, has changed its corporate title to Canton-Havana Cigar Co., and the principal office has also been changed to Canton, Ill.

Upon complaint of N. G. Protopapas, a Chicago cigar manufacturer, Chris. Leventis, alias Chris. S. Swift, a Greek, was arrested at St. Joseph, Mo., by the police, and charged with the embezzlement of 10,000 cigars, valued at $320.

A fire in the drying department of the R. A. Patterson Tobacco Co., at Richmond, Va., damaged the plant to the extent of $5000. The necessary repairs were quickly made, and little interruption to business was caused.

The cigar factory of Harris Harkness & Co., 29 St. Peter's street, Montreal, Can., was damaged some days ago to the extent of $20,000. A temporary factory will be used while the needed repairs are being made.

A $10,000 damage was done by fire recently to the cigar factory of Ed. Younghart & Co., at Montreal, Canada. The loss caused by smoke and water was the greatest item.

Edward Scheff has engaged in the cigar manufacturing business at Antigo, Wis., where he now has a small force at work. The "Noble Roman" will be his leader in ten cent goods, and "The Little Franklin" is the name of his nickel cigar.

Charles and Joseph Fabian have purchased the cigar factory of A. Mansell, Lewiston, Mont. Charles Fabian was formerly employed by Mansell and is experienced in the business. They propose to conduct a retail business as well.

A fire broke out in the tobacco factory of S. I. Yudelman, Whitcomb and Townsend streets, Pittsburgh, Pa., on December 20th, which greatly damaged the building and caused a loss estimated at $10,000. The fire is supposed to have been caused by spontaneous combustion of packing material lying about the first floor and then leaped up the elevator shaft. It was a five-story brick structure.

The Deisel-Wemmer Co., of Lima, O., have purchased ground in Findlay O., on which they propose to erect a four-story cigar factory to employ five hundred people. They now have a branch factory in Findlay, in which they employ a large number of hands.

The Manchester Tobacco Co., at Hartford, Conn., has secured a certificate of incorporation, with a capital of $5000. The officers are: President, Isaac F. Becker, Hartford; Treasurer, Mathias Spiero, of South Manchester, and Secretary, May F. Gallagher, of Hartford.

The Capital Co-operative Company was organized in Carson City, Nev., recently by Chas. Brannon, A. Y. Werner, W. H. Chedic, R. S. Randall and John Anderson. They will manufacture cigars, and hope to make it one of the most important cigar enterprises in that section.

The manufacturing department of Leonard & Roess, tobacconists, at Battleboro, Vt., is being removed into new quarters in the Hooker Block. The first floor will be used for general business purposes and the basement for stock and store rooms. In the front portion of the first floor they will continue to do a retail business.

The Harkert Cigar Co., of Davenport, have decided to remove their factory at Ottumwa to Davenport, and consolidate it with the main factory. The Ottumwa factory has been employing 80 hands and its consolidation with the main factory will give them an enrollment of 300 hands. It is one of the rapidly growing establishments of that city and ranks as one of the leading factories in the State.

An automobile owned by McGreenery & Manning, cigar manufacturers, of Boston, was struck by a freight train at Chelsea, Mass., some days ago. The driver of the vehicle claims the gates at the crossing were not down and as he saw no train, he attempted to cross the tracks, and when about half way across, he was struck by the train, and the load of cigars and tobacco were widely scattered, and the machine had to be pulled out of the mud by the help of the train crew.

A Buying Movement Started at Lancaster, Pa.

DURING the past two weeks, considerable tobacco has been purchased in Manor Township, of Lancaster County. Local buyers were the principal takers, and they were headed by A. K. Mann, of Millersville, who, it is said, secured several hundred acres. J. W. Brenneman, of Lancaster, and Frank Mellinger were also driving in that section.

William Hughes, the well-known cigar salesman, has joined the staff of the A. B. Smith Cigar Company, of Boston, and will cover Central New York State for this firm, making his headquarters at Albany.

George H. Blodgett has purchased the cigar store of James F. Smardon, at 272 Main street, Stoneham, Mass.

Annual Banquet of Deisel-Wemmer Co.

THE annual banquet of the Deisel-Wemmer Co., at Lima, O., was held on Saturday evening, December 30, and marked the most prosperous year in the history of the house, which was founded twenty years ago, or in 1891, and is now one of the largest concerns in the country.

The banquet was held at the Elks' Home, when sixty guests from all parts of the country assembled. This included officials of the company, traveling and resident representatives, superintendents and foremen of factories and a number of specially invited visitors.

The output of their factories will this year exceed 100,000,000 cigars, representing a gross business of $3,500,000. The company now occupies eight buildings and employs more than 3000 persons. The main factory and offices are at Lima, and branch factories are in operation at Delphos, Van Wert, Wapakoneta, Findley and Sidney. In the spring they will erect a new building for their exclusive use at Findley.

Western Box Factory Tenders Banquet

THE Ritter Cigar Box Co., at Deshler, O., tendered a banquet to its employees and prominent citizens of the town last week to show them what a plant they had in Deshler.

From 7 to 8 o'clock every employee of the establishment was at work to afford the visitors an opportunity to inspect the plant in operation. All were dressed in a special uniform which made an imposing appearance, and the demonstration was really educational to the people of Deshler.

After the work was over, 160 representative citizens joined the employees as guests of the firm and were treated to a most sumptuous repast, consisting of roast pig and oysters, dressing, coffee, pickles and condiments of the season.

Special guests of honor were representatives of Deisel-Wemmer Co., Lima, O., manufacturers of the "San Felice" and other brands of cigars, representative of the Green Tag Cigar Co., and other noted cigar men.

Mr. Ritter, the head of the firm, was heartily congratulated on his enterprise and public spiritedness.

Pertinent Points

¶Standing once more on the threshold of a new year, let us resolve to build upon the successes, honest work and effort made for us, and benefit by the lesson our errors and mistakes taught us.

¶Nothing is so helpful to future achievement than once in a while to stop and look back upon the past, letting the mind take an inventory of the respective success or failure that attended our efforts. A correct perspective of our own capabilities can thereby be arrived at and this self-knowledge will be a great aid to us. New Year is the time for the taking of such an inventory.

The cigar cutter recently distributed among the local dealers by Y. Pendas & Alvarez, featuring their "Webster" cigars, is much admired. Made of heavy white paper, encased in a heavy glass case, it adorns any counter upon which it is placed.

SPECIMEN OF NAILSEA GLASS PIPES

Beautiful English Glass Pipes

EVERY art connoisseur is familiar with Nailsea glass objects, but there are probably many of our readers who do not know that among the many highly ornamental articles made in Nailsea glass there were several fine specimens of pipes, as shown herewith.

An English writer, in relating the story of the Nailsea glass industry which flourished for eighty-five years and passed out of existence in 1873, said that among the choicest specimens of Nailsea glass are the latticinio glass pipes, of which three examples are shown. The writer was not prepared to say that all the examples he had observed could be called Nailsea, but the two left-hand figures were collected in the neighborhood. They are a part of a collection made by a Mrs. Challicom.

The left-hand pipe is streaked with pink and opaque white, and is twenty inches long. The middle figure is of clear white glass, with a bright green rim, the latticinio work being in opaque white. The third figure is of clear white glass, streaked with opaque white and pale pink.

While these pipes are all highly ornamental, it is doubtful whether they could be put to any practical use.

C. W. Brown, who has been for years a bookkeeper with Oblinger Brothers & Company, and later with their successors, Messrs. Duff Brothers & Company, has resigned his position to enter the cigar business with his brothers who constitute the firm of Brown Brothers & Company, at 224 Arch street, Philadelphia.

Frank N. Winslow, who for the past eight years has been covering Pennsylvania, east of Pittsburgh for Duncan & Moorehead, on January 1st joined the sales force of Terry & Duncan, to represent their accounts in Pennsylvania, New Jersey and parts of Maryland.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, December 22d.

A NEWSPAPER of Pinar del Rio, *La Fraternidad,* writes, under date of the 9th inst., that of the stocks on hand some 3700 bales had been sold and shipped to Havana, thanks to the losses which the growing crop had suffered, as previous to that these goods had not been inquired for and were a drug on the hands of their owners, while now they were taken off their hands at a slightly increased price. So after all the old proverb, "There is no ill wind," etc., has come true in this instance. About the state of the growing crop, the same paper writes: "As far as the hills (Lomas) are concerned, that the rains have done very little damage, and on the contrary even done some good, as the aspects of the country show a splendid and sound growth of the young plants. The low lands (Tierra Llana) are admitted, however, not to be in this condition, as here the damages have been greatest and the cultivation is more backward, but with favorable weather henceforth there is still hope that the crop, while late, may yet turn out better than we dared hope after the first news of the disaster reached us. Very likely the crop will be shorter, but as long as it should be only of a good quality the harm will be less felt."

The scarcity of seedlings is the greatest drawback for the poor farmers, as they have no means to pay the high prevailing prices and will have to wait until the same come down to low figures.

The Partido region is now in a better condition, and barring the future state of the temperature we are certain to have a good crop. Reports from the Santa Clara province are very optimistic, that notwithstanding the harm done in a few districts, we may have a large and good crop, unless something unforeseen should occur before cutting time.

Our leaf market has been exceedingly active during the first week of the fortnight, while, owing to the departure of our Northern buyers, the second week has been very quiet, and perhaps very little will be done until after the turn of the year. In view of the bad reports of the next crop, it was feared that perhaps some of our dealers might raise their prices too much, but it seems that after all better counsel has prevailed and the ruling figures are not out of reach, although naturally higher than last year. The stocks in first hands are only small, but with a lessened consumption they ought to be sufficient to meet all demands, excepting perhaps second capaduras of Remedios, which will be barely in enough supply to satisfy all inquiries later.

Colas of Vuelta Abajo may also become so scarce as to be a serious drawback for our cigarette manufacturers in conducting their business, but as the American buyers are not interested in this kind of leaf they need not worry about the possible hardships of our people.

Recent Sales Reported.

Sales totaled during the past fortnight 11,402 bales, or divided were: Vuelta Abajo, 1896; Partido, 325, and Remedios, 9181 bales.

Buyers were: American, 8907; exporters to Europe, 1392; shippers to Buenos Ayres and Montevideo, 606, and our local cigar and cigarette manufacturers, 497 bales.

Exports of leaf tobacco from the port of Havana from December 4th to December 16th were: To all ports of the United States, 7686; to all ports of Europe, 1382; to Buenos Ayres and Montevideo, 606, and to Oran, 10, thus making a total of 9684 bales.

Buyers of Leaf Tobacco Who Come and Go.

Arrivals: John Kolb, of the Theobald & Oppenheimer Co., Philadelphia; José M. Fernandez, of Tampa; José Arango, of the Havana-American Co. of Tampa; Bernhard Lichtenstein, of Lichtenstein Bros., New York; Max Schatz, United States representative of the "Sol" and "P. A. Estanillo" factories at New York; Coleman J. Joel, of Egerton & Joel, of Boston.

Returned: Albert Upmann, of H. Upmann & Co.; Louis Marx, the well-known planter and owner of the Vegas "Zorilla" and "San Antonio" at Alquizar; José Maseras, of Brooklyn, who always comes to spend the winter and look after his vegas at Camajuani and Placetas; Max Stern, of Sylvester & Stern, of New York and Havana.

Departures: For Philadelphia, Louis H. Eisenlohr and John Kolb; for Tampa, José M. Fernandez and José Arango; for Baltimore, Joseph Perlman, and for New York, Allie Sylvester, Otto Sartorius and Alfred K. Ettlinger.

Exports of Cigars.

The exports of cigars from Havana during the second half of November, compared with the same period in 1910, were as follows:

From November 16 to November 30, 1911	8,752,318 cigars
From November 16 to November 30, 1910	10,348,072 "
Decrease in 1911	1,595,754 cigars
From January 1, 1911, to November 30, 1911	173,299,217 cigars
From January 1, 1910, to November 30, 1910	151,534,487 "
Increase in 1911	21,764,730 cigars

The above figures show a retrograde movement, and which was caused principally by England, Germany and France ordering less than last year.

Taking it altogether the exports this year have been fair enough, and if it had not been for the high prices of the fillers this year our manufacturers could be well satisfied. At the moment business is rather quiet, as usual at this season, and it may continue thus until the middle of next month, when a revival is about due. There are some orders pending for England, South America, France and a few smaller countries, therefore business is never at a standstill.

H. Upmann & Co. continue to be quite busy still in their H. Upmann factory, as they never seem to lack orders, if not from one place then from another.

"Partagas" has reduced its forces of cigarmakers temporarily this week, although the factory has some good orders for England and South America.

"Sol" has received some good orders from England, Australia and South Africa, therefore the factory will be kept going the same as heretofore and for some time to come.

As Don Nicolas Cardenas is still hustling in Europe, the Castaneda factory is well supplied with orders from this direction, and besides it has steady orders from the United States for monthly shipments of current sizes.

"La Diligencia" has a big stronghold in the Southern States of the American Union, and orders are never lacking from this part of the country, besides it has steady orders from Belgium, the Canary Islands and England.

La Flor de P. A. Estanillo seems to form an exception, as it is still working with the same full forces as heretofore, and this is owing to the backwardness in not having been able to fill all the outstanding orders, there are some which are dating back from the month of October, and it will take fully two months before the present order slate will be cleared off.

Buying, Selling and Other Notes.

Sobrinos de A. Gonzalez were again the big sellers of the past fortnight, as their transactions summed up the total of 3859 bales of Vuelta Abajo and Remedios.

John Kolb, the president of the sterling firm of Theobald & Oppenheimer Co., of Philadelphia, was the phenomenal buyer during the middle of this month, as the purchases amounted to 3200 bales of Remedios and Vuelta Abajo. Such big operations when prices are relatively high, as compared with normal times, and which involve nearly a quarter of a million dollars, do not alone speak well for the strong financial position, but also for the sagacity of its president, who acts under the impulse to keep up the reputation of the T. & O. brand, no matter what the cost of the raw material may be, even if thereby the profits of the concern should be momentarily sacrificed. However, as long as the tobacco is good and serviceable the question of price becomes of a secondary consideration. Another point which perhaps may not be known is that the policy of this house has been never to use the leaf grown and packed, say for instance, this year, until the year 1913, thus giving the tobacco a chance to become thoroughly cured by passing through the sweat of two summers here. The above quantity of tobacco will remain stored here until the fall or winter of 1912, as the manufacturers have only shipped their purchases of last year at present. Herein lies one of the secrets of the T. & O. success.

Muñiz & Gonzalez sold 1200 bales of Remedios.

Louis H. Eisenlohr is another instance, how through honesty and perseverance it has been possible to build up a reputation of producing one of the best five-cent cigars in the United States, as is evidenced by the sales of 200,000,000 of the famous "Cinco" cigars per year. Unless Otto Eisenlohr & Bros. had had previously better times, that is to say cheaper wages and lower prices of leaf, they would be unable at the present prices to manufacture a five-cent cigar which contains genuine, legitimate Havana filler from the Island of Cuba, but having through the long years of practice learned how and where to save money, they are keeping up the standard of their brands and do not need to deteriorate the quality; although at the present prices they may perhaps work more for glory than money. Louis H. Eisenlohr was accompanied this trip by his foreman, and, as usual, by Mr. Ventura Blanco, the latter acting as a broker, and his purchases consisted of 3000 bales of Remedios.

Aixala & Co. were sellers of 804 bales of leaf tobacco during the last two weeks.

Alfred K. Ettlinger was a buyer of fine Vuelta Abajo for his firm of E. Hoffman & Sons, New York, and while the exact number of bales could not be ascertained it is stated that they must have reached near or above 1000 bales.

José C. Puente sold 655 bales of his choice Remedios Escogidas.

J. F. Berndes & Co. were buyers of 901 bales for the Austrian Regie.

Muñiz Hermanos & Co. closed sales to the extent of 585 bales of their fine Remedios packings.

Diego Montero was a buyer of 606 bales of Remedios for his customers in Buenos Ayres and Montevideo.

Gonzalez & Benitez disposed of 440 bales of Remedios and Partido.

Joseph Perlman bought and shipped 392 bales of Remedios.

Herrera, Calmet & Co. turned over 393 bales of Remedios.

Mark A. Pollack was a buyer of 400 bales of leaf purchased for account of his customers by cable orders.

Suarez Hermanos were sellers of 300 bales of their fine Vuelta Abajo Escogidas.

H. Upmann & Co. were buyers of 338 bales of leaf for export to Europe.

A. M. Calzada & Co. sold 200 bales of Partido to one of their Northern customers.

Leslie Pantin was a buyer of 300 bales of leaf for account of his American customers upon cable orders.

Rz. Bautista & Co. have set out 3,000,000 of seedlings on their farm "La Divina," and with fair weather henceforth they ought to get a fine crop around the month of February. This is the third time that they had to plow over the fields, manure the ground and replant.

A few leaves of dried new tobacco from the Remates section were shown here by a party that had returned from the country. The leaves looked well, burned perfectly and were of the highly prized temprano style, but, unfortunately, they represent only an infinitesimal quantity, as they had been taken from a few plants which had been saved. What a pity that there has not been more saved.

The principal shippers above 300 bales during the past fortnight were: C. E. Beck & Co., 1142; Sylvester & Stern, 1046; Leslie Pantin, 939; J. F. Berndes & Co., 906; Diego Montero, 706; H. Upmann & Co., 552; Joseph Perlman, 392; Nuñez & Co., 366; Ernest Ellinger & Co., 346.

Receipts of Tobacco From the Country.

For Fortnight Ending December 16, 1911.		Since January 1, 1911.
Vuelta Abajo	1848 bales	177,548 bales
Semi Vuelta		13,681 "
Partido	21 "	18,798 "
Remedios	1804 "	109,040 "
Mayari	79 "	1,196 "
	3752 bales	320,263 bales

ORETANIV.

May Try Shade-Growing in Mississippi

DANIEL BREWER, president of the American Tobacco Company of Mississippi, has written the Chamber of Commerce at Natchez that if it will obtain for the tobacco concern fifty acres of land he believes he can enter into an agreement to plant at least ten acres, and possibly fifteen, of shade-grown tobacco in 1912, and in 1913 increase the acreage to about double. The test is to be made in the Sumatra variety, and if the Chamber of Commerce looks favorably upon the project, an important industry may develop in Mississippi.

Change in Minneapolis Stands

The Sweeney Cigar Company, which operates the cigar stand in the Hotel Radisson, Minneapolis, Minn., has also purchased from Arthur J. Hill the cigar stand in the Andrews Hotel. The change took place on December 1st, when the Sweeney Company took charge.

Progress in Porto Rico

THE report of the Chief of the Bureau of Insular Affairs, recently made public, shows that the notable progress, commercial and industrial, made by Porto Rico, in the fiscal year 1910, not only continued, but increased during the financial twelve-month ending June 30, 1911.

The value of cigar exports during the past ten years is shown in the following table:

Fiscal years.	Cigars.
1901	$306,115
1902	1,549,235
1903	1,753,795
1904	1,460,496
1905	2,152,051
1906	3,074,226
1907	4,241,410
1908	3,414,140
1909	4,383,893
1910	4,480,030
1911	5,355,223

Walter Raleigh Pipe May Be Sold

A RECENT dispatch from London, England, announces that a pipe with a history is to be offered for sale in London. It was once the property of Sir Walter Raleigh, and is not unlike the letter "Y" in shape, and for centuries now, has had its home in an ancient inlaid box, dated "Anno 1527." It is constructed of four pieces of wood, rudely carved to represent dog's heads or other objects.

The Archaeological Society exhibited it at the Guildhall in the '60's, of the last century, the inscription accompanying it bearing these words: "The original pipe of the celebrated 'Historian of the World,' and who first introduced tobacco and potatoes into England."

Tradition states that this pipe was used by Sir Walter Raleigh on the scaffold, just previous to his execution, and was handed to one of his relatives as a memento of him.

Hartford Tobacco Men Dine

THE monthly dinner and meeting of the Connecticut Tobacco Association, which was held at the Allyn House, of Hartford, Conn., on December 22nd, was one of the most enjoyable in which the association has ever participated.

After the dinner, which was presided over by President B. L. Haas, a business meeting was held, during which many matters of importance were discussed at length, and the tariff schedule was an important subject.

Hartford Leaf Dealer in Difficulty

MASON C. MILLER, of Hartford, who has been operating a leaf warehouse at North Manchester, has become involved in financial difficulty, through a mortgage foreclosure on the property of the Mason C. Miller Corporation, and the affairs will probably find adjustment in the bankruptcy courts.

Two carloads of Christmas cigars consigned to distributers at St. Louis, were destroyed in East St. Louis by fire which destroyed the freight house of the Mobile & Ohio Railroad.

Late Rush Helped San Francisco Dealers

Most Stores Left With Light Stocks After Holiday Demands

SAN FRANCISCO, Dec. 26th.

ALTHOUGH Christmas trade was late in starting it wound up with a rush which kept most of the cigar dealers tired but satisfied.

There was a big demand for special holiday packings, as well as for the better grades of pipes and attractive packages of high-priced smoking tobacco, and the jobbers are left well cleaned up on such goods. The amount of sales made to women indicates that cigars and smokers' articles were regarded with great favor as Christmas gifts, and the character of goods thus sold shows that the women of San Francisco are getting pretty well educated on the smoke question.

Shipments of cigars to the country are nearly cleaned up for the year, though a good many small shipments are still being rushed to nearby towns, and reports from outside points indicate an early revival of demand after the first of the year.

M. A. Gunst & Co. have been short on the popular "Owl" cigar all through the holiday season, and seem unable to get in enough to satisfy the demand. They have been doing some fine window display work lately, featuring several fine lines of clear Havanas and imported cigars in special packages, the box of heavy Spanish cedar, in the rough, being quite an attraction from its novelty. The calabash pipe has also been strongly featured by this house and has proved quite a favorite in the holiday trade.

The United Cigar Stores Company is now strengthening its position on the Coast, and has just started an invasion of Sacramento, Cal. A lease was closed recently on a store at Eighth and K streets and the place will be opened about the first of the year. The United Company has had this move under consideration for some time, as Sacramento has for years been an unusually good cigar town for its size and has been growing rapidly of late.

Harry Bercovich, of the Bercovich Company, reports large sales of his "New Bachelor" cigar, and is short of stock in this line at present. Mr. Bercovich returned a few days ago from a trip in the Sacramento Valley, where he had a fine business with this line.

George R. Webb, manager of the cigar department of the Coffin-Redington Company, is on his way East, where he will visit the factory of Cuesta Rey & Co. and other Tampa firms represented by the local house.

D. Frankel, of Frankel, Gerdts & Co., cigar manufacturers, has just returned from a trip to Los Angeles. The winter tourist season in the Southern city is just beginning, and he looks for a large sale of "Natividads" in that district during the next few months.

H. L. Judell & Co. have completed their removal from Front street near Market to larger quarters at 225-227 Front street. This company's business has expanded considerably in the last year or two, and it is found necessary to carry a considerably larger stock on hand. Emil Judell, of this house, returned a few days ago from the Coos Bay district of Oregon, where he was detained by storms and bad roads. It is believed that this district will be much more accessible before long as a branch from the Southern Pacific Railroad is being extended to that point, and the dealers at Marshfield and other Coos Bay towns look for quite a boom in business when the new line is completed.

Charles Knubel, Coast representative of the Salvador Rodriguez "Charles the Great" lines, has just left for a visit to the factory at Tampa.

The Edw. Wolf Company reports an excellent business in its Insular line of Manila cigars, a large shipment of which is due to arrive before the end of the week. There has been a good holiday demand for the "Don Antonio" and "El Infinito" lines, and the imported goods carried by this house have had an unusually good run. Mr. Wolf also reports a noticeable increase in the sales of "Nestor" Gianaclis cigarettes.

W. I. Pixley, who recently added the agency for the Gordon Cheroot Company to his smoking tobacco lines, is having great success with the new line and reports sales above expectations for the last two weeks.

Some very attractive displays of "Lovera" cigars are being shown by local retailers, and Wellman, Peck & Co., distributors for San Francisco and vicinity, are well satisfied with the movement of these goods, both here and in the country.

Henry Moss, of the S. R. Moss Cigar Company, of Lancaster, Pa., returned last week from a trip through his Northern territory and is now on his way East for the holiday season.

Arthur Meyer, Coast representative of Bustillo Bros. & Diaz, sprained his ankle badly last week while running for a car, but is now able to get around town. He expects to make a visit to the factory early in January.

Henry Loverich, traveling for S. Bachman & Co., has just returned from a call on the trade in the San Joaquin Valley, where he finds business active and the outlook good for the coming year.

B. W. McIntosh, representing the R. A. Patterson Tobacco Company, has made his stay at Honolulu longer than he expected, and has worked up quite a lot of business in the Islands. He is now on his way home and will arrive before the end of the week.

J. F. Paulding, a well-known cigar man of Los Angeles, has been calling on the San Francisco trade.

Tillmann & Bendel, local jobbers, have just received their first shipment of a new five-cent line, the "Duplicate Wrapper," for which they had a big lot of orders before the stock arrived.

Geo. T. Byrne, now associated with W. I. Pixley at the San Francisco office, will shortly go to Seattle, Wash., to establish a branch house, specializing on the Dill and Frishmuth smoking tobaccos.

Cleveland Stores Left With Low Stocks

CLEVELAND, Dec. 25.

AS if swept by a terrific cyclonic storm was the appearance of the stores here, after a visit to a few, late Saturday night and Sunday morning. In spite of the seemingly "hard times" about which so many of the merchants have been complaining, all indications point to one of the most profitable holiday seasons here in several years. Through the foresight of one of our leading newspapers here, a Santa Claus fund was started and this was boosted so strongly that every one seemed to be in the spirit of giving.

The sales force of The Shields-Wertheim Co. have been experiencing some very pleasant times since their home-coming. For the past few days, they have gathered, at noon, at the different cafes of this city, and with their genial president, J. B. Shields, always in their midst, have been discussing their plan of campaign for the coming year. The past year has been exceedingly satisfactory and at present they are entirely "cleaned out" of stock. The outlook for 1912 is very promising.

I. Teitelbaum, successor to E. Treuhaft, of U. S. cigar fame, now located at 1107-1111 Scovil avenue, has just made arrangements to move into a more spacious and up-to-date factory, at the corner of Woodland avenue and East Ninth street, as soon as building is completed.

HOLLANDER.

Wholesome Effect of Binghamton's Industrial Exhibit

THE wholesome effect of a well managed Industrial Exhibition was demonstrated recently by the Binghamton Chamber of Commerce, when they held, during Thanksgiving week, a show that was not only a credit to the city of Binghamton, but to the officers of the Chamber of Commerce in particular.

It is said that aside from the Boston show, this was the first instance of a fully equipped cigar factory being operated at an industrial show. Of course, Binghamton, as is well known, ranks high as a cigar manufacturing centre, but the officers of the Chamber of Commerce soon discovered that there was much red tape to be unwound before such installation could be perfected. Their energy was undaunted by the obstacles and they saw it through with the result that real cigarmakers were making real cigars in a real cigar factory, for the entertainment and education of the public, and the factory was known as No. 190, and was installed by John Hennessey.

Despite all the work and difficulty of arranging for this exhibit, the officers of the show feel well repaid by the interest manifested in the making of cigars.

In making cigar exhibits otherwise, cigar manufacturers found little difficulty, because they could use dummy boxes, etc., in their trims.

The National Cigar Box Co., also had a working exhibit of the making of wooden boxes, which attracted much attention.

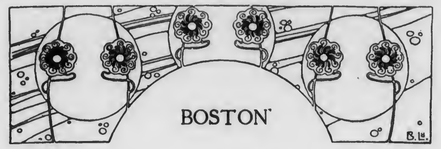
The Bercovich Company has recently taken up the "Blue Mouse" cigar, made by the Gordon Cheroot Company.

"Doc" Hoffman, of the Hoffman-Moore Company, has just returned from a trip to Nevada.

L. A. Sawyer, representing Las Dos Anciones and P. San Martin & Co., has returned from the mining district, where he found business very good for this time of year. He reports an excellent holiday demand for his Mexican line.

The Carus Cigar Company has been incorporated at Seattle, Wash., with a capital stock of $20,000 by J. F. Cabanne, H. Thompson and others.

H. S. ALLEN.



BOSTON, Dec. 28, 1911.

DURING the heighth of the holiday season the larger retail stores of this city were fairly crowded with purchasers. This was especially noticeable at the stores of the Riker-Jaynes Drug Company, the stands of the United Cigar Stores Company, Eastabrook & Eaton and others.

Dealers declare it was one of the best seasons they have ever enjoyed, and the demand was particularly strong for high-grade goods of all kinds.

Miss Stowell has opened a cigar store in the Lawrence Building, 149 Tremont street.

Willard E. Green and Bessie E. Clapp are to open a drug store in the Norwood Block, Northampton.

At the Hayward Cafe may be seen Fred Suss, with Steniecke & Company; Harry Rogers, representing Louis Ash & Company, New York; Steve Herz, with Bustillo Brothers & Diaz, Tampa; Ruby Hyneman, of Hyneman Brothers, and Ben Lett, of B. Lett & Company, gathered around together, recounting their varied experiences and pleasures of the past year, and wishing each other success for a properous 1912.

Ruby Hyneman, of Hyneman Brothers, 33 Milk street, will depart for Havana after the holidays.

During the holidays Sanchez y Haya lines were well displayed in some of the most prominent windows in Boston, and the demand for their popular product has been larger than ever.

J. F. Callahan & Company, have entered the cigar business on a larger scale than ever before. Artie Murphy has full charge, and is certainly showing results. Sanchez y Haya and Webster are among their top-liners.

Julius Weiss, with Kaufman Brothers & Bondy, visited the trade last week.

Daniel J. Mahoney, with Park & Tilford, well-known New York retailers, was in town last week.

The "Milo" cigarettes have appeared in individual tubes made of glass, and are exploited by J. Barden.

Mr. Sullivan, with Spaulding & Merrick, makers of Velvet tobacco, was in town visiting the trade last week, especially the jobbers.

Ehrlich & Kopf, Court street, are using considerable newspaper space this week, exploiting their many grades of meerschaum pipes.

The trade have been notified by Philip Morris & Company, that the price of their cigarettes will be advanced after January first.

H. Blumenthal, with the cigar department of Cobb, Bates & Yerxa, has been ill for a week or two, but is now on the highroad to recovery.

Driscoll & Fitzgerald, manufacturers of the popular "Elcho" ten-cent domestic, are enjoying a brisk demand for their output; they have been using considerable newspaper space, locally.

Tom Brown, 138 West Broadway, has recently purchased the premises which he occupies. Mr. Brown has been in the cigar and wholesale tobacco business for over thirty years, and has seen his business grow from one box of cigars to sales of many thousands of dollars annually.

HENDERSON.

New Orleans Well Satisfied With Results

Fifteenth Store in Independent Company's Chain Opened—Other Trade News of Interest

NEW ORLEANS, Dec. 26th.

THE continuous strains of the past week interfered to some extent with the holiday trade; however, retailers are quite well satisfied with the demand during the Christmas season.

Last Wednesday the Independent Cigar Stores Company opened their fifteenth store at the corner of Canal and Dauphine streets. Vice-president Henry Valloft was on hand to receive the customers, and was the recipient of the congratulations of many friends on his enterprise in further extending the scope of the business of his company.

Juan Gonzales reports the largest box trade he has enjoyed since he embarked in business on his own account.

C. S. Foster, Ben Samuels and Capt. Jack Dumestre, all well-known salesmen, representing U. Koen & Co., are in the city for the holidays. They state that business on "El Principe de Gales," "Portinas," "Websters" and imported cigars has been very heavy the past month.

The dean of the cigar salesmen, Col. Mose Mayer, will remain here until after New Year's, when he will make an extended trip soliciting orders for the "Bachia" cigars.

Louis Lindheim, who is known to every cigar and tobacco merchant in Mississippi, says his firm, the Southern Cigar & Tobacco Co., will not gaze upon him until he gets ready to leave on his regular trip early next month.

The "John Ruskin" cigar is making quite a hit in many parts of the State; in addition to the newspaper advertising, large screens, showing a baseball game and the audience witnessing the game, as well as hangers, are being liberally distributed to the trade on the brand. The "John Ruskin" bands are redeemable for cigar lighters, fountain pens and safety razor sets. Smith Bros. & Co. are the distributors.

"Jim" Fox, proprietor of the Crescent Hall stand, has returned to the city after an absence of several weeks.

E. N. Frohlichstein, salesman for the Hernsheim Co., passed through the city last Saturday on his way to Mobile to spend his vacation with his family.

The Hernsheim Company has presented many of their customers with a fine mission wood clock for Christmas. There is no advertisement of any kind on the clock and it is quite a handsome present.

George C. Moroy has just received a shipment of "Manila Straights," "The Toiler" stogies, and "Sozos," packed twelve to the box, that sell at twenty cents a package. Mr. Moroy conducts the largest retail store in the upper section of the city, besides being engaged in the jobbing business.

Frank Joret, proprietor of the Royal Cigar Store, is devoting his window this week to a display of "Lovera" and "Charter" cigars.

"El Genio" cigars are in great demand, Max Guiraud, agent here for that brand, having had an excellent business on the brand during the holiday season.

Dave Frolichstein, manager of the cigar department for Smith Bros. Co., has just returned from a short visit to New York in the interest of his firm.

W. M. Friess, who has for years supplied the wants of the smaller trade in every section of the city, states that he will close the year with a considerable increase over last year. Mr. Friess carries one of the largest and most complete lines of cigars and tobaccos in the city.

Laz Michel, of the Acme Cigar stand, has been a busy man for some days filling the orders of his country trade for box lots.

Julius and Henry Mayer, who recently leased the large building at the corner of Canal and Rampart streets, have stocked their store with as complete a line of cigars, tobaccos and smokers' articles as can be found in any retail store in the South. If this season's holiday trade can be considered a criterion as to the future for them, their success is assured.

PELICAN.

Internal Revenue Report for November

THE report of collection by internal revenue on stamp sales for tobacco products during November, 1911, made public a few days ago, shows a moderate increase in the output of cigars, a large gain in the production of cigarettes, and a noticeable decrease in the output of little cigars, snuff and manufactured tobacco, as will be seen by the following figures:

	Nov. 1910.	Nov. 1911.
Cigars weighing over three pounds per thousand	$1,940,370.59	$1,988,037.71
Cigars weighing not over three pounds per thousand	80,076.08	62,607.00
Cigarettes weighing over three pounds per thousand	7,438.92	5,100.69
Cigarettes weighing not over three pounds per thousand	890,682.74	1,135,383.33
Snuff of all descriptions	188,518.58	175,640.00
Tobacco, manufactured, of all descriptions	2,613,601.44	2,509,542.01
Total	$5,720,688.35	$5,876,310.74

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

York Manufacturers Close for Holidays

YORK, PA., Dec. 29, 1911.

WITH 1911 about over, every cigar man is looking forward to 1912 and wondering what it will reveal. The past year, generally, was fairly satisfactory and a few will begin the new year feeling much encouraged with their success in the past. With others the year begins more ominously. They have discovered certain things which will have to be speedily remedied if greater success is to be even hoped for.

In the country sections many factories have been closed for nearly two weeks, but all hope to begin operations again early next week. Few, if any, have large stocks remaining on hand and begin with a clean sheet.

The old established cigar factory of Jacob A. Mayer & Brothers, in North York, has passed out of existence. The building has been closed and the late head of the house, Mr. Jacob A. Mayer, has removed to Florida where he is engaging in fruit cultivation. Both of the other brothers are engaged in the hotel business. The firm was started by Jacob A. Mayer in 1874 and continued by him until 1892 when he admitted his brother into the business and changed the name to Jacob A. Mayer & Brothers. They did a thriving business for many years, and had an output of several million of cigars a year, employing in the neighborhood of 200 hands. The factory has been leased to Edward Felty, of York, who contemplates manufacturing cigars on a large scale.

W. H. Raab & Sons, at Dallastown, will re-open their factory next Tuesday after a shut down of nearly two weeks.

At Red Lion, C. N. Foreman & Company, are constantly increasing their working force, and recently added twelve more cigarmakers to their payroll.

G. D. Burger, who conducts a cigar factory at Niles, Michigan, has been visiting friends at Red Lion lately.

It has been one of the best years in the cigar business ever experienced by H. F. Kohler, at Nashville.

M. Runkle, formerly a cigar manufacturer at Red Lion, but who left for the West some eighteen months ago, returned to Red Lion last week on a visit accompanied by a bride. Mr. Runkle is now engaged in the cigar and tobacco business at Monott, Mo., and will return to his present home shortly.

Reading Output Larger During 1911

READING, PA., Dec. 29, 1911.

IT was an exceptional year during 1911 with a number of our local cigar factories, and a substantial headway was made. At the closing of the year the prospects for 1912 are very bright in its comparison with the conditions existing at the close of the previous year. Manufacturers generally feel sanguine and are entering the new year with every confidence that it will again be a record breaker for the cigar trade.

D. F. Fleck, who operates one of the newest factories in this city, which was begun on an extensive scale, has made good progress during the few months he has been in business. His brands are now fairly launched and repeat orders are beginning to arrive in a wholesome quantity and volume.

Emil A. Heyn has sold his cigar store, at 314 Penn street, to George Lieb, of Glenside, who has already taken possession. Mr. Heyn has left for Muskogee, Okla., where he expects to engage in the wholesale and retail cigar and tobacco business.

Lancaster Factories Resuming Activities

LANCASTER, PA., Dec. 29, 1911.

AFTER an enjoyable Christmas the cigar and tobacco trade members have turned their attention to ascertaining the net results of their year's labors, and safe to say a majority of them will no doubt find satisfaction in it. While there have been periods in which a larger volume of business was done, there was experienced this year fewer losses than in a long time.

Factories generally will resume active operations early next week. Inventories were taken this week while there was a general cessation of active business. Not a few of the factories have orders on hand which will enable them to begin with their usual complement of help.

This year's holiday season is proving a good one for the retail trade and in several instances they fully deserve it for the energy they displayed in their more than ordinarily attractive displays.

Another experiment will be made this year in bulk sweating 1911 tobacco, by Root & Baker, of Landisville, who have bought several crops for that purpose.

The new factory of the Martin Kinports Cigar Manufacturing Company, at Reamstown, will be opened for operations next week.

The S. R. Moss Cigar Company, is continually busy, and although the special holiday demand is over they have sufficient orders in hand to resume with a full force of cigarmakers.

J. G. Shirk, well-known local jobber in cigars and manufactured tobaccos, etc., has completed plans for a more extensive business next year than he has ever before undertaken.

W. M. Corry, of the Barlow-Corry Company, Quincy, Fla., growers and packers of Florida shade-grown tobacco, was a visitor in this city last week.

Several representatives of the new concern into which the American Tobacco Company, has been divided, have been calling on the trade here this week, and it looks as if there would be real competition among them in the near future.

L. A. Wheeler, of Allen & Wheeler, Troy, O., and X. Hanna, broker, of Dayton, O., were among the week's visitors.

L. E. Ryder, cigar manufacturer, has returned from an extended business trip during which he was gone a number of weeks and covered a territory that extended from coast to coast. He reports a good business but says it was not a boastful volume because conditions in some sections were not as good as was hoped for, while in other places things were very good.

M. Rosenstein, a leaf tobacco broker of Philadelphia, was also a recent visitor in this city. Mr. Rosenstein is handling the Havana business, in Philadelphia, for the account of John F. Nissly & Company, of this city.

The Blue Box Cigar Factory, at Stevens Point, Wis., which has been located at 536 Normal avenue, has just been removed to the second floor of a building at 109 East Public Square.

The incorporators of the O'Flaherty Tobacco Co. at Kansas City, Mo., capital stock of which is $2,000, are: Joseph S., Leo J. and Mary D. O'Flaherty.

Tobacco Crop Statistics for the United States

Preliminary Statement of Thirteenth Census Results Issued by the Census Bureau

STATISTICS relative to the tobacco crop of the United States, collected at the Thirteenth Decennial Census, April 15, 1910, are contained in an official statement issued recently by Director Durand, of the Bureau of the Census, Department of Commerce and Labor. It is based on tabular summaries prepared under the direction of Dr. LeGrand Powers, chief statistician for agriculture in the Bureau of the Census.

The statistics presented cover acreage, production and for the crop year 1909 as compared with 1899. In making comparisons between the two censuses the data for acreage are the most significant, as changes in the area planted to a given crop are due largely to broad economic tendencies which are fairly well indicated by returns of one year out of ten. The production, however, fluctuates from year to year in accordance with current conditions of rainfall, temperature, etc., so that a comparison between one decennial year and another may not show the true general tendencies.

General Summary for the United States.

The land in tobacco rose from 1,101,000 acres in 1899 to 1,295,000 acres in 1909, an increase of 194,000 acres, or 17.6 per cent. The percentage of increase in production was somewhat larger, the crop in 1909 being 1,055,765,000 pounds, as compared with 868,113,000 pounds in 1899, an increase of 187,652,000 pounds, or 21.6 per cent. The average production per acre increased from 788 pounds to 815 pounds. With the increased acreage and production is found an enormous increase in the value of the tobacco crop, which increased from $56,988,000 to $104,303,000, an increase of nearly $50,000,000, or 83 per cent. The average value per pound thus rose from 6.6 cents to 9.9 cents, or 50 per cent.

The land in tobacco has increased at each census since 1879—from 639,000 acres in that year to 695,000 acres in 1889, 1,101,000 acres in 1899, and 1,295,000 acres in 1909. The acreage in 1909 was thus more than double that 30 years ago. The production of tobacco in 1879 was 472,661,000 pounds, as compared with 1,055,765,000 pounds in 1909.

Distribution of Acreage.

Of the total of 1,294,911 acres in tobacco in 1909, the East South Central and South Atlantic divisions contained over four-fifths, 560,623 acres, or 43.3 per cent., lying in the East South Central Division, and 487,411 acres, or 37.6 per cent., lying in the South and Middle Division. The East North Central and Middle Atlantic divisions together contained 217,825 acres, or 16.8 per cent. of the total acreage. In other divisions the tobacco acreage was small.

Changes in Acreage of Tobacco.

In the East South Central Division there was an increase of over 100,000 acres between 1899 and 1909, the land in tobacco increasing from 458,000 acres to 561,000 acres, or 22.4 per cent. In the South Atlantic Division, the land in tobacco rose from 466,000 acres to 487,000 acres, an increase of 4.6 per cent. In the East North Central Division there was an increase of 56,000 acres, or 48.5 per cent., and in the Middle Atlantic and New England divisions together an increase of 14,000 acres. The West South Central Division showed a decrease of 2000 acres, or 56.4 per cent., but in this division tobacco is a very minor crop.

Production by Divisions.

Of the total production of tobacco in 1909, 1,055,764,806 pounds, the East South Central Division contributed considerably over two-fifths, and, together with the South Atlantic Division, produced 801,917,568 pounds, or over 75 per cent. of the crop of the United States. Nearly 15 per cent. of the production, 157,959,785 pounds, is found in the East North Central Division, and 89,742,818 pounds, or a little over 8 per cent., in the New England and Middle Atlantic divisions combined. The West North Central Division produced a little over five and a half million pounds and the West South Central over 700,000 pounds.

The production of tobacco in the East South Central Division increased from 363,820,000 pounds in 1899 to 467,348,000 pounds in 1909, or 28.5 per cent.; in the South Atlantic from 300,194,000 pounds to 334,569,000 pounds, or 11.5 per cent. In the New England Division there was an increase of about 14,000,000 pounds, or 59.4 per cent., and in the West North Central Division an increase of 2,355,000 pounds, or 70.3 per cent. In each of these four divisions the production increased by a greater percentage than the acreage. In the East North Central Division the increase in production was 31.8 per cent., or less than the percentage increase in acreage. Although the acreage of tobacco in the Middle Atlantic Division increased 17.4 per cent., its production decreased nearly 4,000,000 pounds, or 7.1 per cent. In the West South Central Division the production fell 56 per cent.

State Figures.

The largest acreage in tobacco was found in 1909, as in 1899, in Kentucky, North Carolina, and Virginia, in the order of rank, Kentucky leading with 469,795 acres, or considerably over one-third of the total acreage of the country in tobacco. These three States combined had, in 1909, 877,112 acres in tobacco, or nearly seven-tenths of the land planted to that crop.

In acreage the 10 States ranking highest for the two census years were:

1909.	1899.
1. Kentucky.	1. Kentucky.
2. North Carolina.	2. North Carolina.
3. Virginia.	3. Virginia.
4. Ohio.	4. Tennessee.
5. Tennessee.	5. Ohio.
6. Pennsylvania.	6. Maryland.
7. Wisconsin.	7. Wisconsin.
8. South Carolina.	8. Pennsylvania.
9. Maryland.	9. South Carolina.
10. Indiana.	10. New York.

In production the 10 States of highest rank were:

1909.	1899.
1. Kentucky.	1. Kentucky.
2. North Carolina.	2. North Carolina.
3. Virginia.	3. Virginia.
4. Ohio.	4. Ohio.
5. Tennessee.	5. Tennessee.
6. Wisconsin.	6. Wisconsin.
7. Pennsylvania.	7. Pennsylvania.
8. Connecticut.	8. Maryland.
9. South Carolina.	9. South Carolina.
10. Indiana.	10. Connecticut.

Tobacco Sales in Amsterdam

THE prices realized at sales of tobacco in Amsterdam from January 1 to October 18, this year, have been 30 per cent. higher for Borneo and 60 per cent. higher for Sumatra than the prices in the corresponding period of 1910. The total quantity of Borneo tobacco sold this year to date was 14,844 bales; last year, corresponding period, 14,586 bales; average price this year 48 cents a pound, last year 37 cents. The quantity of Sumatra sold this year was 234,132 bales; last year, 273,725; average price this year 48 cents, last year 30 cents. The sales in 1910 were from the crop of 1909; this year, from the crop of 1910.

The cause of the increased prices this year is the better quality of the tobacco crop from which the sales were made as compared with the crop sold in 1910.

Carrieras & Marciannis, Ltd., of Canada, will do a tobacco business at Montreal, with a capital of $250,000. The incorporation is through McDougall, Alexander & Pope, advocates, of Montreal.

Prosperous Trade at Wheeling, W. Va.

THE report of the Collector of Internal Revenue of West Virginia reflects the prosperous times in the cigar trade of that State, and shows that during the eleven months of this year, ending November 30th, the production had exceeded the entire output of last year by a considerable number.

The collector's figures show that there was collected in revenue on cigars during the year 1910, a total of $31,016, which represents an output of 10,335,000 during that period. During the eleven months of this year the collections from the sale of cigar stamps amounted to $32,849, representing an output of 10,949,000, an increase over 1910 of 614,000. The production during December will swell these figures in no small number.

Wheeling is, of course, the centre of the industry in West Virginia, and it is in that city where the largest portion of this gain was created.

Col. M. M. Gary, of North Carolina, has succeeded Geo. R. Parker as manager of the American Tobacco Company's largest plant at Maysville, Ky, of which he takes charge about December 15.

LEAF TOBACCO MARKET

Holiday Dullness in New York---Philadelphia Has Fair Market---Buyers Still Picking Up Wisconsin Crops---Connecticut Tobacco Arriving Slowly at the Warehouses

NEW YORK.

NEW YORK CITY.

AS was expected, there has been a general cessation of business in the leaf market during the past fortnight. This is due largely to the intervening holidays. What few sales have been consummated have been for future delivery and do not reflect a state of steady business. The scarcity of certain classes of goods, such, for instance, as binders, is becoming more apparent, even at this time when there is no strong quest for goods, and will no doubt become more pronounced as soon as a more active season again opens.

The Sumatra leaf has had a little call, but it was of such a nature that it was not regarded with any significance. Most importing houses have reduced their stocks to a minimum and the season as a whole is believed to be a very satisfactory one.

There has been a more active market in Havana than during the immediate preceding weeks, and American buyers procured considerable quantities of goods. The local market did not, however, show any ulterior sign of activity.

PENNSYLVANIA.

PHILADELPHIA.

NOTWITHSTANDING the intervening holidays the leaf market activity has kept up remarkably well, and a larger amount of business was done than is usual at this time of the year. Several moderate-sized lots of Pennsylvania tobacco and some Zimmer Spanish leaf has changed hands, and the jobbers did a full measure of routine business. Orders have been booked for later shipments in some cases where manufacturers did not wish to include purchases in their semi-annual inventories.

The Sumatra market has remained in an unchanged state. Selections were made of small lots for immediate use which was supplied principally by local retail houses.

The Havana market shows no sign of relief to manufacturers so far as any recession in price is concerned. In fact the market appears to be getting stronger on price all the time, and importers can see no immediate prospect of a change owing to the prevailing high prices for leaf on the Island.

LANCASTER.

There was little activity in the leaf tobacco market since our last report. Packers are not particularly urging the sale of old goods at present, and ere long they will be getting busy with the 1911 crops. For the present, however, they are fully occupied with the inventories.

There has thus far been no noticeable interest in the new goods, although the growers are doing everything possible to boom the crops and urging farmers not to accept "ten and three" this year as it is worth more.

There has been some little driving, but only in a few isolated instances have there been any contracts actually made.

Stripping is progressing steadily with each spell of favorable weather, and it is not improbable that when the buyers can make a more critical examination of the crops there will be some offers. Farmers persistently report the leaf to be coming from the poles in good shape, and packers, too, are beginning to believe that the reported pole damages are probably not so extensive as was at first believed.

OHIO.

DAYTON.

THERE are still differences between tobacco growers and packers and as a result the crops are not being contracted for very rapidly.

There has been a moderate trading in old goods of the Zimmer Spanish variety lately, but the volume was far from what has been experienced in some previous seasons.

WISCONSIN.

EDGERTON.

THERE is still a quiet hunt going on for remaining crops of the 1911 production. Slightly higher figures are being paid since a more thorough inspection of the crops is possible, and a thorough clean-up will probaly result this year.

Growers are rushing the stripping work as fast as possible in fear of some damage from fat stems. The extremely mild weather has not been the most beneficial in its effect, because it gave rise to some heating in the piles.

A few deliveries have been made, but warehouses generally have not yet been opened for the season. It is thought that once delivery does begin it will be a continuous run, and may begin very soon.

NEW ENGLAND.

HARTFORD, CONN.

THERE is a continued tardiness in the delivery of the new crops, and yet there has been considerable favorable weather. Buyers are riding more actively since the crops have been taken down and enabling buyers to make a more thorough inspection. If growers had taken fuller advantage of the opportunity to remove their crops the buying and delivery movement might have been greatly facilitated.

There is much evidence of early preparations for another year's crop by the breaking of ground and the extension of areas to be devoted to tobacco raising, of which shade plantations will no doubt make the largest showing in gains. Packers are still confident that there will be an increase of anywhere from 20 to 30 per cent. next year.

SPRINGFIELD, MASS.

Some brisk buying has been reported from this section. Damps are still looked for by growers, and although considerable rain has fallen there has not been that protracted spell of damp weather which is most wanted.

A few warehouses here and there have been opened, but they have not yet engaged in real active handling of the new crops.

SUFFIELD, CONN.

According to those believed to know, the tobacco sorting warehouses will not run with a full force in each warehouse this winter as has been the practice during several previous years. It is expected that the American Cigar Co. will pack 3500 cases, but none is being assorted, but simply sized and tied and then shipped to the Hartford warehouse for further handling.

Local warehousemen are all doing something, but the majority of them are operating slowly. At the Fuller warehouse, which opened some days ago, about the usual force was put to work.

L. P. Bissell, who is a large grower as well as packer, has opened his warehouse with about half the usual quota of help.

For several years men who worked on tobacco farms during the summer have been finding employment in tobacco warehouses during the winter season are finding things somewhat different this year, and a number of hands from this town will have to seek employment in outside towns.

For the first time since the American Cigar Company has had a tobacco warehouse in Suffield girls will be employed as sizers and tiers in the warehouse this year. A small force has already been put to work, and this number will be increased as the season advances.

The American is shipping some tobacco bought here to Big Flats, N. Y., for handling.

Late Advices of Ohio Market

DAYTON, Dec. 29, '11.

The few firms who were buying 1911 Dutch when we sent you our last letter have discontinued buying. At this writing there is next to no buying of 1911 tobacco. As we previously reported the Ohio packers do not care to buy this crop of tobacco until stripping is well under way.

The growers, particularly in the Northern section, have bought and leased some packing houses and are organizing to table, assort, bulk and re-sweat their tobaccos and sell direct to the trade. In this way they expect to make all the profit the Ohio leaf packers have (not) made. The organization is alleged to be directed and advised by someone, who, in some way or other, has been identified with the leaf tobacco business long enough to have plenty of trade for Ohio tobaccos. This trade he assures the growers will be very glad to pay thirty-five (35) cents per pound for Wrapper grades and twenty-one (21) cents per pound for Filler grades of Ohio leaf tobacco.

The Ohio packers, in a modest way, for three years past have been very glad to sell Wrapper grades at from fifteen (15) cents to sixteen (16) cents per pound; Filler grades at from four (4) cents to five (5) cents per pound. To do this they were obliged to work and hustle and it really seems tough on the packers that this organizer did not come to them, instead of to the grower, with his thirty-five and twenty-one cent grade. Truly the ways of Providence are mysterious.

If the 1911 Ohio tobacco will be marketed by the grower, through the organizer, with the thirty-five and twenty-one cent customers, we presume the Ohio packers will have nothing else to do but pinch along with their 1909 and 1910 holdings and see just what success the growers will have in marketing Ohio leaf tobacco in its finished state.

B. O. H.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

DEL GER:—23,527. Cigars. December 11, 1911, by D. R. Geary, Dallas, Texas.
QUEEN TAMARA:—23,528. Cigars, cigarettes and cheroots. December 11, 1911, by A. C. Henschel & Co., Chicago, Ill.
KARSI:—23,529. Cigars, cigarettes and cheroots. December 11, 1911, by American Lithographic Co., New York.
ROBERT COLLYER:—23,530. Cigars, cigarettes and cheroots. December 11, 1911, by Wm. Steiner, Sons & Co., New York.
DAILY BOUGHT:—23,531. Cigars. December 11, 1911, by S. R. Kocher, Wrightsville, Pa.
EL BATIDOR:—23,532. Cigars. December 11, 1911, by Chicago Box Co., Chicago, Ill.
EL FONTA:—23,533. Cigars. December 11, 1911, by Chicago Box Co., Chicago, Ill.
LA VELETA:—23,534. Cigars. December 11, 1911, by Chicago Box Co., Chicago, Ill.
DON BEATO:—23,535. Cigars. December 11, 1911, by Chicago Box Co., Chicago, Ill.
DON YELMO:—23,537. Cigars. December 11, 1911, by Chicago Box Co., Chicago, Ill.
CUBAN DAISY:—23,538. For cigars. December 12, 1911. L. C. Reiss, Rochester, N. Y.
LEADER OF KINGS:—23,539. For cigars, cigarettes, chewing and smoking tobacco. December 12, 1911. The Moehle Lithographic Co., New York.
CENTURY SUCCESS:—23,540. For cigars. December 12, 1911. Bernard Weidekaff, New York City.
JACK BAUER'S SELECTION:—23,541. For cigars. December 12, 1911. Isadore Wolf, Baltimore, Md.
EASTERN CLOUD:—23,542. For cigars, cigarettes and cheroots. December 13, 1911. A. C. Henschel & Co., Chicago, Ill.
SPANISH CLOUD:—23,543 For cigars, cigarettes and cheroots. December 13, 1911. A. C. Henschel & Co., Chicago, Ill.
CUBAN CLOUD:—23,544. For cigars, cigarettes and cheroots. December 13, 1911. A. C. Henschel & Co., Chicago, Ill.
HAVANA CLOUD:—23,545. For cigars, cigarettes and cheroots. December 13, 1911. A. C. Henschel & Co., Chicago, Ill.
THOMAS BALL:—23,546. For cigars. December 13, 1911. Heywood, Strasser & Voigt Litho. Co., New York.
PRIDE OF BERMUDA:—23,547. For cigars. December 13, 1911. Heywood, Strasser & Voigt Litho. Co., New York.
ALISANDE:—23,548. For cigars. December 13, 1911. Heywood, Strasser & Voigt Litho. Co., New York.
BELLE OF TAMPA:—23,550. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 13, 1911. The Moehle Lithographic Co., New York.
MAID OF TAMPA:—23,551. For cigars, cigarettes, chewing and smoking tobacco. December 13, 1911. The Moehle Lithographic Co., New York.
SALES AGENT:—23,552. For cigars, cigarettes, chewing and smoking tobacco. December 14, 1911. Kohler-Snyder Co., Yoe, Pa.
JOLLY SALESMAN:—23,553. For cigars, cigarettes, chewing and smoking tobacco. December 14, 1911. Kohler-Snyder Co., Yoe, Pa.
FIRST MORTGAGE:—23,554. For cigars. December 15, 1911. The Moehle Lithographic Co., New York.
OPIMA:—23,555. For cigars. December 15, 1911. Moller, Kokeritz & Co., New York.
IRISH TROPHIES:—23,556. For cigars, cigarettes and cheroots. December 15, 1911. E. Soter & Co., Inc., New York.
ATOBA:—23,557. For cigars, cigarettes, cheroots, chewing and smoking tobaccos. December 15, 1911. American Lithographic Co., New York.
COMFY:—23,558. For cigars, cheroots and stogies. December 15, 1911. Dixie Tobacco Co., New York.
JAPONETTE:—23,559. For cigars. December 15, 1911. Heywood, Strasser & Voigt Litho. Co., New York.
KAN-A-TEX:—23,561. For cigars. December 16, 1911. Henry Hoklas & Son, Peoria, Ill.
TEX-A-KAN:—23,562. For cigars. Henry Hoklas & Son, Peoria, Ill.
THE PLAIN:—23,563. For cigars. December 16, 1911. Henry Hoklas & Son, Peoria, Ill.
VELVET:—23,564. For cigarette paper. December 16, 1911. Manhattan Brier Pipe Co., New York.
PRINCE ALBERT:—23,565. For cigarette paper. December 16, 1911. Manhattan Brier Pipe Co., New York.
FATIMA:—23,566. For cigarette paper. December 16, 1911. Manhattan Brier Pipe Co., New York.
DUKE'S:—23,567. For cigarette paper. December 16, 1911. Manhattan Brier Pipe Co., New York.
M. MENDEL:—23,558. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 16, 1911. M. Mendel, Denver, Col.
TWO PALS:—23,569. For cigars. December 16, 1911. Arnold & Tschop, Windsor, Pa.
CUBAN SWEETS:—23,570. December 16, 1911. Moehle Lithographic Co., Brooklyn, N. Y.
DONNA DORA:—23,571. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 16, 1911. Chicago Box Co., Chicago, Ill.
OPCIGCO:—23,572. For cigars. December 18, 1911. B. H. Hahn, Bay City, Mich.
BERNALLE:—23,573. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 18, 1911. Wm. Knapp & Co., San Francisco, Cal.
TAMPA NEST, NO. 1196:—23,574. For cigars. December 18, 1911. J. D. Greenlees, Tampa, Fla.
EL GREENO:—23,575. For cigars, cigarettes and cheroots. December 18, 1911. Lebanon Cigar Mfg. Co., Lebanon, Pa.
GRAN PRINCESS:—23,576. For cigars, cigarettes and cheroots. December 18, 1911. Schmidt & Co., New York.
REINA PRINCESA:—23,577. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 18, 1911. Schmidt & Co., New York.
TIGER QUEEN:—23,578. For cigars. December 18, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
REGULAR CLUB:—23,579. For cigars, cigarettes and cheroots. December 19, 1911. Wm. Steiner, Sons & Co., New York.
JOY BOY:—23,580. For cigars. December 19, 1911. C. J. Stettler, Buffalo, N. Y.
BIG 300:—23,581. For cigars. December 19, 1911. Steckler & Duffy, New York City.
LIFT:—23,582. For cigars and cheroots. December 19, 1911. Root & Williams, Torrington, Conn.
23,583. Not issued.
OUR SWEEPERS:—23,584. For cigars. December 19, 1911. Saml. Kauffman, Dallastown, Pa.
KING'S WAY:—23,585. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 19, 1911. American Lithographic Co., New York.
JAHILO:—23,586. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 19, 1911. Hilbronner & Jacobs, Philadelphia.
FIRST DEED:—23,587. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 19, 1911. American Lithographic Co., New York.
MERVO:—23,588. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 19, 1911. Hilbroner & Jacobs, Philadelphia.
EUCARISTIA:—23,589. For cigars, cigarettes and cheroots. December 19, 1911. National Lithographing Co. New York.
ESPANTASA:—23,590. For cigars, cigarettes and cheroots. December 19, 1911. National Lithographing Co., New York.
GANGAFINA:—23,591. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 19, 1911. National Lithographing Co., New York.
COSTUMBRE:—23,592. For cigars, cigarettes and cheroots. December 19, 1911. National Lithographing Co., New York.
REFRESCO:—23,593. For cigars, cigarettes and cheroots. December 19, 1911. National Lithographing Co., New York.
REGUEZA:—23,594. For cigars, cigarettes, cheroots. December 19, 1911. National Lithographing Co., New York.
ALMUERZO:—23,595. For cigars, cigarettes and cheroots. December 19, 1911. National Lithographing Co., New York.
ATRACTIVA:—23,596. For cigars, cigarettes and cheroots. December 19, 1911. National Lithographing Co., New York.

LOSOLINA:—23,597. For cigars, cigarettes and cheroots. December 19, 1911. National Lithographing Co., New York.

SIGLO VIENTE:—23,598. For cigars, cigarettes and cheroots. December 19, 1911. National Lithographing Co., New York.

JACONNER:—23,599. For cigars, cigarettes, chewing and smoking tobacco. December 19, 1911. Hilbronner & Jacobs, Philadelphia.

NEW YALE STADIUM:—23,600. For cigars. December 20, 1911. J. P. Kilfeather, New Haven, Conn.

SHORELINE:—23,601. For cigars. December 20, 1911. J. P. Kilfeather, New Haven, Conn.

ROS-GARCIG:—23,602. For cigars. December 20, 1911. S. H. Wert, York, Pa.

JOHN BIGELOW:—23,603. For cigars, cigarettes and cheroots. December 20, 1911. American Lithographic Co., New York.

ALSIDIA:—23,604. For cigars, cigarettes and cheroots. December 21, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

ALLOIS:—23,605. For cigars, cigarettes and cheroots. December 21, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

WAJA:—23,606. For cigars, cigarettes and cheroots. December 21, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

LEVETTA:—23,607. For cigars, cigarettes and cheroots. December 21, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

LARNEL:—23,608. For cigars, cigarettes and cheroots. December 21, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

PINE GLEN:—23,609. For cigars, cigarettes and cheroots. December 21, 1911. American Lithographic Co., New York.

DIRECT DEMAND:—23,610. For cigars, cigarettes and cheroots. December 21, 1911. American Lithographic Co., New York.

DIRECT DRAFT:—23,611. For cigars, cigarettes and cheroots. December 21, 1911. American Lithographic Co., New York.

PITTSBURG SLOGAN:—23,612. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 21, 1911. W. D. Sharpe Cigar Co., Pittsburg, Pa.

SPOT CASH:—23,613. For cigars, cigarettes, chewing and smoking tobacco. December 21, 1911. The Mochle Lithographic Co., New York.

LORD CANO REGS:—23,614. For cigars. December 21, 1911. W. H. Grimm, Windsor, Pa.

LORD ABAJO REGS:—23,615. For cigars. December 21, 1911. W. H. Grimm, Windsor, Pa.

UNION CERTIFICATE:—23,616. For cigars. December 21, 1911. L. L. Schloss, Chicago, Ill.

THE BALTIMORE STAR:—23,617. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 22, 1911. W. Friedman, Baltimore, Md.

23,618. Not issued.

LA FRANCAISE:—23,619. For chewing and smoking tobacco. December 21, 1911. J. G. Shirk, Lancaster, Pa.

BRITISH NAVY:—23,620. For chewing and smoking tobacco. December 21, 1911. J. G. Shirk, Lancaster, Pa.

BUFFALO COURIER:—23,621. For cigars, cigarettes, chewing and smoking tobacco. December 26, 1911. Ano-Tero Cigar Co., McSherrystown, Pa.

MELLA MARS:—23,622. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 26, 1911. American Lithographic Co., New York.

SANTA FE DE LUXE:—23,623. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 26, 1911. American Lithographic Co., New York.

LA MOREINA:—23,624. For cigars, cigarettes, chewing and smoking tobacco. December 26, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

BEULAH:—23,625. For cigars, cigarettes, chewing and smoking tobacco. December 26, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LA REPLICA:—23,626. For cigars, cigarettes, chewing and smoking tobacco. December 26, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

REY GODO:—23,627. For cigars, cigarettes and cheroots. December 26, 1911. Wm. Steiner, Sons & Co., New York.

NIX BETTER:—23,628. For cigars. December 26, 1911. A. H. Royster & Co., Henderson, Ky.

JUDGE O'BOYLE:—23,629. For cigars. December 27, 1911. Lorenzo P. Lopez & Co., New York.

EAGLE HEAD:—23,630. For cigars, cigarettes and cheroots. December 27, 1911. The Moehle Lithographic Co., New York.

23,631. Not issued.

JOHN GRAY:—23,632. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 28, 1911. Seeman Brothers, New York. (A re-registration.)

COLONY CLUB:—23,633. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 28, 1911. Seeman Brothers, New York. (A re-registration.)

BRENTWOOD:—23,634. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 28, 1911. Seeman Brothers, New York. (A re-registration.)

LYLA:—23,635. For cigars, cigarttes, cheroots, chewing and smoking tobacco. December 28, 1911. Seeman Brothers, New York. (A re-registration.)

CORRECTIONS.

ED DENA:—23,511. For cigars, cigarettes and cheroots, by Heywood, Strasser & Voigt Litho. Co., New York, should have read EL DENA.

WM. LACKAY:—23,279. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1911. G. Merz & Son, Chicago, Ill. Should read WILTON LACKAYE.

SIVITZ CROWN STOGIE:—23,277. For stogies. October 27, 1911. Little Pet Stogie Co., Wheeling, W. Va. Should read SIVITZ CROW STOGIES.

CANCELLATIONS.

THELMA:—23,512. For cigars, cigarettes and cheroots. Registered December 14, 1911, by Heywood, Strasser & Voigt Litho. Co., New York, has been cancelled.

LA VADA:—23,359. For cigars. Registered November 22, 1911, by C. B. Henschel Mfg. Co., Milwaukee, Wis., has been cancelled.

DUKE OF BUCKINGHAM:—23,358. For cigars. Registered November 22, 1911, by C. B. Henschel Mfg. Co., has been cancelled.

OPILENTA:—23,355. For cigars. Registered November 18, 1911, by Moller, Kokeritz & Co., New York, has been cancelled.

Tobacco in New Zealand

VICE CONSUL GENERAL HENRY D. BAKER states in a special report that the statistics submitted to the New Zealand Parliament by the customs department show that in 1910 there was a per capita consumption of 7.17 pounds of tobacco in that Dominion, as against a per capita consumption in 1909 of 7.10 pounds of tobacco. The total consumption of tobacco increased from 2,278,035 pounds in 1909 to 2,295,777 pounds in 1910. The per capita consumption of tobacco was still lower than for many years past, with the exception of 1906, when it was only 7.06 pounds.

The chief use of tobacco in New Zealand is for smoking pipes. Cigars and cigarettes are smoked to an important extent, but not nearly so much as tobacco in pipes. The United States is the chief source of supply for tobacco goods. In 1910 the imports of tobacco from the United States amounted to $295,167 and of cigars and cigarettes to $134,631. The rates of duty levied in New Zealand on tobacco goods include $1.68 per pound on cigars and snuff, and $9.20 per 1000 (not exceeding 2½ pounds in weight) on cigarettes; also 84 cents per pound on manufactured tobacco and 48 cents per pound on unmanufactured tobacco. There is also an excise duty on cigarettes made in New Zealand of 60 cents per pound on machine-made and 24 cents per pound on hand-made cigarettes.

The chief pipes smoked in New Zealand are of English, French and German manufacture. The most popular are English briarwood pipes with kauri gum mouthpieces, selling from about $1.50 upward. A great number of pipes, however, chiefly from France and Germany, sell for only about 25 cents apiece, and are much used by the working classes. Clay pipes are little used in New Zealand.

Most of the tobacco shops in New Zealand are run as adjuncts to barber shops, the front portions being used for the sale of pipes and tobacco goods and the rear portions as "hairdressing saloons." The owners of these shops usually buy all their tobacco goods, pipes, razors, shaving soaps, etc., from wholesale dealers who specialize in all such goods. There is quite a large trade also at these shops in tobacco pouches, pipe holders, cigarette cases, etc., all of such goods, including pipes, being mostly imported, and paying 20 per cent. ad valorem duty with a preferential surtax of 10 per cent. ad valorem on goods from other than British dominions.

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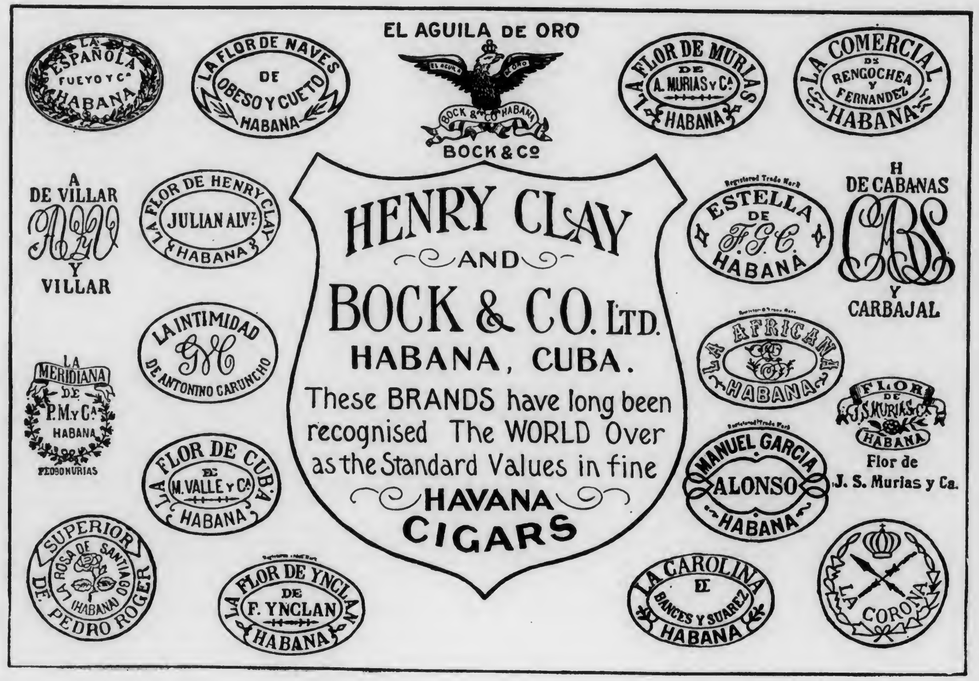

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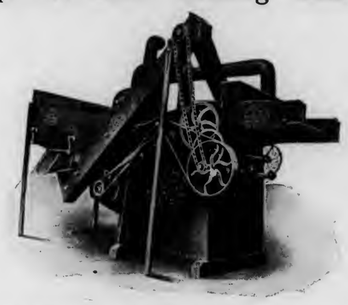

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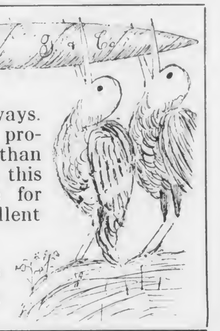

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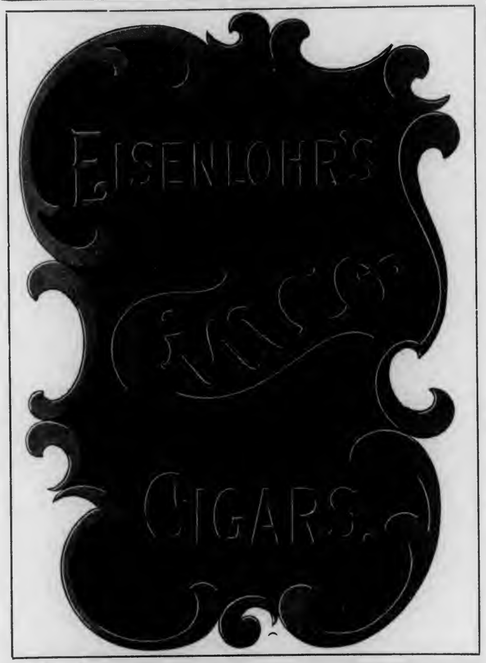

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Philadelphia

Repeat Orders on Rigoletto Cigars are Bigger Than the First

One of our salesmen has just finished covering his route for the first time since our big advertising campaign began. He not only received repeat orders from every dealer who had stocked Rigolettos from the beginning of the campaign, but in every case these orders were bigger than the first orders.

This is a significant example of the manner in which Rigoletto Cigars have made good. The same story from every section of the country. This cigar is fast becoming a standard smoke at 10c. everywhere.

Dealers who realized the quality of Rigolettos, who appreciated the demand for such a cigar when it was made known and the value of our big advertising campaign, have won out big by stocking and pushing it.

Yet the advertising of Rigoletto Cigars has only begun. There are great things for the future. Will you share in them?

Rigoletto Cigars are made in only four standard shapes, all to retail at 10c. Get in touch with your jobber or write to us and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

To become famous you must be built of the right stuff!

ROIG'S CIGARS

are famous! They have made their makers famous! They have materially helped thousands of Wholesalers and Retailers attain fame! ***May they help YOU?***

ANTONIO ROIG & LANGSDORF
PHILADELPHIA, PA.

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

NO %

added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

PROMPT DELIVERIES

CARLOS, FERNANDEZ & CO.

42 East 23d Street, New York

OFFICES AND WAREROOMS: MANILA—PORTO RICO

THE REAL GOODS

Are the only lines that make prosperous dealers

FIVE CENT CIGARS

Lord Northcliff

Are real good 5c. cigars and duplicate on their quality. That means easy sales and quick returns. Try them.

Monarch Cigar Co.

Red Lion, Pa.

We can supply superior medium priced goods. Jobbing trade only. Correspondence solicited.

GEORGE W. PARR

Manufacturer of **FINE CIGARS**

MAKER OF

Fernside and Lord Wharton

Five Cent Goods

Sold to the Jobbing Trade Only

Correspondence Invited

LITTLESTOWN, PENNA.

10c. CIGAR 10c. CIGAR

WE WISH to draw the attention of the trade to the fac-simile of our **"Mardonius"** package of high grade cigars. ¶ **Mardonius Cigars** are essentially high grade. The best of its kind, and will sell wherever it is introduced. ¶ A fair trial will convince you that it is a duplicator.

Territory Open to Live Jobbers

H. F. KOHLER

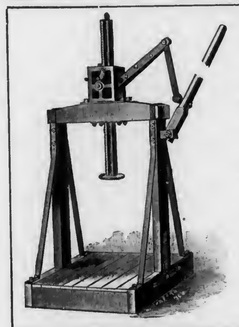
MAKER

Nashville - Pennsylvania

BAYUK BROTHERS

FIVE CENT CIGAR

PHILADELPHIA



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3½ feet wide and 4 feet long.

The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.

The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.

The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.

948 Main St., Higganum, Ct.

CHEW

Climax Plug

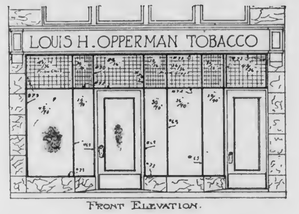
The standard of QUALITY for nearly half a century

P. Lorillard Company

Jersey City, N. J.

Established 1760

You Want This



FRONT ELEVATION.

If you are going to put in a new store front you want the "Petz Store Front System", which is made by us. You want it because it gives perfect protection to the plate glass, it makes a beautiful display window and helps to sell your goods.

Our business is to help you display your merchandise. Remember we are **show case** specialists. We make show cases for every purpose. State your problem and we will mail catalog covering your requirements.

Detroit Show Case Co.

Detroit, Mich.

WANTED

One Thousand Live Men

UNDER the new management which took hold two years ago, **The Tobacco World** has been making quick strides forward in every department. The improvement in our reading pages, the enlargement of our correspondence staff and the distinctive style, have combined to place **The Tobacco World** in a class by itself.

Our method of building, has been first, to produce the best trade paper in the tobacco field, feeling sure that such a standard would be sure to win recognition in the form of thousands of new subscribers.

That this recognition is coming, is evident in the increase of more than 60% in our circulation, as well as substantial gains in our advertising accounts.

With the opening of the New Year, it is our ambition to extend this circulation in every State by an aggressive campaign for subscriptions. To that end, we have an excellent proposition for traveling salesmen who would wish to take subscriptions on a commission basis. Only men of high standing and unquestioned character are wanted.

At one dollar per year, **The Tobacco World** is the best trade journal proposition in the country to-day. In most cases, all that is necessary to get a subscription is to show a copy of the paper, and point out its distinctive features. Solicitors who have taken hold of our proposition are making a good side income from it.

Why not, Mr. Live Salesman, do the same?

Address Circulation Manager, The Tobacco World

HERE IS THE WINNING PACKAGE

EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

OPAL ONYX HUMIGARS

Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP-BABCOCK-BECKER COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

An aristocrat among 10c. cigars

ROYAL PEER

Havana Cigars

FAVORITOS 1/20ths
JEWELS 1/40ths
EXCEPTIONALES 1/40ths

A Favorite of the Trade

Jeitles & Blumenthal, Ltd.

Philadelphia

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CASTAÑEDA Y CA HABANA TRADE MARK

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA DE TABACOS DE VUELTA ABAJO MANUFACTURED BY LA HABANA ESTD. EN 1853

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt

Offices & Factory, 2786 Broadway, New York, N. Y.

A CIGAR OF DISTINCTION

Guide Post Cigars are made to retail at 5cts. and give consumer full value and satisfaction. Jobbers can recommend them with permanent profit because they are sure repeaters. The quality will do it.

MADE BY

F. P. SHANFELDER, Newmanstown, Pa.

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' F.Ry Ca HABANA

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ

82-88 Wall St., New York

Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A LA FAMOSA EQUAL TO ANY MILD 10¢ CIGAR

E. Kleiner & Co., Makers, New York

BUILD YOUR TRADE ON

Red Rabbit Stogies

Fine proposition for distributors.

PENN CIGAR COMPANY

2247 La Place Street, Pittsburgh, Pa.

THE KEY WEST CIGAR FACTORY WEST KEY WEST

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c

El Werth

Well Worth Your CONFIDENCE

Made by

WERTHEIMER BROS.

BALTIMORE, MD.

Only Good Cigars Come Out of Our Factory

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

139 Maiden Lane New York

T&O COMPANY MAKERS

MISKO

5C. CIGAR

MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the

CONDAX STRAW TIPS

FIVE OF HARTS

BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand

It's Made to Repeat. Live Distributors Wanted.

T. H. HART CO., Mfrs.

Main Office: 12th and Walnut Streets, Philadelphia

Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, JANUARY 15, 1912. No. 2.

Manufacturers Plan To Strenghten Tampa's Guarantee Stamp

Movement Suggested for Spreading and Protecting the Fame of City's Leading Factories. United Effort Will Be Enlisted

"United we stand, divided we fall."

ONE HUNDRED AND THIRTY-SIX years ago that patriot of patriots sent forth this clarion call, which awakened a determined nation to the needs for amalgamation and joint effort in resisting a great and oppressing power.

The doctrine was not a new one. Since the beginning of time people, savage and civilized, have realized that a composite body is stronger in proportion than the molecules of which it is composed.

This applies with equal force to minds, matters and sinews. Its patent correctness is being manifested in political as well as in industrial struggles.

It is fortunate indeed and a great credit to the old-time houses in the clear Havana business that the most stringent competition has not robbed them of the individuality and the reputation gained by many years of honesty. Nevertheless they are bound to admit in confidence that the racey competitive methods which they have encountered have made it harder for them to reap revenues for their labor, and just recognition for their sincerity in upholding the respective brands that bear their names.

And yet no better defined example of the folly of fighting heavy artillery with toy pistols is to be found than some of the old-time maneuvers which are now being carried on by clear Havana manufacturers in the face of the Twentieth Century business competition.

A prominent Tampa manufacturer, who has always been recognized as cool-headed, sane and conservative, after giving much thought to this important problem, suggested the following solution:

"If at least twenty of the old-time Tampa houses would join forces for the purpose of creating a publicity fund and levy a pro rata tax on each thousand cigars manufactured by members of this combine, said fund to be used in a national advertising campaign, they would in this way be in a position to expend several hundred thousand dollars each year to place permanently before the public eye a guarantee stamp.

Continued on page 10

JOHN N. KOLB

President of Theobald & Oppenheimer Co.

Theobald & Oppenheimer Merge With United Cigar Mfr. Co.

Well Known Philadelphia Factory Joins Forces With Powerful Organization for the Expansion of Their Business. Increased Capital and Facilities

A TRANSACTION of far-reaching importance in the cigar manufacturing field has just been consummated by the consolidation of the Theobald & Oppenheimer Co., of Philadelphia, with the United Cigar Manufacturers' Co., of New York. This deal brings together two very important factors in the cigar trade and cannot fail to strengthen all concerned.

The Theobald & Oppenheimer Co., with its six factories located at Philadelphia, Telford, Quakertown, Pennsburg, Milford Square and Trumbauersville, will retain their own individuality and conduct their business in a general way as heretofore.

John N. Kolb will continue as president and John T. Dee as treasurer and sales-manager of the Theobald & Oppenheimer factories.

When the overtures were first made for the consolidation of the business such a move was considered especially advantageous, because of the well-known manufacturing ability of Mr. Kolb, who, enlisted under the organization of the United Company, would greatly strengthen the combination.

Under the new arrangement, Mr. Kolb will not only direct the T. & O. factories, but also the sixteen other factories of the United Company located in Pennsylvania. The selection of Mr. Kolb for this tremendous work is a fitting recognition of his life-long services in cigar manufacturing, in which he has been recognized as one of the most skilful and thorough in the business. It is by strange coincidence that Mr. Kolb becomes the directing genius of the manufacturing end of the business in which he began years ago at the bench, in the very factory with which the Theobald & Oppenheimer business now is merged.

As heretofore, Mr. Kolb will look after the buying and selection of leaf, and backed by the ample capital of the United Company he will have resources and facilities which cannot be surpassed.

As heretofore, Mr. Dee will continue the direction of

the financial end of the business as well as the general supervision of the sales.

For the expansion of the United business and other purposes, which will develop under the new arrangement, the United Cigar Manufacturers' Co. expect to increase their common stock from $15,000,000 to $20,000,000, which increase they expect will be authorized at the annual meeting of the stockholders to be held February 1st.

The past year has been the most successful in the history of the Theobald & Oppenheimer business, showing an increase in production over the preceding year of more than 20 per cent. The brands which figure most prominently in the volume of production are their well-known "Royal Lancer" and "William Penn" in ten-cent and "Little William Penn" and "Quatility" in the five-cent goods.

New Measure to Solve Smoker Problem

Bill Introduced in Congress Aims to Limit Free of Tax Cigars for Workingmen

WASHINGTON, January 14, 1912.

THE "Free Smokers" question continues to be a live topic in the internal revenue department, and has just been again brought to the attention of the House of Representatives in the revised form of Representative Reilly's bill, which provides that free smokers distributed to cigarmakers shall not be taxed by the internal revenue. The bill in its modified form, limits the number of free smokers exempt from taxation to three per day for each operative enjoying the privilege.

Commissioner Cabell evidently now realizes the broad question he has to deal with in ruling upon this time-honored custom in cigar factories, and that it cannot be disposed of in an offhand fashion. Hence his recent ruling that the final settlement of taxing cigars consumed on the premises be settled by a friendly suit in the courts. As regards smokers removed from the factory it, however, appears that the Commissioner is taking a decisive stand, and as far as can be gleaned from reports from the various cigar manufacturing points of the country, the manufacturers, generally, are accepting the matter in diplomatic fashion, endeavoring to the best of their ability to conform to the law, making their distributions to employees out of stamped boxes as required.

It is pointed out by Commissioner Cabell's department, by way of distinction, that smokers consumed at the factory as a rule consist in mere bunches of tobacco encased in a wrapper, devoid of the careful trimming that is a feature of the product finished for the market. Hence they cannot, be called "cigars" in the full sense of the word, and as the law calls for taxation of cigars only, not of the raw or half-finished product, they may thus be made exempt. But as regards smokers removed from the factory, these, as the rule, are always finished cigars, although some of them may have been set aside for the purpose because they did not come fully up to the standard as regards trim, color, shape and so forth.

Burley Society Wins in Eshelby Suit

Verdict Favorable to Defendants Despite Judges Denouncement of Poo

CINCINNATI, January 13.—Despite Judge Hollister's opinion that the pooling contract of the the Burley Tobacco Society was illegal and in restraint of trade and in violation of the Sherman anti-trust law, the jury in the case of the E. O. Eshelby Tobacco Company, suing for damages alleged to have been suffered because of the operation of the Burley pool, returned a verdict last night favorable to the defendants, holding that the plaintiff had not been damaged through operation of the pool contract declared illegal by the judge.

Havana Leaf Importers Organize for Action

Conference Over Customs With Government Officials Leads to Formation of New Trade Body

A DELEGATION of New York tobacco leaf importers were in Washington, last Monday, for a conference with treasury and custom house officials. The tobacco men's delegation consisted of: John W. Merriam, of John W. Merriam & Company; H. Anton Bock, of H. Anton Bock & Company; Charles Vogt, of Carl Vogt's Sons and Charles Fox, of F. Miranda & Company. The Government was represented by Secretary of the Treasury, McVeagh; Collector of Customs at the Port of New York, Wm. Loeb, Jr.; Assistant Secretary Curtis and Appraiser Bird.

The question of reaching an understanding by which the law might be enforced without loss to the merchants or Government was gone into at length, and suggestions for relief were made by the tobacco men, to which the Government representatives promised to give careful consideration. The treasury department intends, in the near future, to call a conference of all the tobacco examiners, officiating at the various ports where leaf tobacco is received, upon the conclusion of which they promised to give a decision in the matter.

Meanwhile, as an outcome of the present conference and the coming together of the importers, it was decided to organize an association to be composed entirely of Havana importers and manufacturers who use Havana, whose purpose is to be the proper safeguarding of the interests of the importers and users of Havana leaf, placing the Havana consuming part of the trade in such a position that it is possible for it to voice its views and wishes on the subject with necessary weight and emphasis.

The association will be known as the Havana Tobacco Importers' Association, and as soon as organized it is intended to at once get into harness and take up the matter in a proper way with the Government. The idea is to unite for concerted action all those branches of the trade to which importation of Havana is a matter of consequence, making an organization strong enough to demand attention.

Plan to Strengthen Tampa's Guarantee Stamp

Continued from page 9

which would be found on the products turned out by members of the combination. This would entail a pledge on the part of those who joined the combination to produce nothing but clear Havana cigars, and they would submit themselves to a thorough investigation on the part of a designated committee, which would then be in a position to absolutely guarantee the products for which they were responsible and which they would permit to bear the stamp."

The value and effect of such a move on the part of the Tampa manufacturers cannot be over-estimated. The impression upon the smoker of high-grade goods would be a tremendous one when the full details of the investigations which warranted the guarantee and made it bona fide, were properly placed before him.

An average tax of one dollar, or a dollar and a quarter per thousand, contributed by the producers of over a hundred and fifty million cigars, would mean a joint publicity fund of nearly two hundred thousand dollars per year, which would suffice to properly present to the American public the significance of the Tampa guarantee stamp.

The advance in price obtainable under these conditions, and a reduction in selling expenses, would amply repay the manufacturers.

The rumor that the Woolworth's five and ten-cent stores contemplate opening a chain of cigar stores has been denied emphatically by the heads of the Woolworth firm.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

GREAT Things Are Done by Single Minds." That will stand the test. And thus, whenever and wherever we find life and activity manifested in any commercial enterprise, causing it to rise to an enviable and commanding position among its competitors, it is always a safe guess that back of this rise is the wise, directing, guiding mind of *one man,* through whose business genius, initiative and application, the desirable result has been accomplished.

Every conspicuous, notable success, in the world of business as elsewhere is in the last analysis, the achievement of one mind.

This is true of such enterprises as Wanamaker's, Siegel, Cooper & Company, Sears Roebuck & Co., Montgomery Ward & Co., Marshall Field & Co., and other establishments which in the course of a comparatively short span of time have acquired national standing and reputation in their respective fields.

ROLLIN A. HORR

Conspicuous in the wholesale grocery business of the West and Northwest are today two firms, which have reached an enviable position in their sphere of business activity—namely, McVeagh's, of Chicago, and the *Stone-Ordean-Wells Company,* of Duluth, Minnesota.

It is with the last named enterprise and the men who have built it up to its present enviable position in the commercial world of the country that we are here concerned. Its founders, of course, are its destiny masters, to them the credit for its inception and original success belongs. This great Duluth firm is headed by W. R. Stone and A. L. Ordean, whose names it bears, and who now occupy the positions as president and vice-president, respectively. The other executive officers are J. E. Granger, second vice-president; R. A. Horr, treasurer and manager; W. L. Mackay, assistant treasurer, and R. A. Bartholdi, secretary. The initiative and genius of the founders of the enterprise enabled them in the first instance to surround themselves with men of their own type—men of constructive genius and executive ability, capable of organizing the various departments of what was planned to be and became a big business house.

In this way *Rollin A. Horr,* the present treasurer and manager of the firm, became identified with the firm. As its present active head and manager of its large and always expanding affairs, the object of this sketch is to pay tribute to the work accomplished by Mr. Horr in his field, and to the man himself.

Worthy of the Name of His Father.

Rollin A. Horr, both as citizen and builder of business is fully worthy of the name of his illustrious father, Congressman Roswell G. Horr, the gentleman who once upon a time caused a stir in a certain section of the country by bluntly and to the point advising his fellow-citizens to "raise more hogs and less hell," by which it is recorded they benefited to an appreciable extent.

Constructive Genius Secret of Mr. Horr's Success.

Living as we do, in an age of consolidation, combination and co-operation, where the business interests of the country, as the inevitable trend of the times, no matter how great the cry against "big business" may be risen, are tending in an always increasing degree to become cemented together in large commercial institutions, there has come to be set a premium upon properly educated, trained and focussed minds, of natural constructive genius, capable of directing the affairs of the mammoth enterprises which are being evolved, with care, progressiveness and initiative. Such talent is rare indeed, and invested capital is ever on the lookout for it, ready to pay the possessor almost any salary for his services.

The recent rapid expansion of the affairs of the Stone-Ordean-Wells Company indicates more truly than many words could do it that Mr. Horr is in line for such a tribute. In his own field it would be difficult to find a more sagacious, progressive and active director of a big business establishment than he. It is due to his efforts that the volume of business transacted by his firm, for the fiscal year ending June 30 last, was the largest in the history of the company and last month showed a greater volume than any previous month.

The firm now has six well-equipped branches catering to the trade of the Northwestern territory: One in Minot, North Dakota, one in Bismarck, North Dakota, one in Billings, Montana, one in Bozeman, Montana, one in Butte, Montana, and one in Great Falls, Montana. Last, but not least, is the flourishing Minneapolis branch, devoted exclusively to the cigar industry, and which under the supervision of Mr. Horr, is prospering and progressing rapidly.

Continued on page 12

Story of His Business Career.

In adding Mr. Horr's name to the TOBACCO WORLD'S Roll of Honor, covering American business men who have made good, a brief story of his career will be in order:

Born in Saginaw, Michigan, he entered the wholesale grocery business in that city, in 1900, as a member of the firm of Phipps, Penoyer & Co., who purchased the Wells-Stone mercantile business at Saginaw. Phipps, Penoyer & Co. sold out in 1901 to the National Grocer Co., who bought up and operated a chain of wholesale grocery stores. A year later he went to Port Huron, Mich., to manage the Port Huron branch of the National Grocery Co., remaining there for six years. In 1908 he went to Detroit to manage the company's branch there, which is the largest of the chain. From Detroit he went to Duluth on October 1, 1910, and took the management of Stone-Ordean-Wells Company, and in that capacity has duplicated his previous successes.

Announcement is made that a decided expansion in the company's cigar trade has been planned for the year before us. Eight or more salesmen will be put into the field, specializing in cigars exclusively, and an output of 20,000,000 for the year is contemplated.

Mr. Horr is a believer in modern advertising of the highest class, and his company's advertisements are among the most striking and effective specimens displayed in the country's leading trade journals. An advertisement, in pictorial form, covering its full page in the journals, with the inscription, "Everybody Loves a Fat Man," is now being run with great effect.

Among the cigars which Mr. Horr finds it profitable to make a specialty are the well-known, famous "White Heather," manufactured by Guesta Rey & Co., "The Truly Spanish House," Tampa, Florida, for which a great demand has been created. Another brand made popular in the northwestern section of the country through judicious advertising by Mr. Horr, is the "El Roi-Tan" cigar, made by Seidenberg & Co. A phenomenally large, steady and daily increasing sale for these and other cigars of quality and distinction has been created through his advertisements.

The accompanying halftone is a striking likeness of the justly popular and enterprising Duluth business man, who is lifting his firm into a position of national prominence.

Mr. Rollin A. Horr has made good.

Urbansky Wins Verdict in Leaf Suit

A VERDICT for $399.55 has been awarded to Frank Urbansky, of E. Hartford, Conn., in a suit brought against Kutinsky, Adler & Company, of New York. The verdict represents the difference between the price at which Urbansky sold some of his 1907 crop to the firm named and the price he had to sell it for after the New York firm refused to take it. The defense was that the tobacco was not up to sample.

Fire Destroys Cullman Warehouse in Connecticut

SIMSBURY, CONN., Jan. 10th.

THE three-story warehouse and farmhouse on the tobacco farm of Cullman Brothers here, was destroyed by fire today. Loss estimated at $35,000.

Fire in Cores, Martinez Factory

FIRE destroyed the cigar factory of Cores-Martinez Co. on South American street, Philadelphia, last week. Temporary quarters have been opened nearby. Plans for resumption have not yet been announced.

New England Growers Mum On Tariff

Wrapper Duty Not Discussed at Annual Meeting—Senator Alsop Chosen President

HARTFORD, CONN., January 9th.

THE annual meeting and election of officers of the New England Tobacco Growers' Association was held here today, when the following officers were elected: President, Senator Joseph W. Alsop, Avon, Ct.; vice-president, Cyrus M. Hubbard, Sunderland; William K. Ackley and William S. Davis re-elected secretary and treasurer respectively.

For the first time in many years the meeting was adjourned without any dicussion concerning the tobacco tariff, as there is a feeling among the members that the present duty on wrapper tobacco will not be attacked during the coming year.

A committee was appointed by retiring president, Thaddeus Graves composed of George Mitchelson, Owen E. Case, Ariel Mitchelson, W. J. Hays and Fred B. Griffin, who reported the following as directors: George Mitchelson, of Tariffville; William S. Pinney, of Suffield; Fred. B. Griffin, of North Bloomfield; Nathaniel Jones, of South Windsor; William K. Ackley, of East Hartford; James S. Forbes, of Burnside; W. J. Hayes, of Tariffville; Thaddeus Graves, Jr., of Hatfield; Owen E. Case, of Barkhamsted; H. W. Case, of East Granby; W. M. Richards, of New Hartford; Marcus L. Floyd, of Tariffville; H. W. Farnham, of East Windsor Hill; Hector Chapman, of Glastonbury; Ariel Mitchelson, of Tariffville; Edward Eggert, of Hartford; Frank H. Whipple, of Hartford; John B. Stewart, of Windsor; Thaddeus Graves, of Hatfield; Edward H. Bradley, of Simsbury; Edmund Halliday, of Suffield.

Mr. Dula Outlines Proggressive Policy

New Head of Liggett & Myers Tobacco Co. Invites Cooperation of Employees

ST. LOUIS, MO., Jan. 10th.

MARKING his advent as president of the Liggett & Myers Tobacco Company, C. C. Dula has issued a circular to the employees of the concern inviting their co-operation in upbuilding the business and also outlining the broad liberal policy which will be pursued. The circular addressed to the employees reads as follows:

"At the beginning of our association as co-workers, I wish to congratulate you on the encouraging conditions under which we start. While the company is new, the business is old. The brands which we are to make and sell are well established and favorably known, and the name 'Liggett & Myers' brings with it the best associations and traditions of the trade.

"It stands for quality and enterprise, and it should be the ambition of each of us to maintain this high reputation, and by the sale of all goods on a basis of best value for the money, promptness and accuracy in business and straightforwardness in all matters, keep and increase the confidence of the public.

"The work of getting the business under way in so short a time has taxed those charged with that duty to the utmost. Further details will be arranged as the occasion requires. It is hoped and believed that they will be few and incidental, and that their adjustment will not interfere in any material way with the great volume of the company's business.

"I believe the personnel of those who have been entrusted with this undertaking is all that could be desired, and I trust to the future to prove the accuracy of this conclusion. I feel assured of abundant success if all will pursue the several parts assigned them diligently, honestly, courteously, courageously and with that loyalty to the business and one another as the members of one great family working for a common end."

The factory and retail store of Robert Klee, Eighth and Arch streets, Philadelphia, has been closed and stock and fixtures will be offered at constable's sale January 20th.

KEY WEST, FLA., Jan. 9.

THE factories have about all completed their annual inventories and it is expected that the coming week will see the opening of most of them and by the first of the following week, all of the shops will doubtless be in full operation again. An abundance of orders are reported from all of the manufacturers and the year 1912 will start off with very bright prospects. It is fully expected that this year will eclipse 1911 which was the best year the trade has had with the exception of 1890 when the high water mark was reached. At that time, however, several of the larger factories moved away from Key West and for a short time the trade took a tumble, but soon regained itself and has been increasing steadily ever since.

Last year more than 92,000,000 cigars were manufactured here and this was a gain of 10,000,000 over 1910. Every effort will be made to reach the 125,000,000 mark during the coming year and it is fully expected that this number will be made within the next twelve months. This estimate is not made without reason, as preliminary negotiations are now on foot for the securing of additional factories which will insure a great increase.

The R. Fernandez Havana Cigar Company's factory was completely gutted by fire last Saturday night. The interior of the building was burned and the entire contents were burned or so badly damaged by smoke and water that they are worthless. The origin of the fire is unknown and there is much mystery connected with it for the reason that Mrs. Fernandez and the manager of the factory, together with several other employes were in the building until 6 o'clock and the fire was discovered at 9.30. When they left the factory, everything was in good order and the place was made secure at the time.

Mr. Fernandez is in Havana at the present time and he has not authorized any statement as to the plans of the company for the present. It is understood, however, that other quarters will be secured and the business will be continued on even a larger scale than that previous to the fire. Fortunately the stock was pretty low at the time of the fire and there was not such a loss as would have occurred had the fire started during the rush season.

For a time it was feared that the large Cortez factory, which is within a few feet of the Fernandez factory, would catch fire and the efforts of the firemen were doubled in saving the burning building and preventing the flames from spreading to the Cortez shop. As it was the Cortez building was not damaged.

E. H. Gato, Sr., president of the E. H. Gato Cigar Company, spent several days here last week in connection with the affairs of the factory. He was pleased with the results of the past year's work. He returned to Cuba this week.

George W. Nichols, of the George W. Nichols Company, was a prominent visitor last week and spent some time here looking after the business of the local factory.

President Luis Martinez, of the Martinez-Havana Cigar Company, was in Key West last week and discussed plans for the coming year with his son Eladio Martinez, who is permanently located at the factory here.

N. B. RHOADS.

TAMPA, FLA., January 14, 1912.

THE Tampa Clear Havana Cigar Manufacturers' Association has elected officers for the ensuing year and adopted a plan by which it is believed all grievances that may arise on the part of the employees in the factories against the employers may be settled without delay.

The annual election resulted as follows:

President, A. L. Cuesta; vice-president, Joaquin Lopez; secretary, Moises Bustillo; treasurer, Manuel Sanchez. Directors: A. L. Cuesta, Joaquin Lopez, Moises Bustillo, Manuel Sanchez, Thomas Morgan, M. Alvarez, L. Torres.

The plan for adjusting all disputes between employees and employers is as follows: Each month there will be appointed from the membership of the association three men who will act as a board of complaint. These three men will, when disputes arise in any factory, meet with a committee of three workmen from that factory, such workmen's committee to be chosen by secret ballot among the employees of the factory. If this joint committee fails to settle the dispute, then the matter goes before the full board of directors of the manufacturers' association, who will take it up with the committee of the cigarmakers. If these fail to come to a settlement, the manufacturers are to appoint one man, the cigarmakers another and these two select a third party not in any way connected with the cigar business, and the three members shall constitute a commission to finally adjudicate the matter, both parties to the dispute accepting the decision. It is believed the men will agree to this proposition, which is manifestly fair to all concerned.

The manufacturers and their employees are just getting into harness again after the holidays and ensuing cessation of activities. The annual inventories have been taken, and most of the factories are again working with a full force of operatives.

Harry Culbreath, who travels for V. Guerra, Diaz & Company, was in Tampa during the holidays, with his relatives, and is ready for a vigorous new year campaign in the interest of his firm.

Carnation Meyers is at his headquarters, Salvador Sanchez y Ca. for a conference with the heads of the firm before he takes his 1912 samples out. Mr. Meyers is a popular man about Tampa, and equally so on the road.

A party of Tampa manufacturers, consisting of V. Guerra, Tom Fisher, R. Diaz, C. Menendez and G. B. Greeson made a holiday outing to Moon Lake, in search of big game. They returned with numerous trophies dangling from their belts, and one of the members of the successful expedition may sit down and write up the story of the trip—same as T. R. usually does when the newspapermen are not attending.

Edward Wodiska, of Corrall Wodiska y Ca, spent the holidays in Tampa, after the most successful season he has ever had on the road. With 1912 his firm is planning for a vigorous crusade throughout the South.

M. W. Berriman, of Berriman Brothers, was here at the close of the year, inspecting his large factory.

George Meigs, general representative of Sanschez & Haya, was in Tampa during the holidays.

PROBLEMS of the RETAILER

How to Keep Cigars

THIS is one of the most important problems with which the retail tobacco merchant is confronted. There has just appeared, as the outfit of an enterprising Fifth avenue, New York, tobacconist, an entirely new device for keeping cigars and cigarettes in proper condition—so simple and perfectly fitted to its purpose that one would wonder the idea had not been thought out and put into practice long ago.

It consists, in brief, in a device similar to the well-known, unspillable ink-well, reversed and inserted in the lid of a humidor. Such ink-wells are made in one piece and can be tipped over or rolled around without a drop of the ink escaping. The humidifiers are very much like this style of ink-well, except that they are broad and shallow, made out of silver plate. They are fastened into the lid of the wooden humidor by an ingenious device, which permits them of being taken out and refilled whenever necessary. For one of the regular size, which is about three inches in diameter, this would be about once a month. One of the cleverest applications of this new style of humidifier is where it is used in glass jars for cigars, fitting into the glass stopper.

As an experiment, the manager of the Fifth avenue establishment, where the device is now used, has gone so far as to have a cigarette case made across one end of the inside of which a small humidifier is attached following the same principle. This holds perhaps a tablespoonful of water, keeping the cigarettes moist.

Preservation of Flavor, Not Mere "Moistness," the Aim.

Fastidious smokers readily agree that an inferior cigar, in good condition, is to be preferred to a good cigar in poor condition. Men talk of "moist cigars" as if mere dampness were all that is necessary. The flavor and the aroma of a cigar, however, do not come from dampness, but from the fugitive resin or oil of the leaf. This is contained in the dark veins which show in tobacco that is in good condition. It is invisible particles of this resin escaping into the air that you get the benefit of when you sniff a box of good cigars. These are always escaping, but much more rapidly in a hot, dry atmosphere than in a cool, moist one.

This fact is taken into consideration in the construction of the new humidifiers, as it is in the best grade of humidors.

A glass jar to hold a couple of dozen cigars and with the unspillable new humidifier in the stopper costs $4.50, and a mahogany octagonal case to hold it something like the old-fashioned tail knife cases, costs $10 or $12 more. These may be used as well as a store equipment as to retail over the counter by the tobacco merchant.

The same holds good of cigarette humidors, which come in glass, either plain or crystal or cut, trimmed with silver and with a silver case inside to contain the uncut lemon which is the very best humidifier for Turkish tobaccos. Others are of mahogany or rosewood or satin wood, lined with the unspillable humidifier in the lid. Cedar has the quality of absorbing moisture when there is too much and of giving out this accumulated store when the atmosphere dries out. Lemon is complementary to Turkish tobacco, but should not be used for a humidor with cigars.

The question of keeping their stock of cigars in proper condition is of course one that interests every retailer, and the above invention may prove of great value in this connection. If entirely practicable it will undoubtedly be placed on the general market in the near future, and properly advertised.

Which Class Are You In?

THE day has long gone by when a tobacco dealer could stock up with a few boxes of cigars and packages of tobacco, and when a customer asked for a special brand, select a box from the pile and offer it over a dingy, dirty counter, covered with other merchandise. With the immense strides that have been made in all kinds of store equipments, the cigar store has not been overlooked. Nowadays, a customer expects to step up to a plate-glass cigar case and be able to see the entire line at a glance. He also expects the case to be fitted with moisteners as a guarantee that his cigar or tobacco will be fit to smoke after he has paid out his good money for it. The cigar dealer who has not realized these facts has probably not been able to understand why he has fallen so far behind his competitor.

Up-to-dateness spells the word "Success" in the cigar business no less than in any other line of merchandise. Look around and see what you lack in store equipment that your successful rival has.

Prize for the Best Idea

Here is a wrinkle that has been tried out by a large cigar dealer in Detroit.

They have a brass box with a slot in the top, fixed to the wall near the door of their store. A neat card is displayed bearing these words:

"We will give a box of cigars free every month for the best suggestion as to how we can increase our business."

The contest is open to every one, and the suggestions are examined every month and the prize awarded to the person submitting the best.

You say you cannot afford to sell cigars at the right prices—excuse me—do you buy right?

The tobacco merchant who neglects to insure his stock invites disaster.

The retailer who advertises judiciously is seldom, or ever, troubled with a dull season.

C. A. Mitts has taken twenty feet of the frontage of the Grand Rapids Grocery Co., Grand Rapids, Mich., and is fitting it up as an up-to-date cigar store.

Murray Rapheld is opening a cigar store at 76 Ellis street, San Francisco, in the location where Sig Cahen formerly operated.

Michael McGrath, of South Windsor, Conn., has purchased the cigar business at 436 Asylum street, from Deputy Sheriff Charles H. Latham, trustee of the insolvent estate of Thomas P. Quinn.

Harvey Hale, of Grand Rapids, Mich., has opened a new cigar store in the New Donovan Building, with frontage on Oakes street.

TOO LATE FOR CLASSIFICATION.

WANTED.—Experienced hustling cigar salesman to sell jobbing trade and do missionary work when required, also two salesmen to sell to retail trade direct. Address, "A. B. C.", Box H, Tobacco World, Philadelphia, Pa.

Show Card Writing Made Easy for the Retailer

How This Useful and Profitable Art May Be Mastered in the Shortest Possible Time

NO Sir. It does not require a skilled, professional artist to produce really striking and unique effects in show-card writing, appropriate to a retail tobacco store. Any merchant or his clerk may, at slight practice, acquire sufficient skill and dexterity in the art to enable him to greatly enhance the attractiveness of his store by the display of seasonable, well-executed effects in show-card writing, original and appropriate to his business, varying and changing often enough to draw the special attention of the public and thus add to the number of his customers and increase in his sales.

Most easily acquired is the so-called "free hand" work. Proficiency in this may be acquired by anybody by practicing whenever an opportunity presents—during idle moments while on duty in the store. Mr. Charles A. Miller, a well-known writer on the subject, defines this as an "acquiring control of the pen and brush." Pen and pencil should be used at the outset. Later on, when a degree of proficiency has been acquired, the brush—more difficult to handle—may be substituted.

Tools—And How to Handle Them.

Not very much in the line of tools is required, but what you use should be of the best quality obtainable. Three or four brushes, including one flat brush for filling in, constitute an ample brush supply. These should be obtained from a responsible firm, if possible one which makes a specialty of supplying tools for this purpose, with a clerk in charge who knows what constitutes a proper show-card outfit, and who can be depended upon to supply you with the best grade.

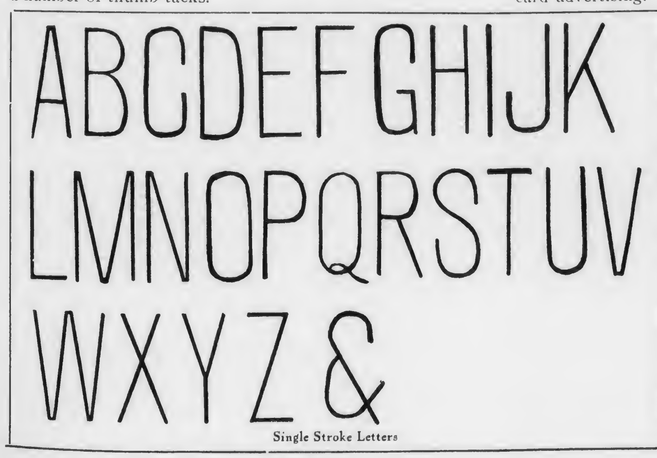
How to Practice.

At the outset it is necessary to use rule, drawing board and compass in drawing the letters, but after a little practice forming letters by the aid of these, you will find yourself perfectly able to discard with their use. Before discarding them, however, be sure to have gone through the entire alphabet, studying the construction of each letter. After that you will find it no difficult task to draw from imagination, and will be surprised at the ease with which you acquired the rudimentary skill of the art. A large drawing board, big enough to afford space for the largest card you intend to use should be obtained with a T-square and a number of thumb tacks.

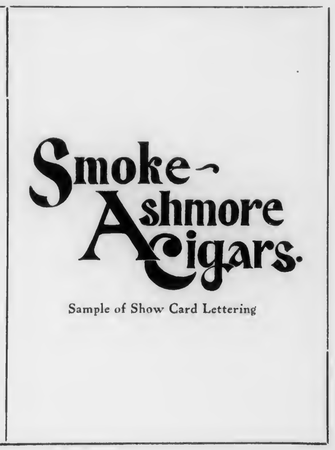
Now commence practising parallel and oblique lines and curves, using for this at the outset pencil and pen. The first effort should be made to draw with accuracy, acquiring the skill necessary to draw with a bold, easy stroke, made without effort. Use the T-square for spacing and for obtaining the correct position of the letters before you commence sketching them. The first outlines should be made by a pencil properly pointed. Make light pencil lines denoting the height, width and respective curves of the letters. Then try the brush, making all the strokes as with the pencil, following the outlines carefully (a pen may be used for the original lines in place of the pencil.) It is one of the knacks of the art to learn to raise the brush at the correct place, leaving go of the stroke and a little further on adroitly, replacing it, and which will be acquired in the course of the practice so that it can be done with appropriate neatness and effect.

The Layout—Paints and Inks—Colors, Etc.

Having practiced on the alphabet with the aid of rule and compass, forming each letter carefully, the so-called "layout" of the show-card in hand should be practiced. Then comes the question of obtaining and using the correct inks and prints, how to mix them for the best effect, how to obtain tasteful color-effects, by appropriate use of colors and shading, and so forth. Space forbids us in this article to go into this subject at any further length, but Mr. Charles A. Miller, the expert show-card writer and instructor, mentioned by us, is the author of an excellent little book entitled "How to Make Show Cards," published by the Spatula Publishing Co., Boston, Mass., in which he enters into the subject practically and thoroughly, with ample illustrations to show any enterprising retail merchant how he, in the shortest time, may become an adept in the art. We recommend this book to our readers as a supplement to this article. Its price is one dollar, postpaid, and it may be obtained direct from the publishers. The two show card designs we give are taken from this book, which contains numerous similar ideas and suggestions, making it, together with the instruction it contains, worth its price a number of times over to any retail merchant bent upon drawing trade to his store by the aid of high class show card advertising.



Single Stroke Letters



Sample of Show Card Lettering

THE question of stock-taking came up in a conversation at one of the uptown stores, the other day. There were various opinions as to the best way of ascertaining, in a systematic way, the profits or losses during a certain period. Mr. X., who has been in business a great many years, solved the problem in the following simple manner: "Each year, after Christmas, I count my cigars and find that I have no cigars left, and after New Year's I count the cash and find that I have no money left; then I know that my books balance and everything is O. K."

'Tis an old, old story, but we spring it with the hope that 'twill entertain the younger generation in the cigar business. About a year after the Spanish-American war, when things in Cuba were in a chaotic condition, and it was difficult to find good tobacco, even with a microscope, the representative of a clear Havana house called on a prominent wholesale liquor man in Albany, N. Y.

Salesman—"Good morning, Mr. Jones. I have the finest clear Havana cigars you ever saw."

Customer—"Sure, it's a lot of trouble you fellers are havin' with the rain storms in Cuba."

Thereupon the sales representative proceeded to assure the prospective that while no other house in the country had an ample supply of high grade leaf on hand, his house was exceptionally fortunate because they had enough old tobacco to last them for an eight months' supply. Once again the customer commented upon the rain storms in Cuba and the devastation of the crops. The salesman again mentioned the fortunate position of his house, this time even more forcibly than before. All this time the buyer was smoking one of the samples. After a few more puffs he threw the weed away angrily, and exclaimed, "Worried about the rain storms in Cuba, are you? I'll bet you're a whole lot more worried about the snow storms in Connecticut than you are about the rain storms in Cuba."

Mike invited Pat to join him in a sociable drink. "And sure Pat," says "Mike," I'm not taking anything at all. I had a fight with the wife and I'm on the Wagon."

"Oh, come on take something," was Mike's rejoiner.

"Well, I'll walk in with you, and sure I don't want anything at all at all."

Both representatives of the Emerald Isle, walked into a cafe, and upon a repeated invitation, Pat declined, whereupon Mike insisted that he take a cigar.

"What kind of a cigar will you have," said the bartender, "mild, medium or strong?"

Says Pat: "Sure and I'll take a shtrong one, one that won't break in me pocket."

Old Uncle Ryan Brandon, aged 80, a trapper near Moundsville, West Virginia, near the Ohio line, was in that town the other day buying the annual supply of smoking tobacco for his mother, Sarah Brandon, who resides with him on a small farm near the town of Key, Belmont County, Ohio. She is 111 years old and is known as the oldest resident in the State of Ohio.

The records proving her great age are authentic and she is still wonderfully active; moves around the house freely and even goes into the fields and suggests to the boys who are at work. For thirty years she has not had a sick day. Be it known to the Supreme Court of the United States also, Mrs. Brandon began to corner the smoking tobacco market at an early age, yielding to the lure of the pipe, and for many years requiring her son to lay in an ample supply of bright, golden, burley tobacco for her own special use. She hits the pipe freely and every day and night witnesses angelic visions through the curling smoke of the fragrant weed.

Mrs. Brandon was the mother of thirty-two children and her grandchildren and great-grandchildren now number among the hundreds. She had sixteen sons in the civil war, some of them serving in the southern army and some in the northern. Some were killed in battle, some were wounded, while others returned home unscathed.

I was amused the other day, while standing in the corridor of one of the big tobacco plants, to observe the expertness of the professional searcher, who handled the several thousand male employees as they were leaving the works for luncheon.

He stood by the exit door and as each individual workman passed him, with a pair of marvelously trained hands, he went over each man's person, looking for concealed packages of cigarettes, smoking or chewing tobacco which they might have attempted to slyly pinch.

I talked with him for a moment after his job was done and he told me he had been attending to it for twenty-three years, and is so well versed in the science of detecting a culprit that almost the moment he steps up to him he can place his hand on the pocket in which the contraband goods are located.

Only the foremen of the departments are exempt from this wise business precaution for preventing a tremendous loss of stock in a large factory, and the workmen have become so used to the operation that they pass through it mechanically.

For a moment I rather resented the process and my mind traveled over to the far-distant Kimberly diamond mines in South Africa, where the gigantic blacks are stripped at the close of each day's work to be searched for hidden diamonds, but then I recalled that our modern business Juggernaut must move on a direct track irrespective of whose feelings are hurt, and sentiment can play no part. According to the old man's statement, notwithstanding the search of the men, a lot of stuff is slipped out by the female operators, many of whom are veritable jackdaws.

THE ONLOOKER.

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EDITORIAL

Why the Failures in the Metropolitan District?

THE TOBACCO WORLD'S New York correspondent recently called upon the representative of one of the prominent clear Havana houses, and his inquiry as to business was met by the statement: "We are not doing anything now, except waiting for word of failures."

While this was said in a semi-jesting way, the truth is that during the year of 1911 there have been in the Metropolitan district an unprecedented number of bankruptcies, receiverships and breakdowns in the "lobster palace district" mainly, which have resulted in considerable loss to the cigar men who have catered to them, as well as much inconvenience in re-arranging their respective points of distribution.

While it is generally realized that the Metropolitan district, from a cigar standpoint, offers little opportunity for profits to the large manufacturers, it has been worked and overworked on account of the advertising benefits which the distribution of the prominent Gotham places offers to the manufacturers.

These numerous credit losses, coming on top of the heavy expenditures connected with the securing of the business, make the burden upon the manufacturers almost unbearable, and it is freely predicted that unless the dealers in the Metropolitan district revise their business methods, those producers, whose goods are in demand by reason of their merits, will abandon the project of trifling with a game that is not worth the candle.

The result of this would be that New York distributors would offer their patrons a poorer assortment of cigars than is presented in Oshkosh.

"Free Smoker" Decision Does Not Decide

The gist of Commissioner Cabell's decision, which has just been filed, is that the ruling in Treasury Decision 1723, which requires tax to be paid on free smokers, will be enforced. No assessment for liability under the ruling will be made on business done before September 15, 1911; that is, the cigar manufacturers will not be required to pay tax on smokers distributed prior to that date. The suggestion is made that the manufacturers may test the right of the Commissioner to make this ruling through a friendly suit in the courts.

In substance, the Commissioner's decision confirms his ruling that it is unlawful for an operative under any circumstances to remove cigars from any factory until the Internal Revenue regulations have been complied with. For the enforcement of this rule, the employer is held responsible under penalty of fine or imprisonment. Another point is the consumption of untaxed cigars by workers in the factory. It is here that the Commissioner, unable to make a decision satisfactory to himself, makes a compromise by referring the issue to the courts for a friendly suit to clinch the matter.

The machinery of the courts, however, is apt to move slowly in a case like this, and it seems to us, as to other observers who have followed up the "Free Smoker" situation from the time it first presented itself, hardly fair and reasonable that the manufacturers throughout the country should be kept at sea in the matter. To have the prospects of a fine or imprisonment hover over their heads on account of their allowing their operatives the time-honored privilege of a reasonable consumption of cigars in the factory while at work is not a pleasant thing to contemplate, and the question is a vexed one, as all important questions upon which the parties at interest are unable to reach a decisive conclusion, one way or the other, ever were.

To criticise the Internal Revenue Commissioner on account of the matter would, perhaps, not be just, as he evidently is trying his best to dispose of the entire situation in an all around equitable and fair manner, with as little hardship and damage to the manufacturers as possible. He simply has failed to reach a conclusion on a point upon which he hardly could be expected to be competent to judge.

Is there any way by which the matter can be disposed of, short of keeping the entire cigar manufacturing trade on the anxious seat, pending a court suit as prescribed by Commissioner Cabell?

It has been suggested, and we lend our endorsement to the suggestion, that a committee of leading manufacturers make an appeal to Congress for relief, petitioning for action of the same kind as has been granted to brewers for beer consumed by operatives on their premises. The two propositions are, in fact, identical and there appears to be no good reason why the cigar manufacturers should not have the same consideration as the brewers, using the action taken by the Government in the case of the former as a precedent.

Speaking of the perennial New Year pledges of the anti-smokers, Leo Abraham, Milwaukee, sagely remarks: "Right now business is a bit dull, but in fifteen days we'll be doing as much as ever. Every year at this time hundreds of men swear off smoking, but we find that in less than two weeks most of them are back at it again. It sounds nice for a man to swear off, but give him a few days and he'll sell his shoes for a good smoke. Once a man swears off and finds he cannot do without smoking he doesn't swear off again."

all that's new with JOBBERS and DISTRIBUTORS

A New Jobbing House at Indianapolis

THE stock of August M. Kuhn & Co., wholesale grocers of Indianapolis, Ind., has been purchased by J. P. Michael and Simon Cohn, who announce that with the new year the style of the firm will be changed to that of J. P. Michael Co. Mr. Michael formerly operated wholesale houses in Rochester and Lafayette, Ind. A feature of the new concern will be an up-to-date cigar department, which will feature leading brands.

Louisville House Takes on "The Poster"

THE Robinson-Pettet Co., Louisville, Ky., is jobbing the "Dutch Stogy", selling at ten for five cents, and made by the W. D. Sharpe Cigar Co., Pittsburgh; "Golden", a nickel brand cigar, made by the American Cigar Co., and "Poster", made by the Surety Cigar Co., also a nickel cigar, are other new brands taken on by this company for the new year. Charlie Frick, manager of the cigar department, is negotiating with an A-1 man to take his new feature brands on the road.

Hastings (Neb.) Wholesale Firms Expand

The large warehouse of the Davis estate at the southeast corner of First street and Lincoln avenue, Hastings, Nebraska, has been leased by the Kinney Cigar Company and the L. A. Kinney & Co., wholesale fruit and candy firm. Some alterations for the two firms are now being made and some equipment is being installed. Probably the building will be ready for occupancy early in January.

Mr. Kinney will maintain his retail cigar business at his present location, but the cigar manufacturing will be changed to the Davis Building.

A Great Distributing House

THE Hjalmar Boedtker Co. are distributors for Syracuse and vicinity for the "3-20-8" cigar, manufactured by A. B. Smith & Co., Boston, was introduced by them in that territory but three months ago, but they already have succeeded in securing a large and growing demand for it, with repeating orders coming in nicely. They also handle the nickel "Charles Denby" cigar and are creating a demand for same.

The business of the Nelson Kiel Company, retail dealers at Hartford, Wis.; The Reeves Dana Cigar Company, of Fond du Lac; The Jenkins Nelson Cigar Company, of Antigo; The Jenkins McNevins Cigar Company, of Oshkosh, and The Havana Cigar Company, of La Crosse, has been taken over by the Jenkins Cigar and Tobacco Company.

J. E. Reeves, who for some time was manager of the Fond du Lac store of Jenkins Cigar & Tobacco Company, resigned to take an active interest in the Waukesha Cigar Company, of Waukesha, Wis., of which he is president. He was succeeded at Fond du Lac by A. B. Bennett, formerly with the Pfister Cigar Company, of Milwaukee.

Frank M. Lopez, who has been connected in a selling capacity with Chapin & Gore, well known distributors of Chicago, has severed his connections with the western house and joined the forces of Garcia & Vega. He will cover a large territory, starting out within the next few days.

Hochfeld Bros. Cigar Co., Portland, Ore., northwestern distributing firm of "La Verdad", manufactured by Simon Batt & Co., are taking stock with view of opening a vigorous New Year campaign. This firm is also Oregon distributors of the "Bingo", manufactured by the American West Indies Trading Co.

R. J. Seidenberg & Co., Buffalo, N. Y., supplied a recent Erie County Supervisors' banquet at Statler's Hotel, that city, with the well-known La Verdad cigars, manufactured by Simon Batt & Co. Mr. Seidenberg is reported to have made the statement that on the Saturday before Christmas they enjoyed the heaviest one-day's business in the history of the firm.

The Smith Bros. & Co., Ltd., New Orleans, La., will commence the new year with twelve additional salesmen. The manager of the firm, Dave Frolichstein, has just returned from a business trip to New York, where he placed large orders with T. J. Dunn & Co., Rey, Strauss & Co., and the Juan F. Portuondo Cigar Factory. A new year feature with this prosperous concern will be the S. M. Frank & Co. pipes.

Oak Olson and H. B. Olson, representing Schwabacher Bros. & Co., Seattle, Washington, in Southeastern and Southwestern Alaska, have returned to their districts for an active 1912 campaign after spending the holidays in Seattle.

The Noah Foster Co., Buffalo, N. Y., issued attractive New Year's greetings to its patrons and friends, and have concluded their 1911 report, which shows that the firm has enjoyed a prosperous trade in the past year.

L. O. Rand, until recently with the American Cigar Co., has accepted the position as western representative of E. M. Schwarz & Co. and the Jose Lovera Co., with headquarters in Chicago. His territory will cover Michigan, Wisconsin, Ohio, Indiana, western New York, Pennsylvania and Kentucky.

M. A. Gunst & Co. did a large volume of business during the 1911 season on every staple line carried by them. The district managers of the concern's chain of stores will hold their annual meeting in San Francisco in the middle of January. The firm is still short on "Owls", but are endeavoring to increase the supply as rapidly as possible.

Late Jobbing Trade Items

Hyp Bier, of the firm of Bier Saalburg & Co., San Francisco, had an excellent holiday jobbing trade on the Cortez Cigar Co.'s clear Havana line and on the "Sam Sloan" nickel brand. The firm's new year jobbing trade opens brisk and promising.

Rothenberg & Schloss, of Kansas City, have added the "Charles Denby" cigar, manufactured by H. Fendrich, for their entire territory.

Herschberger & Sloan, Kansas City, gave a banquet to their traveling representatives during the holidays, which was largely attended.

The Tromp Smoke House has opened an additional store in Arkansas City, Kansas.

Berg King, until recently with the House of Crane, Indianapolis, Ind., now represents Donahue & Eaton in that city, taking the place of Mr. Eaton as manager of the city trade, while Mr. Eaton henceforth will devote his attention to the management of the wholesale department.

The Klauber-Wagenheim Co., of Los Angeles, Cal., has placed a big order for the "Post Despatch" cigar, manufactured by the Eitel & Cassebohm Co., Louisville, Ky. Commencing with the new year the Eitel & Cassebohm Co. will have two first-class men attending the Los Angeles interests of their "Post Despatch" cigar continuously.

Woodward Jones & Co., Los Angeles, Cal., have added as a new feature to their establishment an auto-sales wagon. They are featuring, among others, the "Vandalia" five-cent cigars, manufactured by Luckett, Luchs & Lipscomb, Philadelphia, and their cigar trade is in a flourishing condition.

The Hemenway & Moser Co., Salt Lake City, Utah, are just in receipt of an additional substantial supply of "Hand-Mades", a five-center, manufactured by the Spietz & Worth Co., Detroit. They have a rushing demand for this special brand and all they can do to fill the orders as they come in.

The Atkinson Cigar Co., Denver, Colo., have bought a half interest in the merchandise brokerage company of Morris Bros., of that city, and the combination will jointly handle, as manufacturers' agents, leading brands of cigars, tobacco and cigarettes.

The Metropolitan Cigar Co., Denver, Colo., are extensively advertising the S. Valentine & Sons brands "Flor de Valentine" and "Betsy Ross" through the daily newspapers.

F. L. Roberts, the Central street, Boston, Mass., jobber, reports that his 1911 reports show an excellent volume of trade transacted. He features such brands as Y. Pendas & Alvarez's "Webster", Garcia Pando & Co.'s "La Victoria" and a number of other leading brands. He expects to do a rushing volume of business during the 1912 season.

A. B. Murphy, manager of the cigar department of John F. Callahan & Co., Boston, is sick in bed on account of the work he had to shoulder during the holiday season.

First State Association of Retail Cigar Dealers in America Formed in Seattle

THE first State association of retail cigar dealers ever organized in the United States was formed at a convention held in Seattle, January 9th and 10th. This convention was the first of its kind on record. Delegates from the seven local retail cigar dealers' associations in the large cities of the State were elected.

The arrangements for the convention were in the hands of J. R. Brewster, O. A. Benson, J. A. Gibson, T. J. Ivers and A. A. Wismolek. The convention headquarters were at the Palace Hotel.

One of the prime causes of the State association is to band the leading retailers of the State together to resist the encroachments of the tobacco trust in the Pacific Northwest. Independent retail cigar and tobacco dealers have long held a grievance against a system of coupons and other devices.

Another aim of the State association will be to discourage the use and sale of goods on which the independents are not guaranteed a fair profit. The association members will also endeavor to promote the sale of independent brands of cigars, tobaccos and cigars.

Nelson Organizes Retailers.

Retail associations have recently been organized in various parts of the State by N. E. Nelson, active secretary of the Seattle association. Delegates to the convention were present from Seattle, Tacoma, Spokane, Walla Walla, Aberdeen and Hoquiam, North Yakima and Bellingham. Representative retailers from other cities where there are no associations, as well as Portland, were invited to attend.

At the election of the Seattle Retail Cigar Dealers' Association, held December 8, the following officers were elected for the next year: J. A. Gibson, President; W. W. Chappell, Vice-President; S. J. Brightman, Treasurer; O. A. Benson, Secretary, and N. E. Nelson, Acting Secretary. Board of Trustees: J. R. Brewster, J. A. Gibson, O. A. Benson, T. J. Ivers, L. L. Phelps, C. E. Smith, and R. E. Sullivan.

Late Jottings

The increase of the cigar output from the First Pennsylvania District in 1911 is estimated at 32 million.

The total production of tobacco for the year 1911 was 905,109,000 pounds—a decrease of nearly 100,000,000 pounds. The total cigar leaf production was 218,153,000 pounds—an increase of about 16,000,000 pounds.

Jerome Fisher, for fourteen years with A. Cohn & Co., has accepted a position with E. Spingarn & Co., to cover his old field, namely, Canada, New York State and the East. He leaves for Canada just as we are going to press, to show the manufacturers throughout the Dominion some of the E. Spingarn & Co. fine Sumatra tobaccos.

Two Utica Firms Consolidate

Utica, N. Y., Jan. 8.

THE Wald-Kendrick Co. has been incorporated by M. A. Wald, P. J. Wald, F. M. Kendrick and James B. Geer to take over the manufacturing and distribution business in cigars and tobacco of F. M. Kendrick & Co. and the five retail cigar stores of P. J. Wald. F. M. Kendrick & Co. was formed in 1872 and for many years has been prominent in cigar and tobacco manufacture. It is understood that Mr. Kendrick, under the new arrangement, will turn over the active management to Mr. Geer and that Mr. Wald will direct the manufacturing and selling end.

Independent Tobacco Salesmen's Association Make Merry

Gathered in Terrace Garden, New York, for Business and Pleasure, the Fraternal Spirit Reigned and Brotherhood's Future is Cemented

RESPONDING to a very tempting and mysteriously worded invitation, seventy-five of the braves who belong to the clan known as the Independent Tobacco Salesmen's Association of America, gathered at Terrace Garden on Friday evening, January 5th, for the purpose of transacting important business and making merry (accent on the making merry).

The invitation set forth that an entertainment de luxe would be furnished. The committee in charge of this entertainment made good, and realizing what was in store for them at the close of the business meeting, those present lost no time in disposing of the more weighty matters that came up for consideration.

A publicity committee was appointed to co-operate with the National Leaf Dealers' Association in the selection of a capable publicity agent, who will be chosen for the purpose of securing space in the national press for the movements of the Allied Independents.

Oscar Veit was the recipient of an ovation when he entered the hall a few minutes after he had been reported sick by Treasurer Weil.

Under "Good and Welfare" discussions, Mr. Veit arose and stated that, while not desiring to make a lengthy address, he could not resist the temptation of making a few suggestions for the "Good and Welfare" of the Independents. He pointed out that various members who were about to start on the road could be of inestimable benefit to their organization if they would aid the propaganda being waged to secure additional members throughout the country. His remarks were enthusiastically received, and many of the men present promised to enlist the support and co-operation of fellow travellers in various sections of the country.

An incident of the meeting was when the chairman called for reports on the sick, diseased or financially distressed members. There were no reports on sickness or disease, and the finances also appeared to be in a healthy state, as good as could be expected Friday night.

The announcement that a **Tobacco World** photographer would take a flashlight picture of the group after the meeting was received with cheers, because all the boys are good looking, and they are not afraid to show it.

Immediately after adjournment of the business meeting refreshments were served and the most cordial good fellow spirit prevailed. Two hundred sandwiches disappeared in no time.

Singing and jollification concluded the gay and mirthful evening, which will long be remembered by everybody present.

The organization will meet again on the first Friday in February.

The following members have been enrolled to date:

Harry Prochaska, Pres., Streeter- Fernandez & Co., 56-58 Pine St., New York.

L. B. McKitterick, 1st Vice-Pres., M. Melachrino & Co., 214 N. 47th St., New York.

Oscar S. Veit, 2nd Vice-Pres., Rey. Strauss & Co., 136 Liberty St., New York.

Bauer Hess, 3rd Vice-Pres., Ehrman Bros. & Co., 134 Front St., San Francico, Cal.

Wm. Frisch, Secretary. A. Santaella & Co., 1181 Broadway, New York.

Sig. Weil, Treas., Duke of Navarre Cigar Co., Produce Exchange, New York.

C. E. Bernd, Director, Rodriquez & Teiljeiro, 109 Fulton St., New York.

W. H. Worden, Director, Carlos, Garcia & Co., 39 Beaver St., New York.

Sidney Powell, Director, P. Pohalski & Co., 18 Laight St., New York.

Ira H. Morris, Director, 412 4th Ave., New York.

S. F. Apfel, La Magnita Cigar Factory, 507 W. 142nd St., New York.

Jess R. Batt, Simon Batt & Co., 332 Canal St., New York.

S. Berman, Surbrug Co., 135 East 113th St., New York.

T. J. Bannigan, Geo. L. Storm & Co., 350 Elm St., New Britain, Conn.

S. R. Brown, S. G. Brown, 2 Burling Slip, New York.

B. Balbin, Jr., Balbin Bros., 43 John St., New York.

Geo. Boiko, Lincoln & Ulmer, 75 Warren St., New York.

J. B. Back, Suarez, Crespo & Back, 152 Front St., New York.

Louis Beringer, Surbrug & Co., 296 Central Park, West, New York.

E. A. Cooke, Bonilla & Cooke, 87-89 Pearl St., New York.

Jose M. Cuyar, A. Diaz & Co., 11 Cliff St., New York.

I. Cline, E. Regensburg & Sons, 164 Canal St., New York.

F. H. Cantwell, M. Melachrino & Co., 214 W. 47th St., New York.

Maximo Caras, Ortis & Caras, 2 Stone St., New York.

Natl. Chayes, Phillip Morris Co., 402 W. Broadway, New York.

S. J. Devoe, Larus Bros. Co., 143 Liberty St., New York.

Roman Dobler, V. Guerra Diaz & Co., 54 Broad St., New York.

J. Dublon, Jose Lovera Co., 81st St. and East End Ave., New York.

Wm. Dick, Y Pendaz & Alvarez, 209 Pearl St., New York.

R. M. Ellis, M. Melachrino & Co., 214 W. 47th St., New York.

Maurice Elias, Calixito Lopez & Co., 180 Water St., New York.

John Escales, M. S. Arrue & Co., 1 Front St., New York.

Dave Echemendia, 3 Park Row, New York.

R. M. Flesher, Geo. L. Storm & Co., 180th St. and St. Nicholas Ave., New York.

B. Ficklen, Endorso Cigar Co., 90 Wall St., New York.

O. Friedman, Surbrug & Co., 1157 44th St., Brooklyn, N. Y.

E. Friedman, E. Regensburg & Son, 164 Canal St., New York.

M. Ferguson, M. Melachrino & Co., 214 N. 47th St., New York.

L. Golovine, 226 Canal St., New York.

J. D. Gernsheimer, F. Lozano, Son & Co., 100 William St., New York.

Sol. M. Gans, Max Gans & Son, 191 Water St., New York.

J. Greenfield, 861 15th St., Brooklyn, N. Y.

Carlos Garcia, Carlos Garcia & Co., 39 Beaver St., New York.

N. Greenwald, E. H. Gato Cigar Co., 203 W. Broadway, New York.

W. H. Hamilton, 42 East 28th St., New York.

Chas. H. Hilkenbach, United States Tobacco Co., 431 16th St., Brooklyn, New York.

John H. Howell, Solomon Bros. & Stern, 17 Burling Slip, New York.

Chas. L. Hood, Waldorf-Astoria Cigar Co., 340 5th Ave., New York.

H. Jacoby, American Exchange Cigar Co., 1059 3rd Ave., New York.

Ed. P. Jeffreys, 65 Lincoln Ave., Newark, N. J.

Henry Jacobs, M. S. Arrue & Co., 1 Front St., New York.

Walter W. Jacobs, G. L. Storm & Co., 878 Macy Place, Bronx, New York.

Chas. Kohlberg, E. M. Schwarz & Co., 37 W. 84th St., New York.

Karl Kirchner, Carlos, Garcia & Co., 1123 Broadway, New York.

W. W. Kohlberg, Cayey, Caguas Tobacco Co., 133 Water St., New York.

Louis Krause, Surbrug & Co., 216 East 115th St., New York.

S. Kalfon, Sam H. Harris, 1160 51st St., Boro Park, Brooklyn, N. Y.

J. Littman, Martinez Havana Co., 170 E. 111th St., New York.

Wm. H. Ligety, 178 Water St., New York.

A. Loeb, 79 W. 127th St., New York.

E. J. Lubowitz, 65 Grand St., New York.

A. R. Lyons, Durlach Bros., 171 Front St., New York.

M. S. Levy, Sam'l I. Davis & Co., 25 W. 44th St., New York.

Ed. W. Lockwood, Robt. E. Lane, 115 Broadway, New York.

Jos. Martin, V. Guerra Diaz & Co., 54 Broad St., New York.

A. McTammany, Tobacco Publication, 150 Nassau St., New York.

Fred D. Marsh, M. H. Yracheta, 12 Fulton St., New York.

H. W. Noble, M. Melachrino & Co., 214 W. 47th St., New York.

E. P. Oakes, Cuba Cigar Co., 3 Park Row, New York.

Max Prochaska, Francisco Bolano & Co., Gansevoort and W. 13th St, New York.

M. Polowe, Josephson Bros., 871 Home St., Bronx, New York.

(Continued on page 22)

A GROUP OF MEN WHO "DO THINGS" IN THE TOBACCO WORLD.

Snapshot taken of Members of the Independent Tobacco Salesmen's Association of America, assembled in Terrace Garden, New York City, where the foundation for many future years of Co-operation and Mutual Aid and Assistance was laid

One of the Important Results of This Gathering Was the Appointment of a Publicity Committee, Invested With Authority To Co-operate With the National Leaf Dealers' Association In the Selection of a Publicity Agent, for the Securing of Space in the National Press, Recording the Doings of Allied Independents and All Other Interesting News-Items Dealing With the Life and Purpose of the Association.

New Year Cigar Trade Commences Briskly in Windy City

"Business is Splendid," Says University Cigar Co.

CHICAGO, January 11, 1912.

THE University Cigar Company, at Lake and Dearborn streets, deserves all the credit that can be given them. The location which they are in was known as a dead hole.

Rumors were they had picked a lemon, which proved to the contrary.

They are doing a splendid business since opening this store; they have also gone into the manufacturing business.

The "Ben-Bur," is a big success with them, made in eight sizes.

J. L. Schenck, has left for Detroit.

Mr. Charles Altschule, who has been in the manufacturing business for a good many years, has sold out to C. Waldbott & Company, a local manufacturer.

He intends going to Florida to take care of his father's business.

His father at one time was a prominent cigar manufacturer here.

John J. Dolan, after building up a substantial business in the Quincy and Fifth avenue store branch, had to vacate on account of building to be torn down. He intends opening up a new store some time this month at 61 E. Van Buren street. (The Atheneum Building.)

Sam Marco, located at Fifth avenue and Adams street, has vacated on account of building coming down, to be replaced by an eight-story fire-proof building. On the completion he expects to be back in the same location.

G. W. Faber, Inc., located in the building formerly known as the Cosmopolitan Bank Building, are to move to the Harvester Building. The building to be torn down.

Billy Waldman states they intend to have a more modern place and extends an invitation to the trade to look them over.

Ed. Klein, has formed a corporation to be known as the Klein Cigar Company.

Paul Smith, assistant manager of the Franklin MacVeagh cigar department, has tendered his resignation to travel for Sig C. Mayer, of Philadelphia, traveling the Middle West. Here's luck to you old boy.

Harry Young, of McNeill & Higgins, has been engaged to fill the vacant chair.

W. D. Fleak has returned from the conference of division managers, held in New York City. With the help of his assistants the "Pall Mall," and the "La Marquis" are to be the shining lights.

L. O. Rand, has resigned his position as division manager of the American Cigar Company to represent E. M. Schwarz & José Lovera & Company, with headquarters in Chicago.

Julius Erenberg, 1309 W. 14th street, was fined $25.00 and costs for running a gambling game in connection with his cigar store.

The health department in Chicago is considering the complaints of the trolley motormen in regard to smoking in the vestibules of street cars. Many of the motormen complain that the vestibule is constantly filled with smoke, which they are compelled to breathe, resulting in severe headaches which handicap them in their work.

R. E. Cook, has purchased the Irving Cigar Company store, 117 South La Salle street, of which Irving Halpern was the owner. Cook's McCormick branch has been closed temporarily until the annex is connected, at which time he is to have a space in a more prominent place of the building.

A. B. THOMPSON.

The Editor's Letter-Box

January 2, 1912.

Editor TOBACCO WORLD.

Dear Sir:—Kindly furnish us the addresses of manufacturers who make small cartons and oblige,

Very truly yours,

THE LITTLE PET STOGIE CO.

Answered by letter.—Editor.

DETROIT, MICH., January 4, 1912.

Editor THE TOBACCO WORLD.

Dear Sir:—Being a subscriber of your paper and in the cigar brokerage business, I take the liberty of writing you, asking that you send me a list of names of factories that manufacture cheap Pennsylvania union made cigars, that I may communicate with them in reference to selling their cigars in the territory that I cover.

Hoping you will favor me with as early a reply as possible, and thanking you for the same, I remain,

Yours respectfully,

JOHN C. STAHL, SR.

Answered by letter.—Editor.

LOS ANGELES, CAL.

Editors TOBACCO WORLD.

Can you inform me of a good candy line, also a good pipe line, to work on a commission basis?

Very truly yours,

M. BURKE.

Answered by letter.—*Editors.*

Salesmen's Meeting

Continued from page 20

Jesse G. Powell, P. Pohalski & Co., 18 Laight St., New York.
L. Rieders, Carl Uppmann, 2080 Daly Ave., Bronx, New York.
S. Rosenblum, E. M. Schwarz & Co., 1474 Brook Ave., Bronx, New York.
B. Raap, Porto Rico Cigars, 61 Beekman St., New York.
A. D. Scholz, S. G. Brown, 36 Gold St., New York.
D. S. Saqui, S. Saqui Co., 209 E. 49th St., New York.
Henry Spies, Jacob Stahl, Jr., 705 Broadway, New York.
R. D. Swain, Surbrug & Co., 101 W. 83rd St., New York.
Gus. Stubenvoll, Y. Pendaz & Alvarez, 209 Pearl St., New York.
B. Sommerfield, Mendal & Co., 202 E. 100th St., New York.
F. Sullivan, R. A. Bachia & Co., 83 Walker St., New York.
Max Silverthan, 149 Manhattan Ave., New York.
J. M. Strasser, 155 Leonard St., New York.
W. H. Streeter Fernandez & Co., Tampa, Fla.
Ad. M. Seckbach, Francisco Bolano & Co., 187 N. Clark St., Chicago, Ill.
S. Turner, Turco-American Tobacco Co., 309 Penna. Ave., Brooklyn, N. Y.
D. H. Thistle, Berrman Bros., 1170 Broadway, New York.
H. Table Porter, Surbrug & Co., Hoboken, N. J.
Wm. V. Vaughn, 601 Broadway, New York.
Wm. Vogel, Retail Tobacconist, 1931 Broadway, New York.
J. Y. Wilkens, Streeter, Fernandez & Co., 56-58 Pine St., New York.
R. A. Winters, M. Melachrino & Co., 214 W. 47th St., New York.
Carl Werner, Tobacco Leaf Pub. Co., 86 Beaver St., New York.
Harry Zeamans, 98 Morningside Ave., New York.
Louis Cahn, E. M. Schwarz & Co., 81st St. and East End Ave., New York.
H. J. M. Green, S. Hyman, Ltd., 161 Pearl St., New York.
Herbert Jacoby, Waldorf-Astoria Segar Co., 340 5th Ave., New York.
D. Emil Klein, E. M. Schwarz & Co., 81st St. and East End Ave., New York.
Leo M. Lehman, E. A. Klein & Co., 148 Water St., New York.
Chas. J. Lederman, Metropolis Cigar Co., 80 Pine St., New York.
I. Stein, American Exchange Cigar Co., 1059 3rd Ave., New York.
C. Parsells, Salvador Rodriguez, 130 Water St., New York.
L. Roseno, Roseno Bros., 331 4th Ave., New York.

FROM THE TOBACCO WORLD BUREAU, 910 HARTFORD BUILDING, NEW YORK.

Annual Dinner of the A. T. Pipe Sales Force

ON Wednesday evening, December 27, at Rector's, the Pipe Department of the American Tobacco Company gave its annual dinner to the sales force. Those present were John Glossinger, Edmund Janeway, W. C. Bastian, Charles Scheuer, Edward Haas, A. J. Silberstein, C. T. Arrison, H. Wyman, J. Mainzer and E. J. Berliner.

To print the menu would be equivalent to the listing of all the good things the market affords. All present were strong temperance advocates, yet when the dinner ended a conspicuous feature of the room was the silent, but accusing, long row of "empties" against the wall. A still much mooted question is, where did the joyous fluid go to? It might not be out of place, here, to say that a strong flush mantled the cheeks of eleven pipe men as they filed out of Parlor A, in the wee sma' hours. This latter condition was, of course, caused by the heat of the room.

The annual dinner not only brings the boys together for a good time, but results in discussions and suggestions that work for the good of both customer and salesman. All-around improvement was the keynote of all speeches. Each man was allotted a ten-minute period for speech-making, and it is needless to state that the Demosthenes of the evening was J. Mainzer, known to fame as King Pinochle.

Standing toasts were drunk to Mr. R. B. Dula, John Glossinger and "The Line." The new Manhattan line is such as to create the enthusiasm of all concerned, and coupling this with the spirit of the sales force the Manhattan brand should have its banner year in 1912.

Powell Joins Merriam Forces

SIDNEY POWELL, who severed his connections with P. Pohalski & Co. on the first of the year, has joined the sales forces of J. W. Merriam & Co.

Mr. Powell has always borne the reputation of being an energetic, aggressive and capable salesman. He has an unlimited circle of customers in the Metropolitan district, whose confidence he has gained by fidelity and close attention to their wants. In his new connection Mr. Powell will cover New York City and the adjacent territory and other sections in the east. Both parties to the contract are to be congratulated upon the new connection.

Senor Rodriguez Coming to N. Y.

SENOR PEPIN RODRIGUEZ, the manufacturer of the Romeo & Julietta cigars, who has been spending some time abroad, left Cherbourg on January 11th and is due to arrive in New York on the 17th. He will spend several days in the Metropolis, conferring with Wm. T. Taylor, who is the United States representative for the well known Cuban brand. Senor Rodriguez will probably reach Havana before the first of February.

Henry Esberg Goes to Egypt

ON Saturday, January 6th, Henry Esberg, of the M. A. Gunst Co., bade farewell to business cares and sailed for Egypt, accompanied by Mrs. Esberg.

Mr. and Mrs. Esberg will spend three months in the Orient.

Many friends of this popular gentleman and his estimable lady were present at the dock to bid them "Bon Voyage and a Happy Return."

Veteran Cigar Salesmen Form New Company

HARRY PROCHASKA, A. Scholz and William H. Norden, three of the best known cigar salesmen in the Metropolitan district have joined forces and organized a cigar selling company which will be known as the Merano Sales Company.

The firm will have special brands made for them of which they will have complete control. The leading label will be the Merano. Harry Prochaska, who is at present New York representative for Streeter Fernandez & Company, of Tampa, Fla., will retain that position in conjunction with the new business.

A. D. Scholz, is one of the veteran salesmen in the city and has long been connected with the cigar manufacturing firm of T. S. Brown.

William K. Norden has been with some of the largest concerns and has resigned a lucrative position with Carlos Garcia & Brothers, in order to enter the new firm.

All of the members are very popular, and the best wishes of the trade accompany them in their new venture.

Edgar J. Stachelberg, was one of the prominent trade visitors to the Metropolis during the past fortnight. He made a brief stay in New York, attending to important business matters, and returned to Tampa, Fla., several days ago.

Phillip Morris Family Enjoyed Ball

THE Mutual Aid Society composed of the employes of Philip Morris & Company, gave their annual ball on Friday evening January 5th, at the Murray Hill Lyceum. All of the large Philip Morris family were in attendance, and they tripped the light fantastic unto the wee small hours.

The large crowd in attendance had a glorious time, and voted the affair one of the most enjoyable in the history of these popular events.

The East Hartford Tobacco Storage Corporation has been incorporated at East Hartford, Conn., by Daniel E. Bidwell, Charles C. Hammer, Alford E. Kilbourne and George A. Billings.

Late New York Notes

Arthur Harms and John Davis, of the Peter Hauptmann Tobacco Co., of St. Louis, were among the trade visitors to the Metropolis during the past fortnight.

While here they called on a number of houses which they are associated with. They have closed one of the most successful years in the firm's history, and they anticipate an increase during 1912.

S. Goldsmith and F. Lesser, of L. Goldsmith & Brothers, of Pittsburg, Pa., called on the New York manufacturers during the past few days and were royally entertained by their numerous friends in the trade.

Jesse Powell, who covers a wide and varied territory for the First Counsul house, is starting out on his initial trip for the year. He will make all the large points in the Middle West, his first stop being Detroit, Michigan.

Mr. Powell has just closed a very satisfactory year, and looks forward to even better business during the present year.

Charles Landau, who represents H. Upman & Co. in the United States and Canada, sailed for Cuba on January 13th over the Ward Line, taking the steamer Saratoga.

Mr. Landau states that fall business was eminently satisfactory and he is much gratified with the increased demand for imported goods in Canada and British Columbia.

The Oasis Cigar Store, New York City, Weinberg & Fresco, has passed out of existence, giving way to the loop over Park Row and the Brooklyn Bridge.

The firm style of the Bedell Leaf Tobacco Company, 10 Chatham Square, New York City, has been changed to that of A. A. Greenwald, and Mr. A. A. Greenwald is now its sole proprietor. The house was founded by Herman Codell in 1842 and succeeded by the Bedell Leaf Tobacco Co. in 1900. The business has been conducted at the same address since its inception, with Mr. Greenwald president since 1906.

Fred J. Davis, Samuel I. Davis & Co., left for Tampa on January 8th, and will spend three months in that city. This extensive stay was necessitated by the fact that Mr. John Levy, the manager of the factory at Tampa, is going to pay a visit to his parents at Hamburg, Germany, and be gone about eight weeks.

A reorganization is taking place in the firm of Leonard Friedman & Co., importers of Sumatra and Havana, 203 Pearl street, New York City. Max Adler retires from the firm, and the business will be carried on by Louis Cantor, Sr., and his son and namesake. The firm is among the oldest in its line in the city.

Murray Bennis, one of the popular members of the selling staff of G. W. Faber & Co., has been suffering from a severe attack of pneumonia for the past two months, and been unable to call upon his friends in the trade. Mr. Bennis has been spending the past few weeks at Lakewood, N. J. His friends hope that he will speedily recuperate at the health-giving New Jersey resort.

The firm of Leonard A. Cohn & Co., leaf packers and importers, Water street, New York City, has been incorporated and is now composed of the following members: Leonard A. Cohn, E. A. Kerbs and Julius Lichtenstein. It will continue in business along the same lines as heretofore.

C. F. Mason, formerly with the American Tobacco Company, has accepted the position as head of the scrap department of the P. Lorrillard Co., New York City, of which he is a director as well. Mr. Mason is also vice-president of the Luhrman-Williams Tobacco Co., and is one of the most active and energetic business men in his field.

Col. Alvaro Garcia, of Garcia & Vega, left for Tampa last week. He will spend several days at the firm's headquarters in Tampa, and return with Mr. Vega, who is at present in the southern cigar city.

Val Keogh, Vice-President of John W. Merriam & Co., returned to New York from his Fall trip, a few days preceding the New Year. He stayed in New York only a few days, and then started out on an extensive trip through Western New York and the large points in the Middle West. Mr. Keogh will probably be gone ten weeks or more. He reports having had a most satisfactory Fall business and anticipates an unusually heavy Spring trade.

Immediately after the first of the year the sales staff of the Acker Merrall & Condit Co. started upon the warpath with the renewed determination to surpass their previous sales records.

A. Osterloh, Jr., covers Pennsylvania and Greater New York; F. L. Snedeker, New Jersey, Connecticut and also New York; George V. Moore, Long Island, Massachusetts and part of Connecticut; C. C. Dunbar, of Boston, looks after the A. M. & C. interests in Chicago and the Middle West.

The city staff consists of Wm. U. Osborn, who looks after the club trade, and E. A. Higgins, Chas. C. Ellis and J. J. Kiernan, who calls on the hotels and retailers.

Among other prominent people who sailed for Cuba on the steamship Saratoga were Mr. H. B. Hyman, of Hyman, Ltd., Montreal; George Thomson, of George Thomson & Brothers, Montreal; Mr. M. Landau, of the Henry Clay Bock Co., New York; Mr. H. Stearn, of New York. Mr. Stearn was accompanied by his wife and Mr. W. J. Chubb and wife, of Winnipeg. Mr. Chubb is one of the largest distributors of high-grade goods in the extreme Northwest, having two stores in Victoria, B. C., and several stands in Winnipeg, including the hotel stand at the C. P. R. Hotel in Winnipeg.

The parties from Canada spent several days in the metropolis previous to the day of their departure, and while here called on the various houses with whom they are connected in business.

Ludwig Lasker, the Southern representative for the M. A. Gunst Co., who has been spending the past month at the firm's headquarters in New York, will leave within a few days for a trip through his extensive territory. Mr. Lasker has closed a very successful trip, opening up a lot of new distribution for the Van Dyke brand. Mr. Henry Esberg, who spent several weeks in Tampa, has returned to New York. Preston Herbert, who recently joined the M. A. Gunst forces in the capacity of sales manager, is at present in Tampa. Mr. Lawrence Gunst, who looks after the factory end of the M. A. Gunst Co., spent a few days in New York during the month of December.

Golden Anniversary of E. M. Schwarz

REACHING the Half-Century mile post upon the path of Commerce, having guided the destinies of the concern of which he is the parent and founder to that eminent position it occupies today, Mr. E. M. Schwarz, on Tuesday evening, January 2nd, celebrated the golden anniversary of his business career with a sumptuous banquet at Rector's, which was attended by his associates, lieutenants and a number of personal friends.

What the feelings of the celebrator were as he sat at the head of the table, when his memory drifted back to those fifty years of well-repaid efforts, it would be difficult to describe; for it rarely falls to the lot of man to mark two-score and ten years of a hustling, progressive activity, and have neither constitution nor mind impaired by the grind.

With body firm, mind clear, and spirits young, Mr. Schwarz sat at the head of the festive board, and there was not a prouder man in the nation than he upon whom were showered tokens of gratitude and respect by his many associates, employees and well-wishers.

The private room wherein the banquet was held was handsomely decorated, and a large-sized portrait of Mr. Schwarz wreathed in flowers occupied a prominent position.

Louis Cahn, the secretary of the company, acted as toastmaster, and occupied that difficult post with all the ease and grace that denotes the seasoned after-dinner campaigner.

Among the speakers were D. Emil Klein, president of the company; Jose Lovera, vice-president of the Lovera Co.; E. D. Klein, John Bain, Jr., Donald McKellar, Sol Rosener, W. P. Bushell, Philip Emler, J. S. Lyons and Milton Cohen.

President Klein paid a glowing tribute to the business principles of Mr. Schwartz. He told in a very interesting way of the firm's history, and the various important stages that marked the advancement and progress of this prominent house. Mr. Klein stated that it was his ambition to emulate as nearly as possible the splendid example which had been set by Mr. Schwarz.

Donald McKellar, who came from Seattle, Washington, for the express purpose of attending the celebration, is the dean of the E. M. Schwarz selling forces. With much feeling he spoke of his many years of agreeable and profitable association with the firm of Mr. Schwarz.

Senor Jose Lovera, who is a Castillian Cavalier of the old school, paid his compliments to the celebrator in a Spanish speech, which was translated into the King's best English by one of the linguists present.

The other speakers displayed much feeling when they related their pleasant experiences as members of the Schwarz family.

Many telegrams, congratulatory messages and tokens of esteem were received from all sections of the country.

Arriving in this country, back in the fifties, when the cigar industry was in its infancy, Mr. Schwarz, who was then a youth hardly out of his teens, encountered all the obstacles which beset the path of the foreign-born youngster who comes to these shores without friends or influence, but the same self-reliance and confidence that have been the vehicles which carried him to success manifested themselves at that time. We find this youngster at the age of fourteen, struggling hard at a four-dollar-a-week job, but the ambitious energetic Schwarz by the hardest and most persistent efforts, combined with the strictest economy, saved enough after a few years to start in business for himself.

On January 1, 1862, the banner of E. M. Schwartz was

flung unto the breeze, and there it waves today. The little shop of those days has developed into that giant concern which at the present time operates factories at New York; Tampa, Florida; Key West, Florida; Wilmington, Delaware, and Oakdale, Long Island, employing thousands of men, and producing varied grades of cigars which have a distribution in every nook and corner of the United States.

Whitehead Building up Fine Trade

W. B. WHITEHEAD, who took possession of the stock in the building at 74 Broadway several months ago, is making quite a success of the place. He has years of experience as a salesman and is rapidly gaining friends in that busy locality.

In imported brands he features "Bock", "Belinda", "Carolina", "Eden", "Hoyo de Monterrey", "La Barcelonesa", "Manuel Garcia", "Romeo and Julietta", "Partagas" and "Upman".

In domestic brands a large assortment of the following brands is shown at this stand: "American", E. Regensburg & Co.; "Van Dyck", M. A. Gunst; "Webster", Y. Pendas & Alvarez; "Mi Favorita", Park & Tilford; "La Duse", Corrall Wodiska & Co.; "Flor de Lovera", Jose Lovera; "Rigoletto", E. A. Kline & Co., and the charter and original brands made by E. M. Schwarz & Co., and "Roi Tan", G. W. Faber & Co.

In cigarettes Mr. Whitehead features Benson & Hedges; Melachrino & Co.'s products, "Deities", and others.

Acker, Merall & Condits Get More Stands

ON the first of the year the Acker Merrall & Condit Co. took over the two cigar stands at Fleischman's Cafe, 42nd street and Broadway. One of the stands is situated in the cafe and the other in the rathskeller.

Duncan and Moorhead to Distribute Luxellos

Will Control Popular Nickel Cigar in the Philadelphia Territory

ARRANGEMENTS have just been completed by Luckett, Luchs & Lipscomb, cigar manufacturers, with Duncan & Moorhead, Inc., whereby the latter firm become sole distributors of the "Luxello" 5c. cigar in Philadelphia territory.

Up to the first of the year, the Philadelphia market was sold directly from the factory, but owing to the growth of the business on "Luxellos'" in other parts of the country, and the inability of the firm to give the local market all the attention it needed for development, it was thought best to retire from the sales end in this territory and turn it over to a firm which has a well-established reputation and ample facilities for the expansion of the business.

It is the intention of Duncan & Moorhead to establish a special "Luxello" department, employing a number of salesmen who will devote their time exclusively to the sale of this cigar in Philadelphia, Eastern Pennsylvania, New Jersey south of Trenton, and the State of Delaware. In this territory, Duncan & Moorhead have long been prominent factors in cigars, especially the distribution of their 10c. clear Havana cigar, "Marcello."

The new arrangement will permit Luckett, Luchs & Lipscomb to develop their business with jobbers and distributors in other territories on a more extensive scale. Monroe Luchs, of the firm, is now in the West keeping in touch with the big distributors and arranging for the opening of new accounts. He will make his headquarters at Chicago.

It is understood that the firm will concentrate their manufacturing end hereafter at their factory in Gilbertsville, Pa., and close their Philadelphia plant, maintaining only an office and warerooms here.

Winners of "Five of Harts" Contest

THE puzzle contest, recently conducted by T. H. Hart & Co. in connection with an advertising campaign on the "Five of Harts" cigar, aroused much interest locally and throughout Pennsylvania. The contest involved a correct solution of the defects in the display card advertising the "Five of Harts", and the prizes were awarded as follows: First Prize, $50, George W. Brady, Carlisle, Pa.; Second Prize, $25, G. W. Townsend, Philadelphia; Third Prize, $10, to the Griffith Stores, Philadelphia.

Philip Verplank, of Verplank & Company, cigar manufacturer of Tampa, Fla., was booking orders in Philadelphia last week.

George Knodt Joins Cores-Martinez Co.

THE organization of the Cores-Martinez Co., Philadelphia, has been considerably strengthened by securing the services of George Knodt, who will hereafter direct the managing end of the business. Mr. Knodt is an expert manufacturer and knows the business in its every detail. His long connection with S. R. Moss & Co., of Lancaster; the Theobald & Oppenheimer factory in New York, and his connection with E. M. Schwarz & Co., and more recently with Louis Heitman Co., Dayton, O., have given an experience which qualify him admirably for his new duties.

It is understood that Mr. Knodt has taken a financial interest in the Cores-Martinez Company and will be elected an officer of this company at a meeting to be held in February.

Bayuk Brothers Close Successful Year

BAYUK BROTHERS have closed their most successful year on the "Havana Ribbon" brand and have already perfected lines to secure an increased distribution for 1912. During the entire year of 1911 they were oversold but having increased their facilities for production they hope to take prompt care of the additional business this year.

Mr. Samuel Bayuk left for Havana, Cuba, on the 2nd, for the purpose of securing a choice lot of Havana tobacco. He found the market scarce on the quality required, there being only about 2000 bales available, he succeeded in securing 1000 of the lot and expects to procure the balance before he returns.

Wm. Deiches & Company, of Baltimore, Md., have largely increased their weekly shipments of the "Havana Ribbon" as have Ehrman Brothers, of San Francisco, and McDowell, Britton & Cheadle, of Frankfort, Ind.

Quite a number of jobbers on the "Havana Ribbon" have requested contracts guaranteeing them a stipulated delivery each week for 1912; they seek this protection owing to the fact of being unable to procure the requisite quantity during the past year.

Frank B. Stanton has rounded out his first year as local sales manager and the immense increase in the local distribution testifies in an eloquent manner to the excellent work being done by him and the men under his direction.

Gumpert Bros. have closed a successful year with "Full Weight" cigars. The brand has been placed with numerous firms at prominent points throughout the country. With the commencement of the new year they are planning to feature prominently their high grade "La Morena" brand.

Quaker City Items

HARRY BOBROW, of Bobrow Bros., is spending a short vacation in New York.

It has been a busy season with this firm and when the sales totals for 1911 were ascertained they showed the business on their "Bold" brand had just tripled all previous years' records.

Jose Alvarez, clear Havana cigar manufacturer at 58 South Second street, left on Saturday last for a visit to Cuba, where he will make some further selections of leaf. The demand for their "Alvara" and "El Delerio" brands during the holidays was so strong that their large stock was entirely exhausted, with scarcely a full box remaining on the shelves.

A branch warehouse is being opened at Hagerstown, Md., by J. Harvey McHenry, the well known manufacturers' agent. It will be in charge of C. E. Biersing, and a line of all goods handled in this city will be found in stock at Hagerstown.

H. Belestotsky, manufacturer at 46 North Third street, will soon remove to new quarters, but is not as yet prepared to announce a new location.

Harry Dobbins, formerly with the United States Tobacco Co. at Richmond, Va., is a visitor in this city this week. Mr. Dobbins has formed a connection with the Falk Tobacco Co., and will continue to visit the trade in his former territory, viz.: Baltimore, Washington, parts of Virginia, West Virginia, North and South Carolina.

John H. Boltz, of Boltz, Clymer & Company, left Philadelphia yesterday for Tampa where he will visit the Boltz-Clymer factory. He also expects to go to Cuba before returning to Philadelphia.

Charles Jacobs, representing Carlos, Fernandez & Company, paid Philadelphia a visit last week, and did a nice business in Manila goods manufactured by this firm.

C. Heilpern, vice-president of F. Villar & Company, New York and Porto Rico, made the rounds of the Philadelphia trade recently.

J. G. Atherholt, 111 South Broad street, Philadelphia, is featuring the "Don Julian" cigars, made by E. G. Perez & Company.

D. Harry Moulsdale, representative of the Sanchez & Haya factory, stopped off in Philadelphia last week, long enough to tell some of his friends about his gunning trip in Virginia during the months of November and December.

The "Lukos-Smokers," a nickel cigar made by S. Wolf's Sons, Key West, is a new line for the Finley Acker stores.

F. C. Gales, secretary and treasurer of Henry Clay and Bock & Company, was renewing acquaintances among the trade in Philadelphia last week.

The Theobald & Oppenheimer Co. tendered a dinner to its factory heads on Saturday, January 6th, which was a big success.

H. N. Goldsmith & Co., on January 1st, took on the product of the Marcus Feder Cigar Co. and have control of Philadelphia and vicinity for same.

E. M. Davis, New England representative of Antonio Roig & Langsdorf, was in Philadelphia during the past week conferring with the factory and laying plans for the extension of the business in his territory during the coming year.

Superintendent Holland, of the cigar factory of S. H. Durstein, Wilmington, Del., was in Philadelphia during the past week looking over the leaf market and laying in supplies. Mr. Holland reports that his factory is running full-handed to meet the growing demand for their popular five-cent cigar "Sen-Auben" and their ten-cent cigar "Flor de Durstein." In their new factory building the firm have ample facilities for the expansion of their business and are laying plans for big things during the coming year.

Jeitles & Blumenthal, Ltd., having completed a year which shows the biggest production in the history of their business, and having a big volume of orders on their books for 1912, are optimistic over the prospects for business. All their factories are now running full-handed.

Eisenlohr's Move Into New Quarters

OTTO EISENLOHR & BROS., now located at 940 Market street, have leased the property, 932-34 Market street; 940 Market street has been occupied by this firm for about thirteen years, and although the premises 938 Market street were added several years ago, the rapid growth of the business, especially on their well-known "Cinco" brand, has made present quarters entirely inadequate, and has necessitated the securing of a larger building, in which will be located the executive offices of the firm, and various other departments of the business. It is expected that the new quarters will be ready for occupancy about the first of next April.

The "Cinco" brand is steadily growing in popularity, and it is still impossible to offer these goods in a considerable part of the country, as the present output is being entirely absorbed by the trade in the territories in which this brand has been introduced.

Latest News From York

George W. McGuigan, trustee for the creditors of E. S. Sechrist, at Dallastown, is working energetically to get the affairs into shape for an early adjustment. It is expected that a composite settlement may be made and it is not improbable that Mr. Sechrist will resume business.

D. Frank Kaltreider has taken an interest in the cigar business of W. J. Neff & Company, at Red Lion. Mr. Neff, however, will continue in the active management of the factory. Business for this year looks very promising.

J. W. Minnich, of Dallastown, who has been ill since Christmas, was at his office one day this week, but the inclement weather is again confining him to his home.

There were a number of tobacco salesmen out this week. Among the familiar faces were D. E. Salomon, with Louis P. Sutter & Bros.; Dave Kalberman, with Joseph Hirsch & Son; Tom Wheeler, with S. Rossin & Sons, all of New York.

H. F. Kohler, cigar manufacturer at Nashville, who has taken office as Register of Wills, has appointed his son Clarence Kohler, a clerk in the department. Young Kohler is a business college graduate and will no doubt make good.

Lull in Business after Holiday Rush in San Francisco

SAN FRANCISCO, January 5th.

AS had been expected, the two or three days before Christmas brought out an enormous rush of business for the San Francisco retailers, and left them unusually well cleaned out. The few days following were naturally quiet, but by New Year things picked up again. Since then, though there is no special activity, business has been a little better than the average for this time of year, the clear, cold weather being rather favorable. It has been a disagreeable time, though for the majority of retailers, who conduct open stands and have no adequate means of keeping their premises warm.

Reports from outside towns indicate a good holiday box business all over the Coast, and jobbers accordingly look for a good movement this month. The outlook for the year as a whole is considered extremely favorable. The rapid settling-up of the agricultural districts is causing a tremendous expansion in interior towns, and this tendency is receiving every possible encouragement from the larger commercial and manufacturing interests of the Coast, who are exerting themselves with a more unanimous spirit for the advancement of the Coast than ever before. Locally, the principal danger will be the increase of retail competition by persons of doubtful responsibility, but the jobbers have long been educated to be on their guard against this trouble.

Considerable interest is taken by the Coast trade in the reorganization of the Gunst interests, which, though it does not directly affect their methods or policies on the Coast, has caused some formal changes in their various branches. The consolidation of the Gunst interests all over the country under the name of M. A. Gunst & Co., Inc., has caused the dissolution of the M. A. Gunst Cigar Company, Seattle, and M. A. Gunst & Co., Spokane, Wash., and the filing of new articles of incorporation at Portland, Ore. No changes whatever are contemplated in the personnel on the Coast.

The reorganization of various branches of the old American Tobacco Company has caused several formal changes on the Coast, including the appointment of W. J. Epes, formerly in charge of the "Star" plug department of this territory, as manager of the plug, fine cut and scrap tobacco business of the Liggett & Myers Tobacco Company, covering the entire Coast, including Arizona, Nevada and Idaho. Mr. Epes will make his headquarters in the John Bollman Company's building. H. Lowenstein has been given the management of the P. Lorillard Company's Coast business.

With the new year, several new brands are being taken up by various jobbers, who are now making arrangements for advertising both the new acquisitions and the old staples. As far as is known at present, most of the new goods are 5c. cigars, the clear Havana situation remaining about as before.

H. L. Judell & Co. are preparing to introduce two new 5c. lines, and have also taken up a Porto Rico cigar under the "Rendezvous" brand.

Several high-class retail cigar stands will be opened in this city within the next few months. Bert Jones has taken the stand in front of the new Terminal Hotel, which will be elegantly fitted up, and expects to have one of the best establishments on lower Market street. The cigar privileges of the new Hotel Sutter, at Sutter and Kearny streets, which will be opened shortly, have been taken by a Mr. Glynn, who will install a stand inside the lobby. M. Rapheld has leased the stand formerly occupied by Sig. Cahen, on Ellis street near Market. A fine new stand in Oakland will be that of B. & L. Bercovich, who have taken the corner of the Central Bank Building at Fourteenth street and Broadway, considered one of the best locations in that city.

Arnold Pollak, a prominent local cigar broker and manufacturers' agent, moved on the first of the year to larger quarters at Rooms 715-721 Merchants' Exchange Building, which will give him much better accommodations than he has had since 1906. Mr. Pollak gives an extremely satisfactory report of the past year's business, and expects to surpass all records in 1912.

I. Danziger, representing the "La Yebana" Manila cigar in the United States, recently received a letter from A. Dettermann, manager of the "La Yebana" factory, stating that he would arrive in New York early this month, to remain there for some time. Mr. Dettermann wrote from England.

Word has been received of the arrival in Manila of E. M. Elam, the local agent for "La Giralda" Manila cigars, and A. Ehrman, of Ehrman Bros. & Co.

Ehrman Bros. & Co. are giving a lot of attention to several of their lines, and report exceptionally good results with the "Pippin," a popular 5c. line made by H. Traiser & Co., of Boston, and the "Havana Ribbon."

F. W. Wallace, traveling for the Hoffman-Moore Company, returned early this week from a trip through Northern California, where he found the trade generally encouraged, and took a very satisfactory bunch of orders.

H. D. Miller, of the Frishmuth & Bro. Company, is conferring with W. I. Pixley, the Coast representative, regarding the work to be done on the Frishmuth lines during the year. Mr. Pixley expects to leave in a day or two for Los Angeles, and will go East before returning.

Chas. Sichel, who covers Northern California for S. Bachman & Co., is just recovering from a severe illness, and hopes to be on the road again within a week or two.

Frankel, Gerdts & Co., local manufacturers, report a highly satisfactory year, their capacity being crowded at all times, and notwithstanding their increased facilities they were unable to take care of all the business offered in holiday packages.

ALLEN.

Factory Notes

W. S. Campbell, Duluth, Minn., has opened a new cigar factory in First street, in the Hansen Building, near the bridge. He was formerly in the employ of Fred Nicolai, on Maebree.

The employes of the Frank P. Lewis Cigar Factory, of Peoria, Ill., assembled the other day, and, represented by a spokesman and a committee, they presented Mr. Lewis with a magnificent chair, accompanied by a well-worded speech, showing the high respect and esteem in which he is held by all his employees.

A. Taylor, owner of cigar factories in Detroit and Spokane, Wash., is in Anderson, Ind., looking for a location to start his third factory. He believes the electric lines coupled with the steam roads, make an excellent distributing point of Anderson, and the deal has practically been closed for leasing a Meridian street room.

John Hosking and Henry Wills are preparing to enter the cigar manufacturing business in the Kjesboe Block, on Cleveland avenue, Marquette, Michigan. Both are well-known, popular business men of the city, and prosperity is predicted.

In Evansville, Indiana, is now under erection, the H. Fendrick cigar plant, purported to be the largest cigar manufacturing establishment in the world. Evansville now leads in the making of cigars, furniture and steam shovels.

A. Kafka & Co., cigar manufacturers, informs us that they have removed to their new quarters at the corner of Meadow and Prout streets, New Haven, Connecticut—into the most modern and sanitary cigar factory in the State, and with largely increased facilities.

The rear of the Leonard & Roess tobacco and cigar store, Brattleboro, Vt., has undergone alterations to accommodate the cigar manufacturing department, which is to be moved from the second floor of the building to the first. The quarters on the second floor was given up the first of the year.

Clifford A. Mitts, of the Pantlind cigar stand, Grand Rapids, Mich., is giving his new smoke shop at 119 Monroe street, a formal opening.

Chris Fosselman, of Waverly, Ia., has entered the wholesale cigar business and will conduct it along with his ice cream manufactory and bottling works. He has a line of the best cigars on the market and will have a representative on the road to handle the business. His leader in five-cent goods is the "Charles Pettit," and it is a cigar that has the quality of many of the ten-cent grade. Mr. Fosselman is thoroughly posted as to the wants of the trade.

Chas. Baswitz With Well Known Jacksonville, House

CHARLES BASWITZ, a well-known salesman, of many years successful experience, has accepted a position with the Gonzalez & Sanchez Company, Jacksonville, Fla., and started on his maiden-trip for this firm January 10th. Mr. Baswitz will cover the territory of New York State, New England and the Middle West, where he already has a large following.

Made in Detroit

DETROIT, MICH., Jan. 10th.

GAUGED by a comparison with 1910, the year just closed, has been prosperous for every branch of the cigar and tobacco industry in this city. This is the verdict based on reports received not only from the manufacturers of cigars and tobacco, but from the biggest jobbers and distributors of these products in this city.

While it is true, as the manufacturers assert, that profits have been curtailed because of the high cost of leaf tobacco, the bigger factories have all shown substantial increases in the volume of their business but the smaller factories seem to have stood still.

Returns in the Revenue Offices from the First Michigan District, covering a period of six months including December just closed, show a total production of 145,000,000 cigars, about 8,000,000 more cigars than during the same period of 1910.

Figuring high in the sum total of the above are such representative factories as the San Telmo Cigar Manufacturing Company, Lillies Cigar Company, Surety Cigar Manufacturing Company, The Banner Cigar Manufacturing Company, Superior Cigar Manufacturing Company, William Tegge & Company, Hemmeter Cigar Company and Mazer Cigar Company.

Larger retailers universally report a very satisfactory business, in fact, the box trade during the holidays far exceeded previous records. The rapid growth of the automobile industry in this city has been a prominent factor in increasing the demand for high-grade cigars not only of local manufacture, but from outside points.

Local dealers who have been handling the popular line of cigars manufactured by Wertheimer Brothers, of Baltimore, report that they find these cigars to be unfailing repeaters. There is a certain distinctive smoothness and uniformity in the Wertheimer goods that seems to hit the taste of Detroit smokers at the right spot.

If the New Year pans out as well as it has begun, Bert Johnston, who recently took over the cigar department of G. & R. McMillen, says that he will have no regrets. Mr. Johnston has been long enough in the trade not to indulge in any "dreams" but he knows signs of the times when he sees them and his optimism is based on cold solid facts.

Local manufacturers of tobacco report that during the six months closed, including December, their production increased 1,000,000 pounds.

Encouraging reports are being received at the Surety Cigar Company's factory from the distributors of their "Poster" and "Answer" cigars which are duplicating remarkably fast in the new territories in which they are introduced.

Mr. Custin, of the sales force of the Lillies Cigar Company, has been in Cincinnati lately assisting Strauss Brothers & Company in extending the sales and fame of the "La Azora" cigars. Sam Goldberg is in Toledo this week also pushing the "La Azora."

"Absolutely vindicated," was the verdict of "Red" Johnson—William Johnson Werner, of Detroit, Mich., when his ticket with "Tony" Ibbotson at its head, rode to victory in the annual election of the Knights of the Royal Ark, an organization of saloonkeepers, brewers, cigar manufacturers and liquor agents. "They say I spent $2000 buying votes. All I have to say to the charges of the other side is that today's results were the greatest vindication a young man ever had. The saloonkeepers knew that if they wanted a man who would run things on the square with the saloonkeepers, they had better stick with me—and they did it."

Salesmen from many leading cigar factories are dropping into Detroit one by one, making initial rounds for 1912.

Things are now humming at the big factory of the San Telmo Cigar Company. The year just closed has set a new mark which the ambitious president, Oscar Rosenberger, has determined to exceed for 1912. The orders received the first two weeks of the New Year for "Pastora", justly called the "masterpiece of broad leaf wrapped Havana cigars," presage a fulfilment of Mr. Rosenberger's desire.

James J. O'Meara Succeeds F. E. McGlannon

Jas. J. O'Meara, a popular young business man of Kalamazoo, has purchased the cigar manufacturing business of F. E. McGlannon, who for some time has been in failing health. Mr. O'Meara was for a number of years connected with one of the local banks and is well and favorably known as a capable, conscientious, active person. As his leading ten-cent brand he will continue the "Lazoo," which was handled by Mr. McGlannon, and "Murphy's" will be his five-center.

British Capital To Develop Smyrna Tobacco

Asia Minor Trading Co. Organized To Assist Independent Holders

(Special Cable to "The Tobacco World.")

LONDON, ENGLAND, Jan. 12.

A NEW factor in the cigarette tobacco market of Smyrna has been brought forward through the organization of the Asia Minor Tobacco Trading Company, which although capitalized at the modest sum of $150,000, is said to be backed by strong financial interests allied with the Oriental Carpet Manufacturers' Company, Limited.

Organization of this company came about through the efforts of a number of independent holders of tobacco, who desire to obtain better prices for their tobacco, and who are individually, unable to bring about this condition. By allying themselves with the new company, whose directors include many prominent financial men of England and the Orient, it is hoped to develop the Smyrna tobacco industry on sound financial British lines.

With the political relations between Great Britain and Turkey promising to be more cordial than they have for many years, it is predicted that Germany's commercial invasion of Asia Minor will be offset by British enterprise.

L. B. Loring, formerly salesman with the Richardson Drug Company, Omaha, Neb., has accepted the position of city salesman of the cigar department of Paxton & Gallagher, of that city. He took his new position the first of the year.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, January 6, 1912.

CROP prospects are very uncertain still, and if one would listen to the leaf dealers there would be hardly any crop in the Vuelta Abajo and only a very small one in the Partido section, while it is admitted, that the outlook for a larger quantity in the Santa Clara province is more hopeful. The continuous warm weather which we have experienced almost all through the month of December, and up to the 4th of January, has been anything but propitious to the growth of the tobacco plant, as the same requires a cooler temperature in our winter months in order to fully develop its aromatic nicotine qualities. In the Vuelta Abajo there are complaints of worms which attack the roots of the young plants, thus killing the same, while the hot rays of the sun and dry weather are stopping the growth and are making them wilt. As the soil in the Vuelta Abajo is of a sandy nature, and not very deep, it requires rain more frequently than in the Partido or Remedios districts, where the moisture is longer retained. The tobacco which has been cut lately is described as very flimsy as it seems that the heavy rains have washed out all the substance from the leaves, therefore it is doubtful, whether the saved portion of the early plantings will be of any benefit to its owners after all.

However, it stands to reason that there must be some tobacco which may prove quite acceptable, and with favorable weather the cutting which will take place in the month of February ought to give a better result. Seedlings are considerably cheaper at present and the poorer farmers have a chance now to replant their fields, and while it is rather late in the season to expect any good results there is nevertheless some hope, provided the abnormal state of our winter should continue, and perhaps give us cool weather all through the month of March, accompanied by a few rainfalls during this and the coming month.

The Cuban Leaf Market.

Our leaf market has not kept up its activity during the past fortnight and which could not be expected, as proverbially there are not many buyers here at the closing part of the year, but we have had some buyers nevertheless and they have operated to quite a liberal extent, particularly in Remedios, first and second capaduras. Prices have fully kept up, although our dealers on the other hand did their level best not to put their selling prices out of reach of the American buyers. Our stocks of leaf have been greatly reduced and with the expected coming demand, during this and next month, all the good and serviceable tobacco ought to easily find ready takers, particularly if it should prove to be true that the American manufacturers are holding no surplus stocks to tide over until the coming crop, and therefore would be obliged to purchase more or less to keep their factories running.

Sales during the past fortnight only amounted to 5769 bales, consisting of Vuelta Abajo, 1595; of Partido, 221, and Remedios, 3953 bales.

Buyers were: Americans, 4283; exporters to South America, 425; shippers to Australia, 409, and our local cigar and cigarette manufacturers, 652 bales.

Exports of leaf tobacco from the port of Havana, from December 18th to December 30th, 1911, were: to all ports of the United States, 7880; to Europe, 18; to Buenos Ayres and Montevideo, 425; to Melbourne, 409 bales, thus making a total of 8732 bales.

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals:—Milton Samuel, of Sylvester & Stern, New York; Ernst Horn, of Heinrich Neuberger, New York; Sam. Mendelsohn, of Meyer & Mendelsohn, New York; G. W. Nichols, of G. W. Nichols & Co., New York; Louis Goldberg, of Louis Goldberg, New York; Gustav Falk, of G. Falk & Bro., New York; Jesse M. Falk, of G. Falk & Bro., New York; S. M. Wallach, of G. Falk & Bro., New York; Edward A. Sutter, of Louis P. Sutter & Co., New York; Simon Ruppin, of S. Ruppin, New York; A. Artolozaga, of G. W. Nichols & Co., Key West; E. Wodiska, of Corral, Wodiska & Co., Tampa; A. Kuttnauer, of Rothschild, Sons & Co., Chicago; S. Bayuk, of Bayuk Bros., Philadelphia; Max Elkan, of John Hunter, Morris & Elkan, London, England.

Returned:—Saturnino Miguel, of Havana.

Departures.—Louis Marx, for Europe; Coleman J. Joel, for Boston; Max Schatz, for New York; B. Lichtenstein, for New York; Max Stern, for New York; Milton Samuel, for New York; G. W. Nichols, for New York; Sam. Mendelsohn, for New York; Gustav Falk, for New York; Jesse M. Falk, for New York; S. M. Wallach, for New York; Ernst Horn, for New York; Edward A. Sutter, for New York; A. Artolozaga, for Key West.

Review of Sales in 1911.

The following figures will give an idea of the receipts and sales of tobacco in our market during the year 1911, and the approximate stock on hand upon January 1st, 1912:

Stock in first hands at Havana for sale upon January 1, 1911	90,000 bales	
Receipts by rail and by steamers at Havana, from January 1 to December 31, 1911	322,581 "	
Receipts by carts in bales and in bundles (matules) packed at Havana (Estimated)	50,000 "	
Total receipts	462,581 "	
Sales reported every fortnight in Havana,	271,521 bales	
Direct sales in the country by farmers to manufacturers and also some sales not reported	151,060 "	422,581 "
Stock remaining unsold in first hands January 1, 1912		40,000 "

Estimate of the Cuban Crop of 1911.

Probable total crop of tobacco in the island of Cuba belonging to the year 1911:

	Vuelta Abajo.	Semi Vuelta.	Partido.	Remedios.	Mayari.	Total Bales.
Receipts	178,315	13,698	18,842	110,526	1,200	322,581
Do by carts			50,000			50,000
Estimated stocks remaining in the country yet	2,685	302	158	2,474		5,619
	181,000	14,000	69,000	113,000	1,200	378,200
Less 1910 crop received up to May 1st	36,542	2,071	853	8,151	527	48,144
	144,458	11,929	68,147	104,849	673	330,056
Shipped direct from outports				617	1,327	1,944
	144,458	11,929	68,147	105,466	2,000	332,000

Statement of the Tobacco Crops in the Island of Cuba for the Last Seven Years.

Abbreviations of bales per thousands:

	1905	1906	1907	1908	1909	1910	1911
Vuelta Abajo	265	138	275	222	231	202	145
Semi Vuelta	25	13	26	25	29	25	12
Partido	58	42	60	54	67	53	68
Remedios	120	92	130	193	175	101	105
Mayiri	15	9	21	26	15	11	2
	483	294	512	520	517	392	*332

*Abbreviation of bales per thousands.

Cigars: The exports of cigars from the port of Havana during the first half of December, as per official custom house returns, were:

From December 1st, 1911, to December 15th, 1911	8,116,700 cigars	
From December 1st, 1910, to December 15th, 1910	12,562,662 "	
Decrease in 1911	4,445,962 "	
From January 1st, 1911, to December 15th, 1911	181,415,917 "	
From January 1st, 1910, to December 5th, 1910	164,097,149 "	
Increase in 1911	17,318,768 "	

Reason for Decrease in Exports.

The continued decrease in our exports of cigars can only be explained by the fact that perhaps the usual Christmas orders were shipped earlier this year than last, and as soon as the figures for the whole year are published by our custom house we will be better able to judge where this apparently unexplained falling-off in our exports comes from. Business at the moment is still quiet and which is but natural under the given circumstances at this period of the year. As a rule there is no perceptible betterment until after the second half of this month, and in some years even the demand has not sprung up until the beginning of February. Of course there are some orders of more or less magnitude coming forward all the time, and there is never such a standstill as some of the factories experience in the United States after the close of the Christmas holidays, and which time is usually employed by them to close their books and taking the inventory of their stocks. Here, as a rule, our factories do not close their books until some later date, and which varies according to the ideas of their owners, either when they originally established their business, or according to the crop year, and which latter is figured differently from the end of March to the end of June.

H. Upmann is one of our factories that usually keeps busy all the year round, although naturally there are seasons of greater expansion, but when one country is less disposed to send orders there are others which are taking a larger quantity. For instance, just at present the United States is quieter, but England, France and Spain are sending enough calls to keep the factory quite occupied.

Partagas reports a lesser movement, still some orders were received from the United States for special sizes, and which seems to indicate that the demand for them was greater during the holidays than had been expected. Orders from South America and Australia, as well as from England, are also good considering the epoch of the year.

Sol cannot complain as the new year has opened well enough through orders from several quarters that it had not expected, and for this reason continues busy.

Our busy factories are: Castañeda, La Diligencia, La Flor de P. A. Estanillo, Henry Clay and Bock & Co., Romeo y Julieta; C. E. Beck & Co., and Por Larrañaga.

Buying, Selling and Other Notes of Interest.

Aixala & Co. figure as the heaviest sellers during the past fortnight, as they report their sales to have been 951 bales.

Coleman J. Joel, of the firm of C. J. Joel & Co., of Boston, was the buyer "par excellence" in our market, as he purchased 1530 bales of Remedios and Vuelta Abajo, besides having a refusal on a few more vegas.

Sobrinos de A. Gonzalez did a fair enough number of transactions as they summed up 702 bales of all kinds of leaf.

Bernhard Lichtenstein, during his stay in town, managed to operate to the extent of 750 bales of choice lots of Vuelta Abajo and Remedios, according to reliable reports.

Gutierrez & Foyo were sellers of 500 bales of Remedios leaf.

Sylvester & Stern were buyers of fully 1000 bales of leaf for their customers in town, as well as for export.

Muniz Hermanos & Co. disposed of 472 bales of Vuelta Abajo and Remedios during the past fourteen days.

Sam. Mendelsohn was a very discriminating buyer in selecting only such goods which he considered as most suitable for his trade, and while the exact quantity has not been divulged, it is said, however, that he bought quite extensively.

Herrera, Calmet & Co. closed out some 400 bales of their choice packings of Remedios and vegas.

G. Falk & Bro., represented this time by three members of this very important firm in New York, made some large purchases of leaf in our market, and while the exact quality could not be learned, it is supposed to have amounted to a respectable number of bales.

Suarez Hermanos made several trades of their select holdings of Vuelta Abajo, as well as of their stocks of Remedios.

Edward A. Sutter was a buyer in our market to quite a considerable extent.

Gonzalez & Benitez sold 300 bales of leaf to their customers, and are in treaty on a thousand bales of their first capaduras, although there is still a difference between the figure, asked by them and what the buyer is willing to pay.

Leslie Pantin has had four customers here during the fortnight, and for which he has purchased very freely, but besides he had to execute several orders for his American friends.

José F. Rocha was a seller of 246 bales of leaf to his clients.

Mark A. Pollack was also a factor in the operations of our market, as besides his customers in town he also purchased for account of them by cable.

M. Abella & Co. turned over 230 bales of Remedios tobacco.

J. Bernheim & Co. are reported to have made some large purchases of Remedios.

There is a daily mail service between Cuba, and either Knight's Key or Tampa, excepting Sundays, since January 3rd, only the mail leaves via Knight's Key at 8 A. M. and arrives late at 5.30 P. M., thus making it almost impossible to answer letters, excepting with a delay of an extra day.

Leaf Dealers' Association Establish Branch.

Our association of leaf dealers, packers and growers of tobacco have established a branch delegation at Artemisa, and is also actively at work to extend their sphere all over the Island, by similar delegations, with the same enthusiasm as heretofore.

El Diario de la Marina, published, under date of the 5th inst., that a new society had been formed, under the name of "Agricultural Colonisation Company," and of which Don Eduardo Mejer is the president. This stock company has bought from Don Jesus Rodriguez Bautista 9 Caballeries (about 300 acres) with all its buildings and vegas of tobacco at Wajay for $331,817.

The principal shippers above 300 bales of tobacco during the past fortnight were: Adolfe Moeller 1136, Sylvester & Stern 1190, J. Bernheim & Son 894, I. Kaffenburgh & Sons 855, C. E. Beck & Co. 829, Leslie Partin 611, H. Upmann & Co. 422, Mark A. Pollack 412, and Ernest Ellinger & Co. 325 bales.

Receipts of Tobacco From the Country.

For fortnight ending December 31, 1911.		Since January 1, 1911.
Vuelta Abajo	767 bales	178,315 bales
Semi Vuelta	17	13,698
Partido	44	18,842
Remedios	1486	110,526
Mayari	4	1,200
	2318 bales	322,581 bales

A. M. Calzada & Co. made some large purchases of extra choice vegas in the Santa Clara province, where Don Antonio had spent over two weeks going over all the principal districts.

Don Pepin Rodriguez is booked to sail from Cherbourg on the 10th instant for New York, and after having seen the many friends which Don Pepin has in Gotham he is expected to arrive here the end of this month.

ORETANIV.

New Orleans Tobacconist "Touched" for $100

Police Seeking Cigar Salesman on Charge of Passing Bad Checks

NEW ORLEANS, LA., January 10th.

J. H. BALSER, a cigar salesman, a recent arrival in the city is being sought by the police on a charge of passing worthless checks on several saloon and business men. George C. Moroy, one of the best known tobacconists in the city, has been "touched" to the tune of $100. It would be well for the cigar dealers of other cities to be on the lookout and notify the police here if the man is located. Balser is described as being about 38 years old, 5 feet 6 inches tall, weight 159 pounds, slightly bald in front of head, clean shaven.

The cigar store and restaurant of P. J. Cajoleas, 300 Camp street, was entered by thieves, and cigars and tobaccos valued at $120 stolen. Two boys have been arrested charged with the theft.

E. N. Mansberg, formerly with the Augustus Block Cigar Company, has accepted a position as salesman with the Crescent Cigar and Tobacco Co.

Charles J. Gollmer, 418 St. Charles street, is enlarging his business and has just placed orders for a number of new brands of cigars. cigars.

The Hernsheim Company has promoted H. A. Mordecai, for some time past city salesman, to the important position of manager of their city sales department.

G. J. Pottman, state manager for P. Lorillard Company, Turkish cigarette department, has been calling on the trade. Mr. Rottman will make this city headquarters.

"El Cuba" cigars are meeting with excellent sale in the city and State, through the efforts of A. Heres.

Augustus Block, president of the Augustus Block Cigar Company, is in Philadelphia in the interest of his firm.

Jack Herbert, Jr., a well-known and popular cigar and grocery salesman, is a candidate for the Legislature from the Fifth Ward on the Good Government Ticket.

The jobbing trade are well satisfied with the local demand this month, stocks of retailers having been depleted during the holidays and the replenishing of the same has kept jobbers and manufacturers busy.

PELICAN.

The Moe-Pike Cigar Co., Baltimore, Md., are making a specialty of the box trade, and opening the new year with a vigorous campaign along that line. Its offices in the Merchants' and Manufacturers' Building are crowded with stock ready for distribution. An added feature to the equipment of this progressive up-to-date firm will be a giant humidor, contracted for and which will take up the entire sidewall in Mr. Pike's office. The salesmen of this firm are making record sales to usher in the new year with.

Latest News from Milwaukee

Big La Crosse Cigar Factory Changes Hands

MILWAUKEE, WIS., Jan. 10. 1912.

TRADE in this city continues good although the extremely cold weather of the last few days has had some effect in that the principal streets are nearly deserted early in the evening, and the smokers find it too chilly when outside to smoke.

The Cuba Rice Cigar Stores Company, successors to Steve Surman Company, report a nice trade on all lines, and admit having done a very good holiday business.

Pollak Crombie Company, also are enjoying their usually good business, and report their holiday trade exceeded expectations.

Leo Abraham continues doing a good business at all his stores. He has given up his sweet shop in the Caswell Block it being understood he was offered a satisfactory bonus for his lease.

Fay Lewis & Brother Company, are doing a very good business in both wholesale and retail departments. They did a very big holiday business, having run out of several sizes of their well-known brands, some days prior to Christmas.

Ralph Wettstein who a short time ago, bought Sam Bach's Grove street store, has done remarkably well. He has a very choice assortment of cigars, and being a good "mixer" gets on well with the South Side trade.

The Mi Lola cigar factory were taxed to their capacity to supply the enormous demand for the "Mi Lola" cigar. The Harvest factory also experienced a large number of rush orders for the "Harvester," the success of which has been really great.

On December 21st an involuntary petition in bankruptcy was filed against the Great North Cigar Company. The creditors taking action, were the Thomas Cusack Company, The Street Railway Advertising Company, and Sterneman and Hayden. The last mentioned are dealers in leaf. This seems to be a case of where much advertising brought failure instead of success, as the other two petitioners are for advertising accounts.

A new firm in this city was formed a few days ago, under the name of The Koch Cigar Company, with a capital stock of $6,000. The incorporators are William W. Koch, H. J. Pomrening, William A. Berenson and Edward Foss.

A change of considerable importance took place at La Crosse, Wis., a few days ago, when The Pamperin and Wiggenhorn Cigar Company sold their factory to the Pamperin Cigar Company. The Pamperin and Wiggenhorn Cigar Company was incorporated in 1886, with a capital of $100,000. Their business steadily grew, until their goods were quite generally known over the entire Northwest. Eight years ago the Pamperin withdrew to form the Pamperin Cigar Company. A short time ago the latter made an offer for the Pamperin and Wiggenhorn Company, and when Mr. W. A. Wiggenhorn resigned as manager, the directors decided to accept the offer. It is understood the Pamperin Cigar Company will take over practically all of the forty employees of the Pamperin and Wiggenhorn Company, and will manufacture the principal brands of cigars put out by that firm. The deal will make the Pamperin Company one of the largest concerns manufacturing cigars in the Northwest. The firm is controlled by Paul M. and Louis A. Pamperin, and it is their intention to broaden out considerably upon assuming the interests of the Pamperin and Wiggenhorn Company.

At Edgerton, Wis., the Edgerton Cigar Company has purchased the business of Hans Nelson. The brands made by Mr. Nelson will be continued, and he will be employed by his successors. A new cigar factory has been opened at Darien, Wis., by Henry Frey.

Leading Cleveland Cigar Manufacturers Merge

Cigar Trade Active in Cleveland

CLEVELAND, January 10, 1912.

IT will probably be of great interest to the many friends and patrons of Mr. Morris Trenhoft and Mr. Marcus Feder, to learn that these worthy gentlemen have joined forces, and will be hereafter operated under the name and style of the London Whiffs Cigar Company. It is needless to say that the consolidation of these two pioneers in the manufacture of cigars, will bring out the best that years of experience has taught them.

For many years Mr. M. Trenhoft has been located at No. 1124 Scovill avenue, in the manufacture of the famous "Moses Cleveland," 5c. cigar, which earned its reputation through the excellent ability exercised by Mr. Trenhoft, as well as many other well-known brands.

Marcus Feder is located at 2318-2330 Ontario street in very spacious and up-to-date quarters and enjoys the reputation of being the originator of the well-known "London Whiffs," famous from coast to coast

Mr. Trenhoft, will have sole charge of the manufacturing department, while Mr. Feder, will be in charge of the sales department.

The personnel of the concern is, Mr. Marcus Feder, president; Mr. Morris Trenhoft, secretary and treasurer; Mr. Louis F. Rheinheimer, representative.

E. Boasberg, of the firm of Keiser & Boasberg, leaf tobacco dealers of Buffalo, with their Middle Western representative, Mr. Jandorf, spent several days calling on the manufacturers of this city.

Fred Singer, of S. Rossin & Son, tobacco importers, is in Cleveland, and reports a very nice business.

John Jenkinson, of the R. & W. Jenkinson Company, is in town looking after the interests of the company.

In a recent interview with some of the downtown retailers, namely, Fred. G. Gollmar, Mirros Glucksman, Harry Fagan, Henry Mandelbaum, Nate Seidman, N. Gleichman, all seemed in high spirits over their holiday trade, and claim it to have been the best for several years.

HOLLANDER.

Late Lancaster Jottings

LACASTER, PA., January 14.

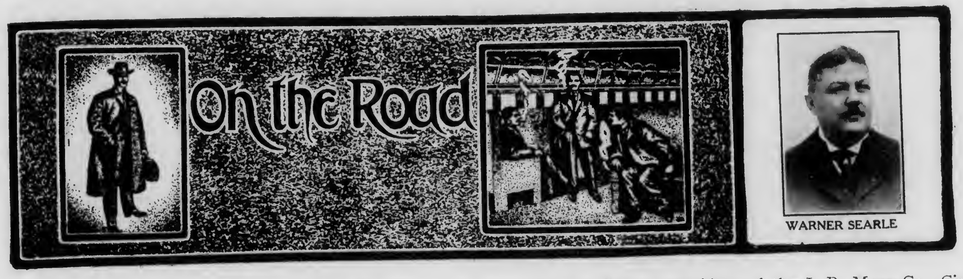
THE past week has witnessed such activity in Lancaster County's new tobacco crop that in some locatilies half of it has already passed into the hands of the packers by contract. The entrance into the field of outside concerns, such as the United Cigar Manufacturers, has stimulated transactions and had the effect of stiffening prices, so that at the close of the week 11 and 4 cents for wrappers and fillers, respectively, were the prevailing prices, and even at those prices many growers refused to sell, demanding 12 and 13 cents for wrapper goods. The growers believe that 12 and 14 cents will soon be the prevailing prices.

J. B. Strayer, the Red Lion Cigar manufacturer, recently entertained his entire force at an oyster supper. Great jollification.

The Red Lion factory is flooded with orders, covering all the time to July.

Under the auspices of the Merchants' Cigar Box Company, Mr. G. A. Kohler, president of the firm, the other day entertained their employes at a banquet dedicated to a strenuous 1912 campaign.

It is reported from Washington as being likely that Congress will once more appropriate a suitable amount of money for the carrying on of tobacco experiments in Pennsylvania. These are conducted in conjunction with the Pennsylvania State College.



Warner Searle—A Salesman With a Grip

HE covers the entire Eastern district for the Juan F. Portuando Cigar Manufacturing Company, has seen twenty summers come and go while on the road, with twenty winters to match, which have added largely to the business of his employers through his faithful service and untiring efforts. The years, while increasing his efficiency, have in no wise diminished his store of energy, but rather it is now at high water mark, and it is safe to say that it is due solely to him that the difficult district he covers, where trade conditions fluctuate and are not always as good as could be desired, has been developed into a most productive one for his concern.

Mr. Searle is, in the best sense of the word, a genial good fellow, in and out of business hours, and his friends among the knights of the grip, as well as in tobacco circles, are many and true. His photo, which we give above, will help to explain the reason why.

Gus Hoeffler, representative of Lopez, Hermanos & Co., of Tampa, has gone to stay in San Francisco a couple of weeks. He is accompanied by his wife and the couple are enjoying the brisk bracing atmosphere.

Louis C. Erdt, representing M. Melachrino & Co., after an extended trip North, is in Los Angeles and reports a steady gain on all sizes of Melachrino cigarettes.

H. D. Kingsbury, vice-president of the P. Lorillard Co., of New York, visited Boston at the beginning of the year and made a tour of the jobbers in that city.

F. F. Cosgrove, representing the Kansas City Cigar Co., has returned to headquarters after a trip to eastern points.

Dan Liddy, who travels for the Wm. A. Stickney Cigar Co., of Kansas City, made a visit to the main house of the concern at the beginning of the year.

E. H. Briody, of the S. R. Moss Cigar Co., Lancaster, Pa., visited Pittsburgh after the holidays and made a tour of his customers.

The Siller, Narten Barnes Co., Pittsburgh, Pa., intend to put on a number of additional salesman for the New Year.

Dave Weisenberg, who travels for Gumpert Brothers, of Philadelphia, in Indiana and Wisconsin, is at headquarters for a brief stay.

Gerson Brown, president of the J. B. Moss Co., Cincinnati, is on a business trip to New York.

William D. Scisco, Jr., western representative of Gans Brothers, was at home during the holidays and entertained his friends in right royal good style.

William Mendel, the popular Union American Cigar Co. representative, after a brief vacation at the home of his parents in Albany, is ready to again resume his territory covering Pennsylvania and the Southern States.

N. E. Whitbeck, formerly with Spaulding & Merrick, is now with the Liggett & Myers Co.

I. L. Hess, of the Santaella y Ca., has returned to San Francisco after completing his northern tour in the interest of the Optimo brand.

Fred C. Kruckel, formerly of San Francisco, is now a successful salesman for Manny Katz, a Los Angeles cigar jobber.

Robert Gressitt, formerly division manager for the Fatima department, Albany, N. Y., is now traveling representative for the Liggett & Myers Co., covering eastern Pennsylvania.

Milton Cohen, of the E. M. Schwarz Co. in St. Louis, Mo., left the other day for a business trip to New York.

The Northwestern representative of M. Linkman & Co. is again on the road after spending the holidays with his family in St. Louis.

O. H. Hendrickson, of the St. Louis branch of P. Pohalski & Co., of New York City, is at headquarters to help map out a schedule for the firm's new year operations in the West.

F. A. Tripp, representing Berriman Bros., has visited Indianapolis and made a tour of the trade in that city.

Charles Horwitz, formerly with John H. Goetze & Co., is now with the well-known leaf house of Morris Rosenberg & Co., which firm is to be congratulated upon having secured his brains and services.

C. K. Dusel, formerly with the Amsterdam Supply Co., is now head of the supply department of the P. Lorrillard Co., New York City. The Lorillard people have chosen a good man.

Winston-Salem Tobacco Concerns Merge

R. J. Reynolds Co. and Lipfert Scales Co. Amalgamated

FOR the purpose of conforming with the decree of the United States Supreme Court, the R. J. Reynolds Tobacco Company and the Lipfert Scales Company amalgamated on the first day of the new year.

The Reynolds Company, which formerly owned a two-thirds interest in the Lipfert Scales Company, has purchased the remaining one-third. The brands of tobacco of the retiring firm will be manufactured by the R. J. Reynolds Company, and the employees of the Lipfert Scales Company will be retained by the Reynolds Company, which is now constructing one of the largest and most modern buildings in the South.

Wilmington, Delaware

The Wilmington plant of the American Tobacco Company, closed several weeks ago in accordance with the Supreme Court order of dissolution, has reopened under the management of Liggett & Meyers and P. Lorillard & Co. Six hundred employees were put to work.

New Policy Being Formulated by the United Cigar Stores Company

THE American Tobacco Company and the United Cigar Stores Company, having been ordered to sever all business relationship which existed between them, the last named concern is now busy forming a new plan for the conduct of its extensive business. The company which, through the order to dissolve issued to the American Tobacco Co., has been left to work out its own destiny, has about 1400 stores scattered throughout the country. As stated in our last issue, stockholders of the American Tobacco Company are now receiving certificates representing their equity in the concern.

Thoughts for the New Year

Ability to sell goods by no means comprises the whole art of legitimate salesmanship. It is undoubtedly the one essential to the dealer in gold bricks or green goods, but is of less importance where the object is to secure friends and retain customers, as well as to make sales. The art of salesmanship includes the faculty of making patrons satisfied with their purchases. To induce customers to buy goods against their judgment and inclination is at best a doubtful gain, and in some cases produces dissatisfaction which results in the withdrawal of patronage.

The most brilliant genius cannot make storekeeping a success unless proper attention is given to details.

Credit is lending money, and endorsing is giving it away.

Every salesman should cultivate a habit of observation. Without it he will never achieve success in the study of human nature. By its use he will be able to note the effect of his conversation on customers and can adapt himself to the requirements of the occasion.

The clerk who treats customers as he would like to be treated if conditions were reversed is not likely to make many enemies, and is in a fair way to become a very efficient salesman.

Tobacco Concerns Commence Competition

HAVING been dissolved as one great corporation by order of the Supreme Court of the United States, the American Tobacco Company, the Pierre Lorillard Company, the Liggett & Meyers Company and other former concerns in the American Tobacco Company, are starting business in the Kentucky markets as separate and distinct companies. Each has a separate buyer, and is operating independently and in competition with the former members of the so-called tobacco trust.

It is believed that within the next month another big tobacco deal will be arranged by which the remainder of all the pool holdings in the Burley Tobacco Society will be purchased by one or more of these companies. If this is done the ten-year plan to control the entire Burley crop of Indiana, Ohio and Kentucky will be started.

Richmond, Va., tobacco factories under the new plan of subdivision of the American Tobacco Company, have passed into the hands of the three major companies, as outlined in the plan of dissolution.

The R. A. Patterson factory becomes a part of the American Tobacco Company; the Allen & Ginter branch, with its well-known brand of cigarettes, passes to the Liggett & Myers Co., and the Federal Cigar Co. plant goes to the Lorillard Co. So far as can be ascertained, there will be no immediate changes in the management of the local plants. The various factory managers have remained practically without change, reporting to the headquarters of the company to which that factory has been transferred.

Two of the three companies which have divided the business of the American Tobacco Company have been granted licenses to do business in Virginia. They are Liggett & Myers, with a capital of $36,880,200, and the P. Lorillard Co., with a capital of $26,463,200.

The former will be represented by Statutory Agent E. Victor Williams, of Richmond. The Lorillard Co. will have as its statutory agent E. M. Cabaniss, of Danville, Va.

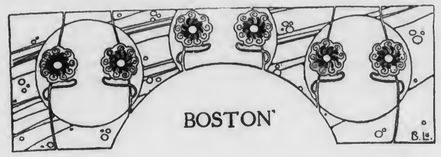
Cuban Fairs and Expositions

THIS winter's annual exposition in Havana, under Government auspices, is planned on a considerable scale; $5000 in premiums for agricultural products is to be awarded; the Cuban National Horticultural Society, which is aiding the exposition, will meet on the exhibition grounds, February 14-16. The fair at Camaguey will be held on February 3-12; information from Sir Walfredo Rodriguez, Popular 19, Camaguey. The third annual Cubitas Valley Fair will be held at La Gloria, on January 24-26; information from Secretary Shore, La Gloria. The fair at Santa Fe, Isle of Pines, will be held January 23-26, under the auspices of the Santa Fe Commercial Club.

James Buckley of Lowell

AMONG the most widely known and justly respected and popular cigar manufacturers of the New England States is Mr. James Buckley, of Lowell, Massachusetts. He manufactures "Buck's Best", 10 cents, and "Boston Terrier", 5 cents, and is known by every cigar and tobacco salesman that came through New England in the last twenty-five years. Mr. Buckley commenced as a stripper in the same quarters he now occupies on the day Corbett licked John L.

If a clerk thinks that the store would have to close its doors if he leaves, he should remember that it got along after a fashion before he came.



BOSTON, Jan. 8, 1912.

There is a slight lull in the demand upon retail cigar dealers, as is naturally expected to ensue after the excellent holiday trade. Several of the importers of high-grade Vuelta Abajo have left to renew depleted stocks at Havana. Several new corporations have been formed throughout New England, dealing in cigars and tobacco of all grades.

Lowell D. Hoyt & Co., prominent retailers in Boston's financial district, inform the WORLD man that 1911 greatly exceeded 1910 in the volume of business handled, though 1910 business was of good proportions.

Ruby Hyneman, of Hyneman Bros., 33 Milk street, has left for a pleasure trip to Santiago, Cuba, thence to Jamaica, and from there to Panama, returning to Boston January 20th.

The Bowdoin Cigar Co., 170 Hanover street, is now carried on by Rae and Frank A. Reinhard.

The Manchester Tobacco Co., of Hartford, is a new corporation. Capital stock, $5,000.

Benjamin A. Kaiser, of the firm of B. A. Kaiser Co., importers of high-grade Havana leaf tobacco, has left for Havana, where he will purchase extensively of this line.

The firm of Egerton & Joel has been dissolved, Charles S. Egerton withdrawing. It will henceforth be conducted by Coleman J. Joel.

The S. L. Ullrig Tobacco Co. has been incorporated for $25,000 at Pittsfield, Mass., to manufacture cigars, etc. President, W. E. Putnam; Vice-President, Stephen L. Ullrig; Treasurer, H. Francis.

Thomas Quinn's establishment, Hartford, has been sold to meet the demands of dissatisfied creditors.

Frank M. Knott is now representing H. Traiser & Son, Inc., throughout Michigan territory.

Fred Suss, the popular "seller" for the R. Steinecke Co., is rapidly convalescing from his recent illness.

H. D. Kingsbury, vice-president of the P. Lorrillard Co. (which has recently opened offices at Canal street), visited Boston jobbers last week.

The Walen Drug Co., Manchester, has been incorporated for $5,000. Clifford F. Loane, President; Alfred Walen, Treasurer.

George W. Bradshaw has opened a drug store at 75 Newbury street, Lawrence.

The Lynn Cigar Co. have opened an establishment at 400 Washington street, Lynn.

Adin F. French has opened a drug store in the Thomas Block, 2 Peabody Square, Peabody.

Bernard Lett, head of Bernard Lett & Co., enjoyed a phenomenal demand for the product of Sanchez y Haya, Tampa, throughout the holiday season.

J. F. Callahan & Co., Federal street, has a full window display which causes passers-by to pause and admire.

HENDERSON.

Baltimore Briefs

Factories Again Active

BALTIMORE, MD., January 12, 1912.

THE United Cigar Stores Co. store at 324 W. Baltimore street was destroyed by fire on Monday night last. It will be several weeks before the necessary repairs can be made for reopening.

Lenny Wertheimer, of Wertheimer Bros., left on Tuesday last for a short trip through the East and New England States.

Henry Kraus, of Kraus & Co., made an early start and is already calling on his old customers. This factory had but a short cessation during the holidays and is again in full and active operation.

H. B. Cochran, with Petre, Schmidt & Bergmann, lithographers, New York, was in the city last week.

Mr. Lynch, representing the El Draco Cigar Mfg. Co., Philadelphia, was here this week exploiting their "Stratford" and "Rutherford" cigars. These brands are finding increasing patronage among the leading hotels, clubs, cafes and other places.

Simon Schloss, a salesman with Dohan & Taitt, Philadelphia, leaf packers and importers, is making his initial trip to Baltimore this week.

The popularity of the "Ben Hur" five-cent cigars, manufactured by B. L. Frey & Bro., of this city, is evidenced by the increasing volume of sales throughout the city.

J. L. Aubrey, of J. L. Aubrey & Co., leaves at the end of this week for a visit to New England leaf tobacco markets.

Edson Shattuck, Now in Charge of Sales of United Cigar Stores Co., Visits Old Worcester Home

Edson Shattuck, until three years ago proprietor of the O. P. Shattuck cigar store, Worcester, Mass., who is now in charge of the sales department, United Cigar Stores Co., with headquarters in New York, paid a brief visit to Worcester, at the beginning of the year. Mr. Shattuck has supervision over all the imported cigars handled by the company.

He writes of the trade in his store, stating that on the second day before Christmas, 12,600 cigars were sold. His mother, Mrs. O. P. Shattuck, formerly of Oak street, Worcester, is living with her son in New York.

Weston (Mo.), has opened a new tobacco warehouse, in charge of J. B. Doran, formerly buyer for the American Tobacco Company. The opening took place on January 3rd, and buyers from all the big tobacco manufacturing concerns throughout the country were present.

W. P. Henry's stemmery, in Timmonsville, S. C., has been destroyed by fire.

The British American Tobacco Company has reduced its dividend from 8 per cent. to 2½ per cent.

LEAF TOBACCO MARKET

New York Trade Active---Philadelphia and Lancaster Trade Dull---Wisconsin Packing Centers Busy With Old Leaf in Demand---New England Growers Optimistic---General Outlook for 1912 Bright

NEW YORK.

NEW YORK CITY.

FAIR prices have been obtained by growers of leaf tobacco since the beginning of the year. It is estimated that about 90 per cent. of the leaf on the market has been disposed of. This starts the year's business with unusual briskness. The leaf is of uniform quality.

Tobacco issues during the past fortnight attracted considerable attention on the curb market with P. Lorillard the feature for both activity and strength.

The leaf houses, as well as the factories, are now through taking stock and figuring on inventories and everything is in readiness for an active trade all along the line.

Summing up the year 1911, it must be said that it can be pronounced neither a good nor a bad one for the leaf trade. Business was steady all the year round, with the usual intervals of relaxation in the off season. Prices ruled according to conditions, neither too high for the purchaser nor too profitable for the seller. The volume of trade responded to the moderate increase in the cigar output.

PENNSYLVANIA.

PHILADELPHIA.

NO leaf business to amount to anything has been transacted in Philadelphia since the commencement of the new year, nor is it likely there will be any selling of consequence in the immediate future.

The leaf dealers since the commencement of the year have busied themselves with stock-taking and the closing up of their last year's work. The mercantile agencies here have been trying to get a line on what has been done, but thus far they have not been able to get a statement from the dealers, for they do not know themselves where they stand. There was a satisfactory amount of business done in Philadelphia, on the whole, more than last year.

LANCASTER.

The principal activity here in the leaf market for the past fourteen days has been of buying the new crop, with trade dull and packers busying themselves with making up their yearly accounts and taking stocks.

The buying at the close of the old year was lively, and while the rural packers were the most active, some of the city packers got into the game and bought freely. One result of this hurry to buy before the 1911 tobacco crop of Lancaster County was all stripped was an advance in prices. Eleven and two and even eleven and four is reported to have been paid by some packers. The opinion prevalent among dealers was that the tobacco could be bought at about ten cents, but the anxiety to buy exhibited by some dealers stiffened the backbone of the growers to an appreciable extent. There was however, considerable tobacco bought at ten and three cents, but where there was a choice crop and the grower realized that he could command a higher price he held out for and generally obtained it. The consensus of opinion among packers was that a large amount of damaged crop existed. Pole burn is much in evidence, with too much moisture of the leaf as an added feature of damage, and in comparison with that of 1910, the 1911 growth must be pronounced inferior. By careful curing, however, it is hoped it will be brought to measure up to the quality standard.

WISCONSIN.

EDGERTON.

THE new year's season commences with great activity manifested at the packing centers throughout the State. The warehouses are working under extra pressure, additional help being employed and organized for several months' work. The deliveries are ordered in about as fast as the storage facilities will warrant, but some packers are disposed not to be in a hurry to receive their purchases, hoping the tobacco will be in a better condition later.

Some complaints of dockage are heard and many growers are insisting upon an examination on the farms where adjustment can be made of any imperfection before delivery is made.

Old leaf is expected to be more in demand as the new year's season progresses, on account of the scarcity in the binder stock held in Wisconsin, but trading of necessity will be of the small order variety of business.

The tobacco is weighing in strong and yielding unusually good money returns. Very little buying is going on at present. For the first week of the year the shipments out of the State from the Wisconsin market reached 500 cases.

NEW ENGLAND STATES.

SPRINGFIELD, MASS.

THERE is no doubt, according to a usually well-informed tobacco man, who is interested in the prospects and outlook for Connecticut tobacco crops, that with the new year the area of shade grown tobacco will be largely increased, and it is not beyond the range of possibility that it may be doubled. The excellent prices that were paid for Connecticut tobacco and the big profits made by the farmers have caused a great deal of planning and comment in the trade.

The fact that the shade grown tobacco is protected from storm and frost is one inducement to the farmer to attempt that style of agriculture. At any rate the new method will eat largely into the area devoted to the growing of old-fashioned Havana seed this year as it already did last year.

SUFFIELD, CONN.

Buying in the tobacco market continued active at the commencement of the year, reports from Pennsylvania showing the same eagerness on the part of the packers to get as much of the crop as possible, with the Wisconsin demand good, bringing prices above the average. The supply appears to be not much greater than the demand, the outlook being that the packers will make good money on last year's crop. And if the packers make good money on this crop it will be a good thing for the growers, as the next crop will command a higher figure.

The growers are ordering their fertilizers for the new year's season, making arrangements for the raising of the next crop.

OHIO.

CINCINNATI.

THE dealers are practically unanimous in affirming that last year closed with a fair margin of business ahead of the preceding year. Jobbing kept well up to the normal run of trade to the close of December. Stocks are now pretty well cleared off the shelves and traveling salesmen should do well during the month of January.

ARCANUM.

There is nothing particularly encouraging for the tobacco growers of this vicinity so far as the 1911 crops are concerned. Packers seem to be a little afraid of the crops because some of them were taken in pretty late, and there was poor curing weather during the entire fall. This renders the condition of the market uncertain. Not much buying is likely to be done until the stripping begins.

Minnesota Soil Adaptable to Tobacco

THE adaptability of central Minnesota soil to tobacco is shown by a large display of the weed in the specimen cases of the Farmers' State bank, St. Cloud, Minn. The tobacco was raised on the reformatory farm and on the farms of residents of Clear Lake and Palmer, in Sherburne county.

Charles Lien has been sent to Sherburne county to conduct an experimental farm for the State to determine what varieties of tobacco thrive best in the soil of this vicinity. The samples on display are Connecticut, Havana and Spanish Comstock.

Those who have raised tobacco in Sherburne county have found it profitable. The sales average $100 an acre. Its cultivation is not difficult, and it demands but little more care than cabbage.

Representatives of Wisconsin tobacco houses have purchased the entire crop about St. Cloud, at liberal figures. The quality of the Sherburne county tobacco is said to rival that of the famed Connecticut wrapper leaves.

W. B. Shaw, of Broadhead, Wis., has left for different points in the State to receive tobacco crops for shipment to the American Cigar Company's warehouse in that city. From seven to ten carloads are expected at the big warehouse before the week passes.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

NIPE:—23,636. For cigarettes, cheroots, stogies, chewing and smoking tobacco. December 29, 1911. Garcia & Sierra, New York City.

MANDELL'S Y. M. B. C.—23,637. For cigarettes, cheroots, stogies, chewing and smoking tobacco. December 29, 1911. Mr. Mandell J. Wisman.

NOA DEL REY:—23,638. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 29, 1911. Chicago Box Company, Chicago, Ill.

LA ESBELTO:—23,639. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 29, 1911. Chicago Box Company, Chicago, Ill.

DON VERDUGO:—23,640. For cigars, cigarettes. December 29, 1911. Moeller & Kolb, Chicago, Ill.

RILEY STOGIES:—23,641. For cigars. December 29, 1911. Duquesne Cigar Co., Pittsburgh, Pa.

KING PHILIP:—23,642. For cigars, cheroots, cigarettes. December 29, 1911. Moehle Litho. Co., Brooklyn, N. Y.

DON GONSALVO DE GORDOVA:—23,643. For cigars and cigarettes. December 29, 1911. Moeller & Kolb, Chicago, Ill.

THE BALTIMORE EVENING SUN:—23,644. For cigars, cheroots, stogies, chewing and smoking tobacco. W. Friedman, Baltimore, Md.

FLAGG POLES:—23,645. For cigars, cheroots and stogies. December 30, 1911. Duquesne Cigar Co., Pittsburgh, Pa.

QUEEN LIDA:—23,646. For cigars, cheroots, stogies. December 30, 1911. Duquesne Cigar Co., Pittsburgh, Pa.

CIGAR KING:—23,647. For cigars. December 30, 1911. Wiedman, St. Louis Cigar Box Co., St. Louis, Mo.

CRESCENT CHIP:—23,648. For cigars, cheroots, stogies. December 30, 1911. Duquesne Cigar Co., Pittsburgh, Pa.

DARCIMA:—23,649. For cigars, cheroots, cigarettes. December 30, 1911. Moller, Kokeritz Company, New York City.

RUSELO:—23,650. For cigars, cigarettes, cheroots. December 30, 1911. Moller, Kokeritz Company, New York City.

CORSICAN:—23,651. For cigars. January 2, 1912. Lorenzo P. Lopez, New York City.

13—12:—23,652. For cigars, cigarettes, cheroots, smoking tobacco. January 2, 1912. Cliff Weil Cigar Company, Richmond, Va.

EL RICO:—23,653. For cigars. January 3, 1912. Chas. Brooks, Philadelphia.

WUNDEBAR:—23,655. For cigars, cigarettes, cheroots. January 3, 1912. Wm. Steiner Sons & Co., New York City.

SAM PATCH:—23,656. For cigars. January 3, 1912. P. Meagher & Sons Co., Rochester, N. Y.

MINNIE LAWRENCE:—23,657. For cigars, cigarettes. January 3, 1912. Santa Clara Cigar Mfg. Co., Brunswick, Ga.

TOM & JOE:—23,660. For cigars, cheroots. January 3, 1912. Merchants' Cigar Box Co., Dallastown, Pa.

ORDER OF ADELPHI:—23,661. For cigars. January 3, 1912. P. Meagher & Sons Co., Rochester, N. Y.

BUM LABEL:—23,662. For cigars. January 3, 1912. Louis Halpern Cigar Co., Philadelphia, Pa.

TWO HUNDRED AND NINETEEN:—23,663. For cigars, cheroots. January 4, 1912. Kolfroth & Hellinger, Rothsville, Pa.

ADMIRAL ROBLEY G. EVANS:—23,664. For cigars, cigarettes, cheroots, chewing and smoking tobaccos. January 5, 1912. Seeman Bros., New York.

LA TRITA:—23,665. For cigars, cigarettes, cheroots, chewing and smoking tobaccos. January 6, 1912. American Litho. Co., New York City.

LA HITA:—23,666. For cigars, cigarettes, cheroots, chewing and smoking tobaccos. January 6, 1912. American Litho. Co., New York City.

FIRST LIEN:—23,667. For cigars, cigarettes, cheroots, chewing and smoking tobaccos. January 6, 1912. American Litho. Co., New York City.

TROUVILLE:—23,668. For cigars, cigarettes, cheroots, chewing and smoking tobaccos. January 6, 1912. American Litho. Co., New York City.

KARSTEDO:—23,669. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobaccos. Karstedo, Miller & Glick, Chicago, Ill.

EL MUSIDOR:—23,671. For cigars, cigarettes, smoking tobacco. January 8, 1912. Moehle Litho. Co., Brooklyn, N. Y.

HONOR FAME:—23,672. For cigars. January 8, 1912. Mr. S. Leviash, Chicago, Ill.

FULGAR:—23,673. For cigars, cigarettes, cheroots, chewing and smoking tobacco. American Litho. Co., New York City.

UNIVERSAL REGISTER:—23,674. For cigars, cheroots, stogies, chewing and smoking tobaccos. Cores-Martinez Co., Philadelphia.

INTERNATIONAL REGISTER:—23,675. For cigars, cheroots, stogies, chewing and smoking tobaccos. Cores-Martinez Co., Philadelphia.

INTER-CITY CIGAR REGISTER:—23,676. For cigars, cheroots, stogies, chewing and smoking tobaccos. Cores-Martinez Co., Philadelphia.

INTER-CITY HOTEL & CAFE CIGAR REGISTER:—23,677. For cigars, cheroots, stogies, chewing and smoking tobaccos. January 8, 1912. Cores-Martinez Co., Philadelphia.

LA VERETA:—23,678. For cigars. January 8, 1912. W. A. Hentz Company, Philadelphia.

CHINC:—23,679. For cigars. January 9, 1912. H. M. Henzel, Philadelphia, Pa.

KATHERINE AND PETRUCHIO:—23,680. For cigars and cigarettes. January 9, 1912. Henry Clay & Bock & Co. ??

S. A. C.—23,681. For cigars, cheroots and cigarettes: January 9, 1912. Pyle & Allen Company, Cleveland, Ohio.

EL BREVEDAD:—23,682. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 9, 1912. Chicago Box Company, Chicago, Ill.

LOS BRINDIS:—23,683. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 9, 1912. Chicago Box Company, Chicago, Ill.

M. T. A.:—23,684. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 9, 1912. Heineman Brothers, Baltimore, Md.

DIAMOND-KEYSTONE:—23,685. For cigars, cigarettes and cheroots. January 10, 1912. Messrs. Eline & Kutz, Reading, Pa.

ALL SMOKE:—23,686. For stogies. January 10, 1912. Central Stogie Company, Indianapolis, Ind.

A DAINTY SMOKE:—23,687. For cigars, cigarettes, stogies, chewing and smoking tobacco. January 10, 1912. S. S. Rice Brokerage Co., Los Angeles, Calif.

A MILD SMOKE:—23,688. For cigars, cigarettes, stogies, chewing and smoking tobacco. January 10, 1912. S. S. Rice Brokerage Co., Los Angeles, Calif.

HAAS-IM-PEFFER:—23,632. For cigars, cigareetes, cheroots, stogies, chewing and smoking tobacco. January 10, 1912. S. M. Pagan, 1812 North Park Street, Philadelphia, Pa.

CORRECTION.

JARONNER:—23,599. For cigars, cigarettes, cheroots, chewing and smoking tobacco. Hilbronner & Jacobs, Philadelphia. Should read JACONNER.

CANCELLATIONS.

PORT-HAVANA:—23,446. For cigars. Registered December 4, 1911. Santa Clara Cigar Mfg. Co. Has been cancelled.

SPOT CASH:—23,613. For cigars, cigarettes, chewing and smoking tobacco. Registered December 21, 1911. The Moehle Litho. Co., Brooklyn, N. Y. Has been cancelled.

Hastings, Nebraska

Has Many Able Business Men But Only One W. E. Riggs

IT is only a year ago that W. E. Riggs established a cigar factory in Hastings, Nebraska, but since then he has succeeded in building up a business that is now considered one of the most valuable wholesale and manufacturing assets of the city. His factory building and everything, was especially built for a first-class, up-to-date sanitary factory. Mr. Riggs, furthermore, is a master of advertising and promoting of modern business enterprise, which has been amply shown through the rapid increase of his business.

The other day he demonstrated that he is as big hearted and appreciative as he is enterprising, by giving his thirty-five employees a theatre party at the Wonderland, arranging a program especially in their honor. At the same occasion Mr. Riggs gave further demonstration of his public spiritedness and appreciation by loading up an automobile with boxes of cigars, which he scattered throughout the city with a lavish hand, accompanied with compliments of the season.

Here is a little ditty composed for him on the spot by a local poet:

"Has anyone here seen Riggs?
R-I-double-G-S.
His hair is red and his eyes are blue,
And he's a sport thru' and thru'
Has anyone here seen Riggs?"

Large Tobacco Lands Sold

Arthur Case has bought the large 100-acre farm of Almon B. Phelps, in the Copper Hill district, on the side of the West Suffield mountain, Conn., and will take possession March 1. He will raise two acres of the famous shade-grown tobacco next year and seven acres of outside primed tobacco. Robert Davis, of Hartford, has bought the Frank Newton farm, near the State line, consisting of about 60 acres of good tobacco land and will grow about 25 acres of the weed next year.

Tobacco Thieves Operating at Winsdor, Connecticut

Members of the Connecticut State police are assisting the authorites of Windsor, Conn., in running down the thieves who have been stealing tobacco from growers in Windsor. The theft had hitherto been kept secret by the authorities, who now refuse to give the names of the parties from whom the tobacco has been stolen, believing that the ends of justice may be defeated if much publicity is given concerning the case.

C. F. Jackson, of Dawson Springs, Ky., has just bought of the Equity Society 300,000 pounds pooled tobacco to be delivered at this place at once. The price ranged from 6 to 11 cents a pound.

The Goodrich Tobacco Company, Portland, Conn., recently bought land bordering on Strickland street, from Mrs. Mary A. Cornwall.

The clerk who wishes for promotion will find that promoting the business in which he is employed is the best way to obtain the desired result.

The salesman who wishes to attain complete success in his calling must make himself familiar with every detail of his business.

The clerk who always waits to be told what to do will probably have to wait a long time before he is told to take a higher position.

Labor Agitators Work Injury to Porto Rico Cigar Industry

THE cigar industry of Porto Rico, which under ordinary circumstances would have enjoyed a year of most unusual prosperity, is suffering greatly under the presence of a band of agitators and demagogues. Both manufacturers and their employees are suffering under the strain and strikes have become the order of the day, completely paralyzing the trade.

The great mass of the cigarmakers of the island are today much poorer in pocket than they would have been had they refused to listen to the unwise counsels of the agitators who cared not three straws for the welfare of the cigarmakers, so long as they could themselves profit from frequent strikes and the general demoralization which they caused.

But for the work of the agitators, the cigarmakers of Porto Rico would have been steadily employed throughout the past year at relatively higher wages than they ever received in the past, whereas thousands of them have been idle for months at a time, and the aggregate sum in wages which they have lost through voluntary idleness will easily run into hundreds of thousands of dollars.

Nor is the money that has already been lost to the cigarmakers the only damage that has been done. The cigar manufacturers engaged in business in the island have, through the unreasonable demands of the cigarmakers, been brought to a point where it is no longer profitable to manufacture a number of sizes of cigars upon which they have established a large volume of business, and will in all probability be compelled to curtail their output during the coming year, while some of them have already turned their attention to the manufacture of cigars made in the United States from Porto Rican tobacco.

These things will naturally react to the serious economic injury of Porto Rico, and with a decreased demand for cigarmakers in the island, there must necessarily follow a drop in wages from the high scale now prevailing.

In other words, by putting themselves under the bad leadership of the agitators and demagogues, the cigarmakers of Porto Rico have brought about a situation which seriousty threatens the future growth and prosperity of the cigar industry in the island.

Why He Did Not Succeed

He did not know how to advertise.

He did not keep up with the times.

He tried to do everything himself.

He tried to save by hiring cheap help.

His word could not be depended upon.

He looked upon system as useless red-tape.

He strangled his progress by cheese-paring economy.

He did not have the ability to multiply himself in others.

He did not think it worth while to look after little things.

He ruined his capacity for larger things by burying himself in detail.

He never learned that it is the liberal policy that wins in business building.

His first success made him over-confident, and he got a "swelled head."

He thought he could save the money which his competitors spent for advertising.

The Solace of a Pipe

Wife—"So you really imagine smoking benefits you?"

Husband—"I know it does. Your mother leaves the room every time I light my pipe."—Brooklyn Citizen.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS.
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

HENRY A. FISCHEL, Tobacco Manufacturer
1636 North 11th St. and 1635 North Mervine St., Philadelphia.
Packing shorts for jobbing trade a specialty.
Will pay *not cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

WANTED—A large jobbing house, or an experienced salesman with a large acquaintance to handle a 5 and 10-cent line among the trade in Pennsylvania and New Jersey. A very fine opportunity for right party. Address M. R., Box 89, care Tobacco World. 1-1-a.

EXPERIENCED TOBACCO BUYER would represent packing firm in buying in York County, Pa., leaf this season. Best of references. Address Buyer, Box 88, care of The Tobacco World. 1-1-r.

Wanted.

WANTED—Position as factory representative, after January 15, by cigar salesman with an established jobbing and retail trade in Louisiana and Mississippi. Many years' experience in Southern territory. Best of references. Address Southern, Box B, care The Tobacco World.

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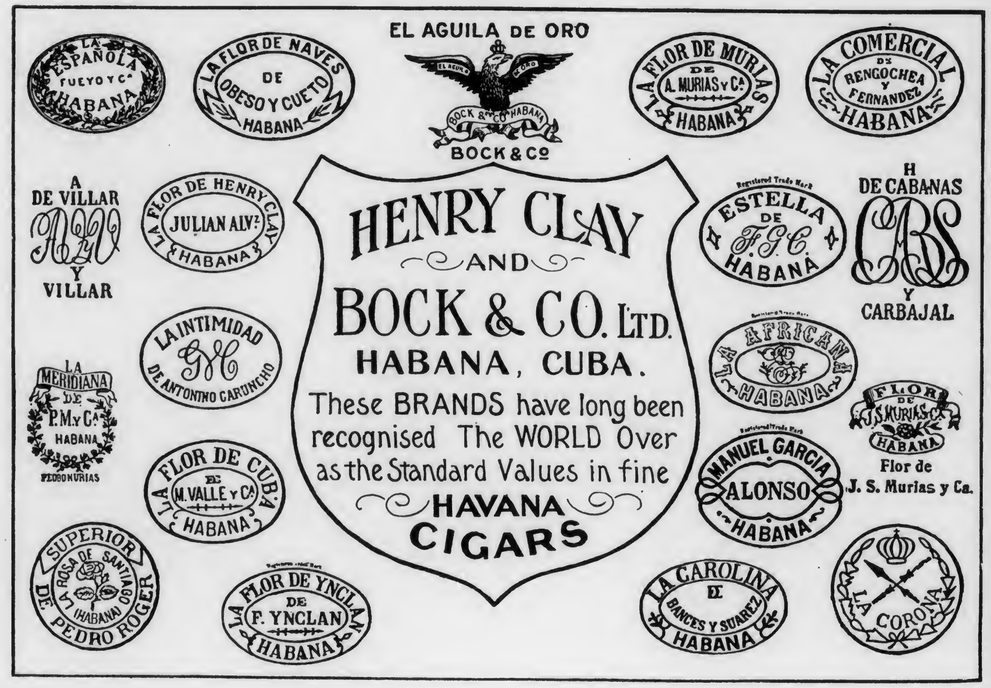

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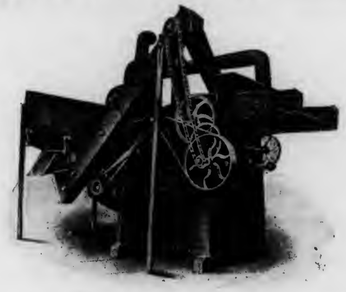

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The NEW HOME of SANCHEZ y HAYA

Factory No 1 Established 1867 TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Represeniative for the United States

82-88 Wall Street, New York City

Trujillo & Co.
Key West, Fla.
Factory No. 111

Our cigars stand high always. We have so far this year produced 40% more cigars than last three combined. Is this evidence enough? Write for particulars about our excellent values.

Our own clear Havana Cuttings at 45c. per lb., F. O. B. Key West.

FERNANDEZ, LOPEZ Y CA.

Manufacturers of Strictly Clear Havana Cigars

Ramon Fernandez, Pres.

Manuel Lopez, Vice Pres.

J. J. Fernandez, Sec'y & Treas.

Jose Lopez, Ass't Sec'y

Factory: Tampa, Fla.

Factory: Key West, Fla.

MAIN OFFICE: BOX 293, TAMPA, FLA.

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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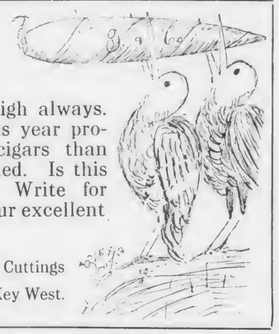

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Factory: Tampa, Fla.

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MAIN OFFICE: BOX 293, TAMPA, FLA.

INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on

REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

PARK & TILFORD

Fifth Ave. and 26th Street, New York

Robert Burns

MILD

10c. Cigar

"The Quality is Mild but The VALUE IS STRONG"

Straiton & Storm Co.

NEW YORK

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THE TOBACCO WORLD

FEBRUARY 1st
1912

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Tampa Manufacturers Continue Active In Guarantee Stamp Fight—United Stand Advocated

Independent Tobacco Manufacturers' Association Holds Annual Meeting

Havana Tobacco Importers' Association Formally Launched

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Reports from Leading Trade Centers

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Problems of the Retailer

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 3

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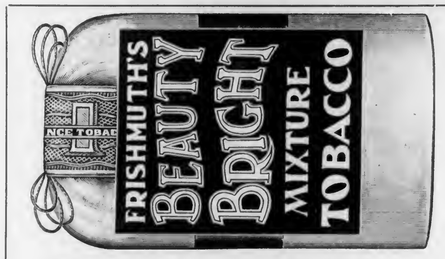
41 Union Square, New York



For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

We Couldn't Improve the Quality So We Improved the Label

Such was our idea in bringing out our new package

ALL-ALIKE
FIVE CENT CIGAR

¶ This cigar is made up to the standard of **blend, quality** and **workmanship** that has made our cigars famous since 1869. It's a long filler, Sumatra wrapped, free-smoking cigar that is sure to prove a repeater.

Juan F. Portuondo
Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA
The Signature on each box is the dealer's protection.

PASTORA
"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
HAVANA CIGARS"
Made by
SAN TELMO
CIGAR MFG. CO.
DETROIT
"QUALITY CREATORS"

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great
FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

Made by
Salvador Rodriguez
at
Tampa, Fla.
Offices: New York Warehouse: Havana

MR. JOBBER

If You Do Not, You Ought to Know

that we have built our reputation on quality

That
ALVAGAR
and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo
New York at 128 Water Street

Established 1857

M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

San Felice
CIGARS
The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
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RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE of HARTS
BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

Don't Take a Chance
Take a Counsellor

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Allen R. Cressman's Sons
Makers
Philadelphia

Repeat Orders on Rigoletto Cigars are Bigger Than the First

One of our salesmen has just finished covering his route for the first time since our big advertising campaign began. He not only received repeat orders from every dealer who had stocked Rigolettos from the beginning of the campaign, but in every case these orders were bigger than the first orders.

This is a significant example of the manner in which Rigoletto Cigars have made good. The same story from every section of the country. This cigar is fast becoming a standard smoke at 10c. everywhere.

Dealers who realized the quality of Rigolettos, who appreciated the demand for such a cigar when it was made known and the value of our big advertising campaign, have won out big by stocking and pushing it.

Yet the advertising of Rigoletto Cigars has only begun. There are great things for the future. Will you share in them?

Rigoletto Cigars are made in only four standard shapes, all to retail at 10c. Get in touch with your jobber or write to us and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

CHEW

Climax Plug

The standard of QUALITY for nearly half a century

P. Lorillard Company

Jersey City, N. J.

Established 1760

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.
NEW YORK

The Originators of the
CONDAX STRAW TIPS

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE or HARTS
BEST 5¢ CIGAR
You'll Win the Game of Business With This Hand
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MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

HERE IS THE WINNING PACKAGE

EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

OPAL ONYX HUMIGARS

Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP-BABCOCK-BECKER COMPANY

525 Garfield Bldg., Cleveland

Boston, New York, Chicago, St. Paul, Minneapolis, Indianapolis, Albany, Atlanta, Cincinnati, Dallas, Milwaukee, St. Louis, San Francisco, Oakland

El Wadora CIGARS

Looks like - - - 15c.
Smokes like - - 10c.
Sells for - - - 5c.

We have some territory open which Live Jobbers should take advantage of.

Sig. C. Mayer & Company

Makers

515-517-519-521 Lombard Street

PHILADELPHIA

Factory No. 15, Philadelphia, Pa.
Factory No. 1, Red Hill, Pa. Factory No. 41, Perkasie, Pa.
Factory No. 153, Shelly, Pa. Factory No. 26, Sumneytown, Pa.
Factory No. 57 Ephrata, Pa. Factory No. 21, Geryville, Pa.

LA SARAMITA CIGARS

INAUGURATNG our 17th successful year in the manufacture of the famous La Saramita brand of broadleaf Havana cigars we are putting on the market three new sizes.

Commanders---
Panatella Finos
3 for 25 Cents

Admirals---10
Cent Straight
Size

THE SHIELDS-WERTHEIM CO.

MAKERS

CLEVELAND

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt

Offices & Factory, 2786 Broadway, New York, N. Y.

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

"ELITE" F. Ry Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

BUILD YOUR TRADE ON

Red Rabbit Stogies

Fine proposition
for distributors.

PENN CIGAR COMPANY
247 La Place Street, Pittsburgh, Pa

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

A CIGAR OF DISTINCTION

Guide Post Cigars are made to retail at 5cts. and give consumer full value and satisfaction. Jobbers can recommend them with permanent profit because they are sure repeaters. The quality will do it.

MADE BY

F. P. SHANFELDER, Newmanstown, Pa.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A LA FAMOSA EQUAL TO ANY MILD 10¢ CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Resolutions

1. I will remove temptation from my clerks instead of placing it before them.
2. I will abandon my open cash drawer which affords no protection for my hard earned money.
3. I will know who makes mistakes, which clerk sells the most goods and I will reward them accordingly.
4. I will see that my customers are satisfied, by preventing carelessness and forgetfulness, and enforcing promptness.
5. I will be out in the store with my customers and show them I appreciate their trade.
6. I will be at home at night shortly after my store closes, knowing that my money and accounts have been handled correctly.
7. I will not be cross at home, because I will not have to worry over forgotten charges and other mistakes.
8. I will be able to spend more money on my family and myself.
9. I will take more vacations and thus be in better condition to advance my business interests.
10. I will use the "Get a Receipt" plan in connection with an improved National Cash Register, because this will advertise my business and enable me to get all the money in exchange for my goods.

A Merchant

The "hundred-point" cigar

HERE is a cigar that really is different. Different because it combines two virtues in an unusual marriage, the marriage of "Full flavor" and "Mildness."

It is easy to get mildness alone; it is possible to get full flavor (at a price); but tell us honestly, did you ever get both together? You can get it in the **Girard** cigar for 10 cents—a rich, full-flavored, satisfying smoke, yet with a mildness and innocence that will commend it to your physician.

The entire filler is pure Havana tobacco, **Cuban grown,** and matured for use by the slow, old-fashioned Cuban method. We are not up-to-date where that up-to-dateness means an inferior product. Our method, often requiring four months, seasons the tobacco evenly and thoroughly in a natural way. It eliminates all rankness and bitterness, and retains all the fine native quality and aroma. And the aroma is all in the tobacco; we use no flavoring of any kind.

Every **Girard** cigar is hand-made from beginning to end. We have discovered and improved a method of combining and blending the leaf for the **Girard** cigar which makes flavor and quality absolutely uniform. This method is one of the most important discoveries in the whole history of cigar-making and is known only to us. The cigars produced by it cannot be obtained by any other means. Believe us, when we say that the **Girard** cigar "really is different."

GIRARD Cigar

Made in the following standard shapes

"Brokers" 5¼-inch Perfecto. Shown in the box above.

"Mariners" 5½-inch Panatella. Shown in cut.

"Founders" 6-inch Blunt. Shown in cut.

The "MARINERS" Actual Size

The "FOUNDER" Actual Size

The Girard cigar is sold by dealers generally. Ask for it where you usually buy. But if your dealer can't supply you today, fill out the coupon below, enclose a dollar bill and we'll send you, prepaid, a box of ten Girard cigars of the shape and color you prefer. If you do not like these cigars better than your dollar, we will send the dollar back to you on request. We know they will make good.

We are not in the mail order business. The Girard cigar is sold through dealers only, but we do want you to try them and will therefore send you the first box direct if necessary.

Girard cigars sell on merit alone. We offer no premiums or prizes. We put the value into the cigar. The **Girard** cigar is a quality proposition and on quality alone we want it to stand or fall. As a matter of fact, it is not only standing but its sales are growing by leaps and bounds. And the explanation can be found at the beginning of this page—it combines a satisfying full flavor with mildness.

Send along the coupon today. It isn't merely that these cigars will be worth your dollar, so much as that this is the way for you to discover the smoke that will hereafter be your own particular favorite.

ANTONIO ROIG & LANGSDORF
Established 1871
PHILADELPHIA

This property is owned, directly or indirectly, by the following stockholders, all of whom are citizens of the United States:

Antonio Roig & Leopoldof
317 N. 8-inch Street
Philadelphia

I enclose one dollar, for which please send me, charges prepaid, one box of 10 Girard cigars.

Shape .....
Color .....
My dealer's name is .....
Address .....
My name is .....
Address .....

Look for this full-page advertisement February 8th on the first inside cover of *The Saturday Evening Post*

The *Post* issues *more than one and three-quarter million copies* every week; so that this advertisement tells the story of the *Girard* cigar to millions of readers—largely men. And it shows you how we sell this cigar directly to benefit *you*—the retail dealer.

We send no cigars to the consumer except where he cannot buy them of his dealer. We offer him no prize or inducement to buy from us. We send him only one small sample box at the full retail price of 10 cents straight for these sizes. And if you are his dealer and will arrange to supply him we give you your *regular profit on that sale.*

We make you customers; not spoil them.

The *Girard* cigar has already made good. It has proven a consistent *repeater* wherever sold.

It makes a special appeal to a large and growing class of smokers—as you will see for yourself. And we put it before them by strong persistent advertising, every line of which tends *directly* to make new business for *you.*

Are you ready to get the full advantage?

Have you a stock of *Girard* cigars in these popular 10 cent sizes sufficient to meet the earliest demand?

If not you can buy them from your jobber at $70. per thousand. And we suggest that you put them in without delay.

Order from your jobber or from us. *We fill all orders the day they are received.*

ANTONIO ROIG & LANGSDORF, Philadelphia

This Space Reserved for

The Liggett & Myers Tobacco Company

Main Offices

ST. LOUIS, MO. **DURHAM, N. C.**

WANTED

One Thousand Live Men

UNDER the new management which took hold two years ago, **The Tobacco World** has been making quick strides forward in every department. The improvement in our reading pages, the enlargement of our correspondence staff and the distinctive style, have combined to place **The Tobacco World** in a class by itself.

Our method of building, has been first, to produce the best trade paper in the tobacco field, feeling sure that such a standard would be sure to win recognition in the form of thousands of new subscribers.

That this recognition is coming, is evident in the increase of more than 60% in our circulation, as well as substantial gains in our advertising accounts.

With the opening of the New Year, it is our ambition to extend this circulation in every State by an aggressive campaign for subscriptions. To that end, we have an excellent proposition for traveling salesmen who would wish to take subscriptions on a commission basis. Only men of high standing and unquestioned character are wanted.

At one dollar per year, **The Tobacco World** is the best trade journal proposition in the country to-day. In most cases, all that is necessary to get a subscription is to show a copy of the paper, and point out its distinctive features. Solicitors who have taken hold of our proposition are making a good side income from it.

Why not, Mr. Live Salesman, do the same?

Address Circulation Manager, The Tobacco World

NO % added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

PROMPT DELIVERIES

CARLOS, FERNANDEZ & CO.

42 East 23d Street, New York

OFFICES AND WAREROOMS: MANILA—PORTO RICO

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

BARON DEKALB SEGARS

Real Habana Segars 10c. to 25c.

Made in New York at the sign of the bulldog by

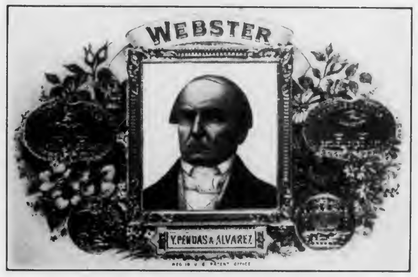
John W. Merriam & Co.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 PEARL ST., NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, FEBRUARY 1, 1912. No. 3.

Cummins' Tobacco Plan Not Likely to Pass Now

Senate Committee Oppose Measure as Unconstitutional—New York Retail Suit the Last Hope for Intervention

WASHINGTON, D. C., January 29th.

DEVELOPMENTS in the past week lead to the conclusion that if any effort succeeds in having the dissolution plans of the American Tobacco Company reviewed by the Supreme Court, this effort will not be due to the Cummins bill which is now before Congress, but will come as a result of the suit instituted in New York during the past fortnight at the suggestion of the attorney, E. L. Andrews, counsel for the North Carolina Bondholders' Committee. This comittee, it will be remembered, has been trying for years to bring about the redemption of that State's repudiated bonds which were issued by the "Carpet Bag Government" during the reconstruction period following the Civil War.

The American Tobacco Company subscribed for part of a new issue of North Carolina Bonds about a year ago, against the protest of the committee which demanded that the old bonds be redeemed before the new ones be issued.

Through this relation, the Bondholders' Committee urged Otto S. Jonas, secretary of the Independent Retail Tobacconists' Association to file a bill for the review of the recent Circuit Court dissolution plan. Acting along this line Mr. Jonas has brought such suit and thereby hopes to obtain a footing in court to bring about the desired result.

Whether the Jonas action will result in the end desired, is questionable but it is believed here that it stands a better chance of success than does Senator Cummins' bill passing the present Congress. A canvass of the Senate Committee, having in charge the Cummins' bill, indicates that it is not likely to be favorably considered at this session of Congress. Both Senators Root and Overman, members of the Sub-Committee on Judiciary are opposed to the Cummins measure on the grounds of its unconstitutionality.

Senator Cummins was before the Senate Comittee last week when Attorney-General Wickersham explained his attitude towards the American Tobacco Company decisions. Mr. Wickersham attacked the Cummins measure as being antagonistic to the decision of the Department of Justice. He maintained that the public interest was maintained by the dissolution plan which he regarded as being in perfect harmony with the requirements of the Supreme Court decision. He assumed entire responsibility for the failure to appeal the case, and emphatically declared that he was willing to stand pat on his action.

Mr. Wickersham has obtained copies of Mr. Andrews' plan of review and is closely studying the same.

Plans for Dissolution of American Stogie Co.

PLANS for the dissolution of the American Stogie Company and the reorganization of the Union-American Cigar Company have been presented to the Circuit Court of New York for approval.

The unwinding process is complicated by the fact that all the stock of the Union-American is owned by the Ameri-

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Tampa Manufacturers See Need of United Movement

Proposition to Strengthen Guarantee Stamp Being Widely Discussed—Lack of Co-operation the Big Obstacle

FRIENDLY and co-operative in all that these two terms imply, that is the true sense of an organization which was recommended in the last issue of "The Tobacco World," at the suggestion of one of the leading operators in Florida's cigar city.

The article resulted in an overwhelming amount of comment, both favorable and adverse.

One of the leading men who would be affected by this movement lost no time in formulating the following proposition:

"What have we, our firm, to gain by this combination? Those houses less fortunate in distinguished reputation than ourselves would be trading on our past record were this movement to go into effect."

The correspondent of THE TOBACCO WORLD," to whom this query was made, was forced to admit that this manufacturer's hesitation in the matter was fully warranted inasmuch as the firm for whom he speaks have succeeded through forty years of honest efforts to place upon their product a name which is equivalent in the eyes of the American consumer to the sterling mark on silver. They have never varied from their set resolution to manufacture only the very best product that constant effort, good financial backing, and talent can create.

The same gentleman, however admitted that since 1901, the trials and tribulations which the clear Havana manufacturers were forced to face on account of tobacco conditions and labor troubles, had made the revenues in that particular field infinitesimal and that the need of an effective combination which would insure economy to the manufacturers as well as better selling facilities is imperative.

Another prominent manufacturer concerned in the plan, suggested very frankly, that in the past, meetings of the Clear Havana Manufacturers Association, of Tampa, have been a smile-on-your-face and a knife-behind-your-back arrangement which has been the most grievous impediment to the men of that great industry. He stated furthermore that the plan suggested by "The Tobacco World," if put in effect with absolute fidelity to the guarantee proposition would mean the salvation of the manufacturers who are now struggling against many and serious obstacles in their honest endeavor to sustain the reputations for quality which they have built up during the past half century.

It is an open secret that the leaf conditions in Cuba and subsequent high price place the honest manufacturer in a condition bordering on commercial suicide. The racey competition which is waged by the less scrupulous producer, prohibits his even attempting to make any advance in the selling price.

Any Tampa manufacturer will admit, no matter how prosperous and successful his business may be, as a whole, that there have been several years during which the profits were on the left hand side of the ledger.

Unfortunately there has always been some hesitation on the part of the Tampa manufacturers to enter into com-

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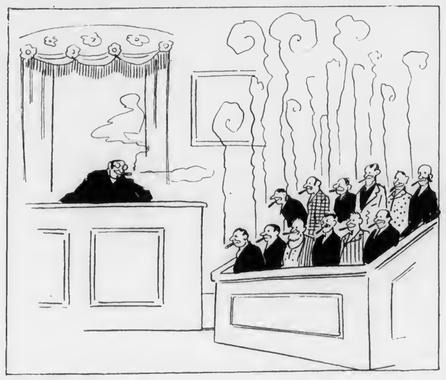
SMOKING OUT JUSTICE



A GOOD JUDGE AND A BOX OF SMOKERS

IF the precedent set by Judge Prescott Smith at a recent session in the Superior Court, in Cincinnati, be followed, smoking will become regularly a part of the judicial proceedings, as an aid to clearing the mind, soothing the nerves and clarifying the obtuse legal questions.

In an equity proceeding to determine whether Hazen & Company were due any money for the partial erection of a building, being heard in Judge Smith's Court. Harry Hake, the witness, becoming bored by the slow proceedings lit a cigar and proceeded to smoke calmly in the witness box. In a few minutes, a dozen other witnesses and the lawyers followed suit, and finally the Judge himself being offered a "weed" joined in the merry "Smoke Fest." Not to be outdone every one of the twelve jurors relaxed, lit their cigars and began to discuss the case informally.

In this hazy atmosphere, judge, jurors and litigants saw clearly the legal points involved and were quick in reaching a decision.

Anti-Smoking League please copy!

Tampa Manufacturers See Need of Uniting

Continued from page 11

binations because of doubts which the individual manufacturers had as to the sincerity of the promoters. Until that lack of confidence is eliminated, united action is improbable.

At the present writing, however, the operators who would be affected by this combine are facing that crucial time when they are, and will be most in need of an organization that will effectively present the guarantee stamp of Tampa to the American public, thereby reducing selling expenditures, creating economies, and giving the manufacturers that long desired chance of advance in price, when advances are justified by natural and other conditions.

The Variety Cigar Company of New Haven, by Charles E. Case, general manager, filed a petition in bankruptcy in the United States Court on January 26th.

The American Tobacco Company has combined the F. W. Felgner Company and Marburg Brothers into one big concern for the manufacture of smoking tobacco at the Marburg Brothers factory, Boston, Mass.. The Felgner plant will hereafter be used as a storage warehouse. Mr. Leidenroth continues as manager of the combined factories.

Plans for Dissolution of American Stogie Co.

Continued from page 11

can Stogie Company, a majority of whose common stock is owned by the American Cigar Company, a majority of whose stock is owned by the American Tobacco Company. The American Stogie Company has never been profitable and dividends on its preferred stock, issued largely an payment for plants acquired, are in arrears, up to Feb. 1, 1912, to the amount of 46½ per cent. The preferred stock outstanding amount to $976,000 and the accrued dividends to $453,840, a total of $1,429,840.

Under the plan the Union-American Cigar Company will receive back from the Stogie Company its entire stock issue amounting to $1,250,000. Out of this $1,087,000 will be exchanged for the $10,879,000 common stock of the Stogie Company. The Union-American will also authorize an issue of 7 per cent. preferred stock to the amount of $1,500,000, and of this $1,429,840 will be exchanged for the preferred stock and accrued dividends of the Stogie Company. All stock of the Stogie Company will be then canceled and retired. Thus the capitalization will be cut down about 90 per cent.

This exchange of American Stogie common and preferred for Union-American common and preferred will affect stockholders not in the old combination. Of the American Stogie preferred the American Cigar Company owns only $40,000 out of $976,000, and of the common it owns $7,303,775 out of the $10,879,000, the remainder being in the hands of outsiders.

When the exchanges are made, the Union-American stock that comes into the hands of the American Cigar Company will be distributed among its own stockholders. Of these the American Tobacco Company is the largest, and the stock that comes into its hands will in turn be distributed to its own common stockholders. The dissolution of the Stogie Company will then be complete and the business of the company it owned will be represented by stock in the hands of individuals.

This business consists of factories at Pittsburgh, Allegheny, Lancaster, and Newark, and although the decree of the Circuit Court called for its division into at least two companies the plan now offered seeks to avoid this, saying:

Concession Asked of Court.

"It is suggested, in view of the fact that the Union-American Cigar Company has at present but 1.58 per cent. of the cigar business of the United States, which is very much smaller than the percentage of business of any of the other companies as sub-divided by the decree, that under the plan proposed the control of the Union-American Company, by ownership of a majority of the stock, will no longer be in the American Tobacco Company or any of its subsidiary companies or stockholders, and that a still further reduction in the size of the Union-American Cigar Company by further sub-division of its properties will put it at serious disadvantage in competing with the other and larger cigar companies provided for in the decree; that the officers of the American Stogies Company and other parties interested present the above-quoted part of the decree to the court for reconsideration and obtain, if possible, a modification of the decree permitting the Union-American Cigar Company to continue to hold the properties now held by it.

In case the court refuses so to modify the decree, then the Union-American Cigar Company shall carry out the provisions of the order by separation into at least two different ownerships of the factories and business now owned and operated by it. This separation shall be effected by the sale of the Union-American Cigar Company of one or more of its factories, either for cash or securities, the proceeds of such sale to be distributed among the stockholders of the Union-American Cigar Company as their interests shall appear."

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

INTERESTING, inspiring and instructive is the story of the business career of Mr. A. Aurelio Torres, of Key West. Today he is one of the city's pushing, progressive, prosperous cigar manufacturers, heading the well-known, well-advertised firm of Trujilli & Company, which is doing a national business.

Born and educated at Key West, Mr. Torres served his apprenticeship as a cigarmaker in his early youth—learning the business systematically and thoroughly under the old Spanish-American masters of the town; attaining an ingoing and thorough knowledge of every detail and fine point that are ascessories in the preparation of a truly high-class, representative cigar. And be it known that in the United States of America and elsewhere there are but a few cigarmakers with initiative, ambition and perseverance enough to study and work and keep at it everlastingly until they have made a fine art out of their craft. Also special talent is born not bred into men.

A. AURELIO TORRES

For a number of years young Mr. Torres served in the rank and file of the trade, and it was first in the year 1903 that he decided to embark in business for himself, minus capital, but full of ambition and determination to succeed.

His first product—the cigar upon which he established a lasting reputation—was the "Cottage by the Sea." And the story of how he did it is interesting. Very modest indeed was the beginning of his active career as a cigar manufacturer "in business for himself." With the friendly assistance of business men of Key West, who knew and trusted him, he managed to fit out and stock a tiny factory in the rear of 602 Fleming street, making, packing and shipping his own cigars with his own two hands.

So hard did he work and so brightly did Dame Fortune smile upon him and his "Cottage by the Sea" cigars that in less time than eight months after he had paid off all debts on his enterprise and found himself doing a volume of business which enabled him to give steady employment to eight men.

He now commenced to look about for an out-of-town market for his cigars, and his ensuing advertising campaign by correspondence and advertisements in the cosmopolitan press was as effective and successful as had been the previous luck which had attended upon his thrift and enterprise. Year after year now recorded a comfortable increase in his business, and in 1906 he bought the Principe de Golfo Cigar Company, moving into more spacious quarters on Simonton street. At this time his business had grown to such proportions that he gave employment to twenty-five men.

That was, however, only the beginning of his business career. Spurred on and on by his motto, "Ever Forward," he continued to prosper and expand, every now and then increasing his output, force of men and field of distribution; never, at the same time, losing sight of the premises upon which he first had commenced to build—the same foundation which underlies all real, permanent success in every department of life, namely to concentrate his ambition and energy upon the task of making not only more cigars but better cigars as well.

And naturally his number of satisfied, steady customers continued to increase apace.

His next move was to purcase the Trujillo y Ca. business, associating it with his own, and establishing the new concern at 613 Front street. He had been established there but a short time when the hurricane of October, 1909, came along and totally destroyed his factory, ruining his tobacco and causing him a direct loss of $4,180.20.

Temporarily disabled, but nothing daunted or disheartened even in the face of this serious drawback, which for the time being had left him almost entirely on bare ground—he with a right good will set out to revive by pluck and hard work his vanished fortunes; now moving to his present quarters at 613 Greene street, where he practically had to start business all over again. His indomitable energy and thrift once more won the day for him, for in the course of a comparatively short space of time he prospered so emphatically that he by degrees built up a business amounting to the turning out of a million cigars a year.

Sixty hands, expert cigarmakers, are now employed in his modern, finely equipped factory the year round.

Among the far-famed brands of cigars manufactured by Mr. Torres are the "Principe de Golfo," "Cottage by the Sea," "Bouquet de Trujillo y Ca." and "Polonius."

Mr. Torres is still one of the younger business men of Key West, and, judging by his past achievements it is safe to predict that he will continue to push onward on the success-road until he ranks among the leading men in his field of commercial activity.

Young men in any trade may profitably emulate the example set by Mr. A. Aurellio Torres as a business-builder and citizen, which are among the best tributes that can be paid to any man.

all that's new with JOBBERS and DISTRIBUTORS

Altoona Wholesalers in Dispute

SURPRISE was expressed when it became known this week that H. D. Soyster & Company, a well-known firm of wholesalers in cigars and tobacco at Altoona, Pa., had made a voluntary statement of indebtedness as a result of proceedings brought for a receivership by G. A. Zimmers, a partner.

In his petition to the Court Mr. Zimmers averred that the firm is insolvent. This was emphatically denied by H. D. Soyster, who, on January 22nd filed papers showing the firm to be perfectly solvent. The inventory taken January 1st showed a net worth, after all liabilities had been paid, of $6,470. The original capital of this firm was only $4,000.

Mr. Soyster contended that he was unjustly assailed by Mr. Zimmers and had not ben given an opportunity to take over the business and save all the creditors. Mr. Soyster made a voluntary confession of judgment to Alexander Weir, trustee, for $9,883 which represents the entire indebtedness of the firm. It is stated that the creditors are amply protected as the individual partners are worth approximately $45,000.

It is declared by Mr. Weir that all claims will be paid dollar for dollar no matter what the outcome of the present litigation between the partners.

Navy Tobacco Contract Awarded to Francis H. Leggett & Co.

FRANCIS H. LEGGETT & CO., New York, came out the winner in the competition for the Navy Department's big tobacco contract, eleven of the best known supply houses in the country competing for the prize. The bid made by the Leggett Company was accepted by the Navy Department as the lowest and best, quality being one of the important factors in the consideration.

The contract calls for the delivery of 200,000 pounds of tobacco to the New York Navy Yard between May 20th and June 1st next. The price is fixed as 37.93 cents a pound.

Besides the Francis H. Leggett Company bids were received from the following ten firms: The American Tobacco Co., Booker Tobacco Co., Inc., Larus & Bro. Co, Machee-Zimmet Tobacco Co., Inc., Metropolitan Tobacco Co., Strater Bros. Tobacco Co., Inc., The United States Tobacco Co., Universal Supply Co., Virginia-Carolina Tobacco Co., Inc., Watson & McGill.

"Post Dispatch" Making a Hit on Coast

MORRIS BURKE, the Los Angeles cigar broker, and J. B. Bonhaus, star salesman for Klauber & Wangenheim Company, have just completed a ten-day trip from Bakersfield, Cal., and state that the "Post Dispatch" will be found in the entire territory. Burke and Bonhaus are making a good team touring the suburban towns with an Overland automobile entirely covered with "Post Dispatch" advertising. The "Post Dispatch" cigars are made by Eitel & Cassebohm Company, Louisville, Ky.

Stickney's Denver Branch Gets the "R. B."

ARRANGEMENTS have been completed by the Rosenthal Brothers, of New York, to have the Denver branch of the Willam A. Stickney Cigar Company handle their popular "R. B." 5c. cigar in that territory. The account was opened by Julius Reisenberg, who has secured the services of C. B. Davidson, formerly with E. M. Schwarz & Company, to assist him in the missionary work of boosting this brand.

New Distributors of the "Betsy Ross"

THE Star Tobacco Company of Wilkes-Barre, Pa., have completed arrangements to act as sole distributors of the "Betsy Ross" 5c. cigar manufactured by A. S. Valentine & Son, of Philadelphia.

Niles & Moser Cigar Co. Make Changes

C. E. SAUNDERS, for the past seven years with the Niles & Moser Cigar Company, Kansas City, Mo., covering Northern Nebraska, the Black Hills and North Dakota, has resigned. Mr. Saunders is a man of substantial means and feels himself entitled to a rest after twenty-seven years on the road.

He is succeeded by Frank Connelly, for a number of years with George M. Conway, of Sioux City.

J. B. Rule has also resigned from the employ of the firm on account of ill health.

C. R. Whitman will cover the territory of Missouri.

J. H. Clark, formerly with the American Tobacco Company, has accepted a position as city salesman with the company.

The company announces that it will control the brands of the United Cigar Manufacturing Company for the State of Missouri.

Drake & Company, wholesale grocers and cigar distributors in Easton, Pa., has just taken on the "Judge Best," "Flor de Valentine," and "Our Field" manufactured by A. S. Valentine & Son, Philadelphia, and will act as sole distributors of these brands in that teritory, in addition to the "Betsy Ross" and "Paul Jones" of this factory, which heretofore they have handled.

Sanford C. Bugbee, of Bugbee & Brown, cigar jobbers, of Biddeford, Me., recently visited Dover, N. H., on business, and found it a lively town, as the police there mistook him for a fugitive from justice whom they were trailing. Mr. Bugbee is one of the most highly respected citizens of Biddeford and the Dover authorities are glad to escape a damage for $50,000.

Ben Shearer has resigned as manager of the business of the Peregoy & Moore Cigar Company, St. Joseph, Mo., and is succeeded by Ed. J. Earle, of Kansas City, formerly with the Niles & Moser Company.

Late Jobbing Trade Items

A. Luebeck, formerly a well-known cigar salesman and who lately had been jobbing cigars in the Central Building on Main street, Rochester, N. Y., filed a petition in bankruptcy a few days ago in the United States District Court. Mr. Luebeck also formerly managed the cigar stands in the Main street, East Store of J. A. Seel & Company, and in the New Osborn House.

Eugene Wilmot Crane, of Moreland Brothers & Crane, wholesale cigar and confectionery merchants, Adrian, Mich., is dead. He came to Adrian in the spring of 1881, entering into partnership with Messrs. Robert S. & James H. Moreland, the trio forming the firm of Moreland Brothers & Crane. Ever since then he made Adrian his home and business field.

W. A. Davis, one of the best known Syracuse, N. Y., wholesale tobacco dealers, is optimistic over the trade outlook of 1912, being quoted as saying that he "does not see a cloud in sight.'

President Hart, of the Hart Cigar Company, Portland, Oregon, reports freights as slower than usual at this season of the year. He is behind in receipt of a number of ordered brands of cigars, among which "Gatos," "R. B's" and "Optimos."

J. H. Parker, president of the Parker Gordon Cigar Company, St. Louis, Mo., is on a business trip to New York and speaks optimistically of the trade outlook in his section.

The Chas. P. Stanley Cigar Company, St. Louis, Mo., will move from 666 Olive street to the new store at 702 Olive street, which is more ample and better able to accommodate the requirements of this flourishing concern.

W. W. Higgins, of Park & Tilford, called on the retail trade at Louisville, Ky., last week.

The R. J. Seidenberg Company, of Buffalo, N. Y., are having great success with their "Daily Made" nickel cigar manufactured by A. S. Valentine & Son, of Philadelphia.

The Pierson Cigar Company, Indianapolis, Ind., had a visit last week of Chas. H. Morris, well-known as the manufacturer of "La Integridads." The Pierson Cigar Company acts as Indianapolis distributor for Chas. H. Morris & Company, and is one of the city's best established cigar distributing concerns.

R. A. Horr, manager of the Stone-Ordean-Wells Company, Duluth, Minn., whose portrait was published in the last issue of "The Tobacco World" was a visitor to the Mineapolis branch of his house last week. The Minneapolis branch deals in cigars exclusively, and it is pleasant to know that Mr. Horr, upon the publication of our article, is devoting special attention to this department of his business. J. E. Granger, vice-president, accompanied Mr. Horr.

I. Dahlman and Ira Ellison, pipe salesmen for Wm. Demuth & Company, and Kaufmann Brothers & Bondy, respectively, are leaving New York for Seattle at the end of January to call upon the jobbers of that city.

Oak Olson, travelling for Schwabacher Brothers, Seattle, Wash., left the other day for a trip through the Southwestern part of Alaska.

H. & C. Herrmann are running what may justly be denominated a model retail store at Third street and Garfield avenue, Milwaukee, handling all the well-known brands of cigars.

The Noah Foster Company, Buffalo, New York, carries an excellent line of imported Cuban cigars, among which are, "Por Laranaga," "Giaconda," "Sol Partagas," "Punch," "Belinda," "F. Garcia y Hermanos" and a number of other famous brands.

M. Engelman, proprietor of the Golinda Cigar Company, Baltimore, Md., has offered to settle with his creditors at twenty cents on the dollar.

The Manchester Cigar Company, Baltimore, Md., through its popular proprietor, Mr. Paris, announces that its sales are larger than at this time a year ago. His son, Raphael, leaves shortly for the West to drum up trade for their excellent brands of cigars.

William Boucher & Son, located in the American Building, Baltimore, Md., have stocked up with a large assortment of fine imported brands of cigars and are in the midst of a flourishing boom of business. They report an increasing demand for imported goods.

Selak & Hoffman, cigar jobbers, at Wilmington, Del., have taken the distributing agency of the "Wheelin" brand of stogies, made by the Blu-J Tobacco Company, of Philadelphia.

Havana Importers' Association Formally Launched

PERMANENT organization of the Havana Tobacco Importers' Association was effected at a meeting held in the rooms of the New York Leaf Tobacco Board of Trade, January 30th. The officers elected were: Charles Fox, president; John W. Merriam, vice-president, and Charles Vogt, secretary.

The meeting was largely attended and very enthusiastic over the formation of an association which promises to be a big factor in the tobacco trade. Committees were appointed to enlist members from all sections of the country. The dues were fixed at the nominal sum of $10 per year.

All Havana cigar leaf importers and manufacturers of clear Havana cigars are eligible to membership.

Independent Tobacco Manufacturers Denounce Wickersham at Annual Meeting

WASHINGTON, D. C., January 24, 1912.

THE Independent Tobacco Manufacturers' Association, at its annual meeting, held at the New Willard Hotel yesterday, severely arraigned Attorney-General Wickersham, through the address made by the president of the Association, Mr. W. F. Axton, accusing the Attorney General of having been biased and hypocritical in dealing with the American Tobacco Co. Supreme Court decision.

The officers elected for the next year were: President, W. T. Reed, of Larus Bros. & Co., Richmnod, Va.; vice-president, Ben Pearson, of the Byfield Snuff Co., Byfield, Mass.; secretary and treasurer, Rawlins D. Best, of Lowell and Buffington Co., Covington, Ky.

Mr. W. F. Axton, of Axton-Fisher Co., Louisville, Ky., heads the executive committee. About twenty members were present at the meeting.

ONE of the prominent retailers, with whom I have been acquainted for many years, was complaining to me of the fact that he was particularly unfortunate in the possession of cranky patrons.

He introduced me to a man who had been buying cigars from him for twenty years, but he whispered to me that he had never sold this party a single cigar but what there would be some kick or some unfavorable comment.

I took a six-inch stogie, which first saw the light of day in West Virginia, and placed a very elaborate band on it, and presenting this cigar to the cranky customer, I wove around it an elaborate history of the prominent concern in Cuba which made that special size for royalty. The gentleman first declined, stating that he would not wish to deprive me of so valuable a cigar, but I insisted that he express his opinion, because as I told him, I knew what a wonderful judge he was.

It would have been a treat to any retailer or smoker to see with what deliberation and delight the man smoked this Flor de Stinkadora, and when it got too short, he took a tooth pick and inserting it in the end, smoked the cigar to the very last, so as not to lose any of this treat. Again thanking me, he exclaimed in ecstacy, "That was the greatest treat I ever had."

* * *

Four or five prominent cigar manufacturers, were sitting in one of the uptown cafes, when in entered a breezy know-it-all "Knight of the Grip," who butted into the conversation with the remark, "Have you heard the news, Brown and Company have sold out to the Amalgamated Tobacco Company."

One of the gentlemen present, to whom the young information bureau had not been introduced, asked him whether he was certain of this matter, and he promptly assured him that he was. The gentleman suggested that there might be a chance of his being misinformed, but the rumor merchant stoutly affirmed that his information was correct.

"The reason I am interested, said the party with a serious air, is because I happen to be Mr. Brown, and if such a deal has gone through, it must have been consumated by my office boy, while I was away.'

When last we saw the young wiseacre, he was in an awful hurry to catch a car, and he did not even stop to say "goodbye."

* * *

I entered one of the prominent retail cigar stores on Broadway, the other day, for the purpose of making a purchase. Naturally, I was tempted to engage the clerk in business conversation. I realized immediately however, that this particular young man gave but small thought to the business in which he is directly engaged, preferring to entertain his customers with flippant talk, shady stories and a display of obscene literature and pictures, with which he was plentifully supplied.

This is very poor business, and there are no doubt, a great many customers whose first call at the place is their last.

The other day I had an interview with one of the leading retail cigar merchants of Philadelphia, and he entertained me with the following story about the "coupon" craze:

One of the pillars of society of the city, a well-known aged millionaire, was observed leaving one of the cigar stores from which such coupons are dispensed with each purchase, with a bow and a "I thank you" from the educated clerk behind the counter. In his hand he held a bunch of the precious green certificates for which you can get teapots, steam engines, nickel watches that will run, ladies' bracelets of imitation gold that won't come off, ear and nose rings and other good merchandise.

Very carefully, as though they had been gold bonds from his bank vault, the old gentleman counted his cigar-coupon spoil, stopping short in his walk all concentration and attention.

Two men of the younger generation of the same burg approached him, observed him cynically and without the respect due to age, for it was evidently a couple of bad boys, on mischief bent, and one of them stepped up to him, touched his shoulder, tipped his hat with mock respect, pointed the thumb of his right hand downward, backward and outward toward the gutter and said politely:

"You dropped one, right there, behind you, sir!"

Whereupon the poor old man immediately turned about with a perturbed expression in his face, and was last seen making a careful exploration of the refuse filled gutter, while the two young scamps passed laughingly on their way.

* * *

In the stress of modern competition it is the "early bird" that not only catches the "worm" but also, the "order." Apropos of this sentiment, I heard a story the other day from an experienced cigar salesman, who is known to be "always on the job." He dropped into a New Jersey town recently and after registering at the hotel sat in the lobby a few minutes to get his bearings. He was approached by a good-natured chap, a cigar salesman, whom he did not know, but who hospitably invited him to join him at a game of pool, saying "I've got an appointment at one o'clock this afternoon with the cigar buyer of Blank & Company's Drug Store and I want to kill an hour or so before going there."

The other salesman, without revealing his identity, quietly refused the offer to play pool on the ground that he was out of practice, but the pool-player soon found a companion and got busy shooting the balls around. Meantime, the live salesman picked up his sample case, dropped into Blank & Company's Drug Store and "sold him up" for several months. When the pool-player arrived at the appointed hour, he was greeted with the sad, sad story, "I have bought all I need."

That evening the two salesmen met and the pool-player learned for the first time just how he lost the order. "Gee!" he said, "I did not not know that you were a cigar salesman." This ended the incident, although, it is presumed that the pool-player "knight of the grip" learned his lesson well.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL

Another enduring monument to American engineering genius, second to that of the Panama Canal only, has just been completed in the railroad to Key West. On January 22nd the first through train passed over the Florida East Coast Railroad, entering Key West 582 miles south of Jacksonville, having travelled 128 miles from land solid enough to be considered mainland, the distance including 75 miles of water, in which are 17 miles of open sea.

The Key West Railroad and Her Cigar Industry

The cigar industry is one of Key West's main assets. The old and far-famed cigar manufacturing concerns of the city have done much to build it and create its cosmopolitan reputation. They did this in spite of its secluded situation by sheer force of initiative and perseverance. Now when the railroad assures the city of rapid and regular intercourse with the outside world, it may safely be predicted that twice the effort will be put forth by the large and prosperous manufacturers of Key West to make their products leaders in the cosmopolitan markets of America.

And so Key West and her old houses, (these aristocrats in the world of cigar manufacturing) are alike to be congratulated upon the progressive possibilities the Florida East Coast Railroad places before them. As we said, they will not be slow to improve upon them. These concerns have always distinguished themselves by their ready initiative and progressiveness. Otherwise they could never, so forcibly as they do, have impressed the outside world with the importance of Key West as a centre of American cigar manufacturing industry.

Interviews with leading cigar retail merchants of Philadelphia and New York indicate that the feeling, on the whole, is reassuring and optimistic, the consensus of opinion being that there is no good reason why the year 1912 should not prove in every respect an improvement upon its predecessor for the cigar industry. And this reflects the general trade outlook of the United States today, a most remarkable change in sentiment having taken place.

The Outlook in the Tobacco World February 1st

The New Year has been ushered in under trade conditions which are very bright and promising. If they are to continue and if the optimism of the business world in general is to continue, depends largely upon the courage of capital to make ventures, and this in turn is to a great extent dependent upon the attitude assumed by the leading press of the country, which sways and focusses the mind of the public.

Indeed, the fact, long recognized in the science of physiology, that "two-thirds of life's ills are imaginary only," may be applied with equal truth to the world of commerce and industry today. That this is so, is strikingly evidenced by the sudden and almost unaccountable change from pessimism to optimism that has taken place in the minds of leading business men throughout the country. It was but the other day that no less a personage than Mr. Frank S. Vanderlip, of the National City Bank of New York, whose position renders him peculiarly able to correctly gauge the business conditions and outlook of the country, in an interview declared that "Business has ahead the most serious situation that has existed since you and I have been observers of business conditions." In the same way, Mr. George W. Perkins was picturing "big business" as having been partly paralyzed by the fear engendered by prosecutions under the Sherman Anti-Trust Act, and that powerful body known as the National Manufacturers' Association, gave it out as its prediction that unless the "reign of political agitation" could be checked, commercial and industrial ills lay in wait for us around the corner.

The future seemed peopled with dark and menacing shadows. Capital, naturally timid, had "got 'em bad," as the slang word goes. Then, all of a sudden, as by silent agreement of the powers that be in the country, that is capital, politicians and the press, the tone changed and the keynote became one of cheer and encouragement. There was an overnight revival in the steel and iron trade, which has become known as the "basic industry" or barometer of national prosperity. *Bradstreet's* and *Dun's* Commercial Agencies, and even *The Commercial and Financial Chronicle* dropped their attitude of melancholy and discovered "tangible evidence of improvement." *The Chronicle* affirms that the undercurrent of affairs is certainly much better, while *Dun's Review* has the following to say:

"The betterment in industrial and trade conditions, signs of which have been visible to close observers for two months, has now become plain to all, and is reflected by the expansion in bank clearings and railroad earnings, the big uplift in the iron and steel trade, the advance in copper, the increased activity in dry goods and brisker demand for money, and in the confidence inspired by the record-breaking cotton crop of upward of 15,000,000 bales."

All this reflects directly and favorably upon the tobacco industry of the country.

Operate your business with clean, straight copy—
It may be a little slow in starting a heavy load—
But it will keep it moving along.

PROBLEMS of the RETAILER

EFFECTIVE WINDOW DRESSING

General Rules Suggested by a German Expert Which May be Adopted With Profit by the Cigar Retail Merchant

TO arrive at a definition of a good show window display, it is first necessary to ascertain what the function of the display is. The aesthetic is dependent upon the practical.

The show window should attract the passerby, and present the goods displayed in a captivating manner. Out of this simple and uncontrovertible rule all the principles of show window displays grow. But, it must be kept in mind that the rule holds good only as a whole and that a good show window can only be obtained if both parts of the rule are adhered to. If one plans only to attract the passerby, there is a tendency to put into the window something spectacular, or something that is always pleasing to the eye. The resulting effect is to jolt the passerby and gain his momentary attention, but he is so taken up with the striking novelty that he does not see the merchandise displayed. If, on the other hand, the window trim is planned so as to present individual pieces of merchandise in a pleasing fashion, without regard to the attractive qualities of the whole display, the passerby who is intent on buying the particular goods shown might be appealed to but the rushing crowd sees nothing to make it stop and look—and buy.

The good show window, then, is that which presents its merchandise advantageously in an effective and co-ordinated group. The individual article should apparently be subordinate to the whole display; but the single article is in fact assured an effective prominence by the impression which the whole makes.

To decorate the window only with the goods which the store offers, or with articles of a similar nature which might assist in playing up the store's merchandise—that is the first principle of effective window trimming. Truly a principle, not an arbitrary rule. The violation of this principle in a most ridiculous manner was evident in the recent contests in Berlin. Under ordinary circumstances the merchant out of sheer thrift trims his window with those things which are readily at his disposition. But when an exposition or contest is announced, when the word "artistic" is heard, then all his thrift is thrown to the winds, and he feels called upon to present some unnecessary trumpery.

Pretentious displays are usually burdened with two kinds of articles foreign to the merchandise shown: Wax figures or stuffed animals and flowers.

The main window of one of the largest habit shops in Berlin was recently decorated with six wax gentlemen on foot and one wax lady on horseback. It is evident that the population of that window was too great to admit of much attention to the clothes shown. That the figures were unnecessary to show the style of the clothes was evident from the smaller window displays of the same firm. But a still more common way of loading down displays is the inordinate use of flowers. It is common to see the front and sides of a window fixed up with large flower pots, giving it the appearance of the entrance to a churchyard. It is absolutely wrong, as some insist, to say that flowers are always appropriate, for their very coloring, usually lavish and misty, is detrimental to a display demanding delicate hues. Flowers are only appropriate where they would be likely to accompany the merchandise in life: in vases, on a table over a centerpiece, amidst toilet articles, etc.

But while it is a contravention of good trimming to fill the window with objects foreign to the business it is just as bad to load it down with every article sold by the store.

The second principle of good window trimming is that crowding should be avoided. There are to this, as to every rule, exceptions; for there are store which aim to create the impression of bigness through quantity. In Paris I saw a store called "At the Hundred Thousand Shirts." Undoubtedly this store would be justified in putting as many shirts as possible into its windows. This massiveness creates an impression that there is plenty to pick from and that a bargain might be had. There are many stores to which displays of this kind would be more appropriate than the displays of the select stores which they imitate. Their goods are not high class enough to be attractive if shown individually, when the onlooker can discern through the window the little defects of a cheaper article

In all other cases moderation is necessary in order to make the goods appear more sumptuous. A mass looks ordinary; a few has the appearance of distinction. To give a pointed example jewelers, especially in Berlin, spoil the displays by crowding them. The most expensive pearls and diamonds fail to give the impression of refinement just as with the woman overloaded with finery. On the Place Vendome in Paris, however, the jewelers' windows always show one of two pieces, which invariably creates the impression of unusual value.

Suggestions for Window Cards and Ads

Do You Want Solid Comfort

You can get it in a....., a cigar with that Havana Aroma that makes you feel as though you have your every desire in the world. This solid comfort costs you the trifle of.....cents, and is made only by.....

Talking About Cigars

We would say—and stand by our statement—that for a mellow, ripe, flavored, palate-tickling, all-round satisfying smoke you can't pick up a better cigar for the price—10 cents the one, $2 the box of 25—than the .....

Girls---Here Is An Idea

If he smokes, get him a box of.....cigars. Nothing will please him more. He will admire your good taste, and love you more than ever.

Independent Retailers Discuss Coupon War

Radical Measure for Eliminating the System Advocated at Enthusiastic Meeting

THE Independent Retail Tobacconists' Association held a meeting on January 25th, at Terrace Garden. There was a discussion by Attorney Henry H. Hunter, and others upon the prospects of favorable action in the matter of the Bill of Review which was filed in the United States District Court on behalf of the Independent Retailers.

J. M. Cootner, and William Merican, two prominent retailers, had a lively dispute over the particular form of coupon legislation which would best serve the interests of the Independent Retailers, but J. Hallhiemer, an attorney, pointed out that the best chance of success in securing legislation of this kind would be by introducing a radical, sweeping measure which would wipe out all forms of coupons.

This was the first meeting since the recently elected president, Ike Ochs, and vice-president, C. H. McCarthy had gone into office, and there was much enthusiasm and encouragement on the part of the members over the manner in which these two officers conducted the meeting.

The chairman of the ways and means committee reported that the committee had decided to publish a souvenir journal at the beginning of each year, in which would appear the history of the association's progress, and also considerable advertising. The revenues of which would help materially to increase the funds. The plan was unanimously endorsed and the first number of this souvenir folder will be issued within the near future.

Ten or twelve new members were enrolled, and reports received from Brooklyn, N. Y., Buffalo, N. Y., Seattle, Washington and Newark, N. J., and other large cities to the effect that work of organizing the Independent Retailers was progressing very satisfactorily.

Several thousand copies of the following letter were recently sent out to prominent individuals, organizations and firms by the Independent Retail Tobacconists Association.

Dear Sir:—

This Association is inaugurating a country-wide movement to abolish the use of the coupon and trading stamp.

It is to Congress of course that we must look for relief in the matter.

We believe that a vigorous campaign on the part of the people in the cigar industry, and retailers in all lines of business whose prosperity is menaced by the coupon system, would be effective in inducing both the Senate and the House of Representatives, who are more responsive to public opinion now than they have ever been before, to enact such legislation as is necessary to suppress the use of the coupons.

We ask your co-operation in interesting your representative at Washington—there is much work to be done. Can we count on your aid?

INDEPENDENT RETAIL TOBACCONIST ASSOCIATION.

The officers are greatly encouraged over the hearty and prompt response to this appeal. Among the many replies received was one from Speaker Champ Clark who pledged his support.

Washington Retail Association Begins Active Work

AS announced in a late report in the January 15th issue of THE TOBACCO WORLD, the Washington State Association of Retail Dealers was organized in Seattle on January 9th and 10th.

The association went on record as opposed to the use of coupons, declaring that it was not a proper adjunct of the cigar and tobacco business and a system not practiced by the successful merchants of other commodities. The association indorsed the anti-coupon fight now being waged by the independent cigar dealers in New York City.

The Washington State Association also went on record as favoring the plan followed by many manufacturers in maintaining a standard price for the output of their factories.

Aims of Association.

The aim of the association will be to put the cigar and tobacco business on a more substantial basis and to help the men in the business to obtain fair profits for the merchandise which they handle.

J. R. Brewster, who was elected president of the organization, made an interesting speech at the meeting, submitted to us by courtesy of the secretary, N. E. Nelson, from which we cull the following pertinent points:

Gentlemen of the Retail Cigar Association of the State of Washington:—I thank you for the honor that you have bestowed upon me in making me your first president of our State organization. I am proud of having been elected to this office for several reasons: I was first president of the first Retail Cigar Dealers' Association that was ever organized and stuck together, an organization that has the reputation of accomplishing those things which we start out to accomplish.

Our organization has been written up in the editorials of every tobacco journal in the United States, and is known from the Atlantic to the Pacific Coast. I am also proud in being elected president of the first State organization that has ever been organized in the United States, an organization which will be only a forerunner to the organization of our business in other States; an organization that will stick together and accomplish much. And I trust that as we go on with our work and I become better acquainted with you, and you become better acquainted with me, that when I have served my time as president of this organization you may be able to say I have given you the best I had in me. After all, a president of any organization is merely a figure-head and can accomplish nothing unless he has the support of the organization behind him. Each and every one of us has a duty to perform, and if you perform that duty only in a half-hearted way this organization will be a success, but if you perform your individual duty with enthusiasm this organization will be a success beyond the hopes of the most optimistic.

We have a great many things to accomplish, a great many wrongs to overcome. No doubt in our meeting here today there will be resolution upon resolution passed, but a resolution passed in a convention and not carried through may better never have been passed. One of the keynotes to the success of our organization must be that when we start to do a thing, accomplish that before we attempt the accomplishment of something else. We must not try to right all of our grievances at once, but right one thing at the time, and when we have accomplished that start on something else. You will find as we go on with our work that we will have a legislative committee, and that we will be able to correct many abuses through legislation.

Now in this organization we cannot afford to be selfish among ourselves. If our sister city, or one of our cities east of the mountains, should have some grievance to right, no matter whether we are having the same trouble or not, we should get in and help them make their fight. For illustration, if Spokane dealers should have in their city somebody open up "a cut-rate store" it would be the duty of the dealers in the organization to notify the respective jobbers and manufacturers that we, will not handle their products if they continue to sell the cut-rate dealer.

I wish that I had power to impress upon each and every dealer in this organization the necessity of encouraging the officers of your organization. I wish I could make each of you see it as I see it, I wish I could make you believe that it is to your interest to give an hour or two every week to attending the meetings of your local organizations. For this organization is a part of your business. The sucess of the independent cigar dealer depends upon organization. With it we will succeed and be prosperous. Without it our time is limited.

"Gentlemen, will you stick!

"Response—we will."

Retail Briefs

The Men Behind the Counter

H. E. Wallace, who was recently in charge of the cigar stands at Fleischmann's Cafe, at 42nd street, has accepted a position on the missionary force of the Butler branch of the American Tobacco Company. Mr. Wallace was connected with the American Tobacco Company for several years previous to his entering the retail field.

Jack Walsh, who was formerly with T. P. Quinn, at Bradley's cigar store on Asylum stret, Hartford, Conn., has embarked in the cigar and tobacco business for himself at 16 Union Place, opposite the Union Station. He will carry a most complete line of all the popular brands of cigars, tobaccos, and pipes.

E. B. Embroy, who has been manager for the Sunnybrook Tobacco Company, Dade City, Fla., for five years, has resigned in order to organize a tobacco raising corporation, named the E. B. Embroy Tobacco Company, with headquarters at Brooksville, Fla.

Damage to the extent of $1,800 was caused to the cigar store of H. F. Sheldon, Aberdeen, South Dakota, by fire.

J. T. Wald, Utica, N. Y., has formed a stock company which has taken over the F. M. Kendrich Company, and which will be known as the Wald-Kendrich Company, Incorporated. The new firm has no connection with the Wald Cigar Stores, which will remain strictly independent of same.

The Martin Cigar Company has filed a certificate of incorporation in the office of the town clerk at Hartford, Conn. The capital stock is $50,000; amount paid in $3,350. Incorporators: C. H. Martin and William E. Egan, of Hartford, and Edward F. Dakin, of Southbridge, Mass.

John J. Dolan, the cigar dealer, has leased through E. F. Keebler & Co. from David Mayer the corner store in the new Goddard building, to be erected at the southwest corner of Wabash avenue and Monroe, street, Chicago, Ill. It also is provided that Mr. Dolan, who operates fifteen cigar stores in the loop district, is to have the exclusive cigar privilege of the building.

Tamsky's Tobacco Store, corner Grand avenue and State street, New Haven, Conn., has been completely destroyed by fire.

A petition in bankruptcy has been filed against the Hamilton Cigar Stores Company, of Nos. 2299 and 2905 Broadway and of No. 3210 Third avenue, New York City.

Spencer Arthur Abbott has sold his smoke house at 814 Kansas avenue, Topeka, Kan., to the Curry Cigar Company.

E. E. Foss, who purchased the Anderson Cigar Store, Marysville, Cal., from R. H. Anderson some time ago, is having a sign painted on his window.

The cigar store operated by E. E. Rickert on La Salle street, Chicago, has been closed.

W. S. Pauline, Belle Plains, Ia., has reorganized his cigar business into an incorporated company with $10,000 capital and will establish a distributing point for cigars here.

Now is the Time to Join the I.R.T.A.

(See Report on page 19)

APPLICATION

_____191

I hereby make application to become a member of the Independent Retail Tobacconist Association.

*Name*_____

Business _____

*Business Address*_____

ANNUAL DUES, $1.00

After signing—please mail with One Dollar, to

O. SCHEIN, Treas.,
342 Lenox Ave.,
New York

THE TOBACCO WORLD

Spokane Gets It

THE next annual meeting of the Washington State Association of Retail Tobacco Dealers will be held in Spokane January 8, 1913. Seattle, Tacoma and Bellingham have voted for Spokane as the next place of meeting and with the votes assured from eastern Washington this city is sure of the meeting.

Think!

THINK.—That word "think" is a great word. Great because it means so little. It doesn't mean "play ball"—play ball is work. It means obeying your brain. Every man back of a counter gets impressions good, bad or indifferent, about the firm, the manager, the floor man, yes, and even himself.

The more you think the swifter impressions. But you've got to take care of these impressions or the thinking apparatus will become congested.

Write out or speak out ideas as they come to you. If it's out of order to "speak" them out, well and good—get them down in the "think" book anyway.

You just recall the fellows that have gone ahead that you personally know and you'll recall chaps that hollered when things weren't right and dug in when things were to be dug and jotted down things worth jotting.—*Think.*

For "Big Business"

JAMES J. HILL and other business men, who ought to know, say that "Big Business" will boom in the year 1912.

READ THE TOBACCO WORLD AND MAKE YOUR OWN BUSINESS BIG.

The Suicide of Ike Goldstein

IKE GOLDSTEIN, a hopeful cub-lawyer, rushed breathlessly into the source of his being the other day, beamingly announcing his oratory had won the day in a law suit of long standing.

"Alas! Ike," mine poor Kind, said his senior sadly to him, "I lived for twenty years on a smaller case than that, and you might have done even better."

A man with his industry located in a small town or village can make himself more widely known through advertising than he could by hiring ten blocks of the greatest street in the largest city.

KEY WEST KLIPS

KEY WEST, FLA., Jan. 26, 1912.

KEY WEST is just rounding out a gala week, the like of which has never before been witnessed in this city and has hardly been equaled in any other city in the South. The festivities started on Monday with the triumphal entry of the first passenger train into Key West over the great Over-Sea railway and thus connecting the island with the mainland and placing the island city among the ranks of the important commercial ports of the United States.

Thousands of people gathered at the depot to welcome the train among whom were United States soldiers, National Guard and Naval Militiamen. The demonstration when the train pulled into the station was one which will last long in the memories of those who were present.

After the arrival of the train which bore Henry M. Flagler, the builder of the road, came a special from Washington bearing a party of sixty-one senators and congressmen, foreign diplomats and other distinguished guests. Practically every hour of the week has been devoted to some function in honor of the event and the city has been filled with strangers.

Taking advantage of the large crowd of out of town persons in the city, the cigar factories have been keeping open house during the week and many of them have arranged very interesting exhibits.

In the down town section of the city there are three exhibits which are worthy of note. The Cortez Cigar Company shows its various brands in an attractive manner in the show window of one of the business houses. The color scheme is yellow, green and white, celebration colors, and in the background is placed a large sign reading "Cortez cigars for men of brains." The letters are clearly worked out with cigars of different shapes. In the foreground is shown the Cortez map of Florida in a frame. Several of the souvenirs of the company are placed advantageously in other parts of the window The decorating and arranging of the exhibit was done by James H. Fort, foreman of the pickers and packers.

In the same building on the opposite side of the door is the Ruy Lopez display. The color scheme in this window is red, white and blue, the national colors. Many boxes of the Ruy Lopez product are tastefully displayed in the window and prominent in the center is the well-known knight and castle, the trade-mark of the company. The decorating of this window was done by Chas. Wardlow, son of President John Wardlow of the company.

In another window close by is the exhibit of the Martinez-Havana Company. Their brands, attractively arranged, are displayed in a handsome Cuban Cedar case, highly polished and mounted with brass. Every shape manufactured in the factory is shown, each shape having its own separate compartment. The case was prepared and arranged under the supervision of Eladio Martinez at the factory.

All three of these displays have attracted considerable attention from the visitors and they show in a concise way, a few of the many brands and shapes of clear Havana cigars which were made in this city.

Practically all of the factories have resumed operations by this time and while there is no great boom, still there has been a healthy demand. There was very little work done during the earlier part of the week, but operations were resumed on a larger scale yesterday and today. It is the general opinion that the trade will take a great spurt next week and it will not be very long before there will be a return to the very busy times which were prevalent just prior to Christmas.

Late Notes

The outlook for resumption of normal operations throughout the cigar manufacturing district is conspicuous:

The Ruy Lopez Ca. has opened with 200 men.

The Havana-American Company is working with about 70 men in the old building, but as soon as some finishing touches can be put on the new building on the County Road a large force will be put on. Manager Mahoney stated that he hoped to be able to increase his force by next week.

Geo. W. Nichols & Co. have been working with about 80 men for the past two weeks, but were unable to say when an increase would be made.

The Martinez-Havana Company is only working about 40 men, but they hope to increase in a week or two.

S. & F. Fleitas have opened with 60 men, but are uncertain as to when a larger number will be needed.

The Cortez Company has begun work with practically the same force they had when they closed, about 300 men.

Gato's, Ferdinand Hirsch and Lovera were unable to give any definite information regarding the probable time of their opening.

A number of the smaller shops are working fairly good forces, and, although the month has not started off as well as usual, it is likely that before many days the conditions will be restored to normal.

N. B. RHOADES.

Increase of Cigar and Cigarette Industry

INTERNAL Revenue receipts show a substantial increase in the cigar and cigarette industry of the United States during the calendar year 1911.

From the statistics available through this reliable source of information it is estimated that the output of cigars for the past year in round figures amounted to 8,477,892,940, and of cigarettes 9,828,682,005.

As compared with the figures for the year 1910 this shows an increase of 360,346,315 cigars and 1,184,124,915 cigarettes.

Itemizing these figures it is shown that the output of large cigars for 1911 was 7,270,144, 822, an increase of 200,336,076; of little cigars 1,207,748,118, an increase of 160,010,239; and of cigarettes 9,828,682,005, an increase of 1,184,124,915.

These are conclusive proofs that there is plenty of life and progress in the country's tobacco business and from the present outlook it may be predicted with safety that the year 1912 will show a still larger margin of gain.

Retail Dealers of Salt Lake City Defy Police

RETAIL cigar dealers have decided to open their places of business on Sunday in spite of Mayor Samuel C. Park's pronunciamento that the police will be instructed to arrest every dealer who makes a sale. And thus the holy war goes merrily on.

John Hosking and Henry Wills, cigarmakers, who were formerly in the employ of the late Herman Jaedecke, and who have arranged to engage in the manufacture of cigars in the Kjesboe building, Marquette, Mich., expect to get started within a week or so. They are awaiting the necessary papers.

The cigar factory building owned by Edward Balf of Hartford, Conn., has been bought by Joseph Dollinger.

Guilford Cigar Company, of Greensboro, N. C., has been incorporated to buy, manufacture and sell tobacco in any and all forms; by J. T. Wade, M. F. Fox and A. L. Hammond.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

United Cigar Mfrs. May Buy More Factories

Proposed Increase in Capital Stock Will Enable Them to Expand

THE annual meeting of the United Cigar Manufacturers' Company is to be held February 1st for the election of four directors of the third class to serve for three years. A special meeting of the stockholders will be called to act upon the proposal to increase the company's common stock from $15,000,000 to $20,000,000, shares being of the par value of $100 each.

In a circular issued by Jac. Wertheim, president of the United Cigar Manufacturers Company, he states that, subject to the authorization of the increase in the company's stock, the directors have authorized the making of contracts to acquire more than 80 per cent. of the stock of the Theobold & Oppenheimer Company, of Philadelphia, and existing conditions in the cigar business lead them to believe that other opportunities of acquiring established businesses upon advantageous terms may present themselves. The circular continues:

"The Theobald & Oppenheimer Company, has for many years been engaged in the manufacture of a class of cigars which your company does not make, and for which it is believed that the demand is constantly increasing. Its business is thoroughly established; and upon the basis of its profits during the past two years the earnings upon its stock thus to be acquired should add to the net earnings of your company an amount equal approximately to 1 per cent. upon its total common stock which will be outstanding after the contemplated purchase is consummated; and it is considered that, through co-operation between the two companies, the earnings of the Theobald & Oppenheimer Company may be considerably increased.

"Although but a small portion of the proposed additional common stock is to be issued in connection with the purchase of the shares of the Theobald & Oppenheimer Company, your directors deem it advisable that additional stock be available if other opportunities are presented for extending the business of your company upon favorable terms."

Don Rodriguez in New York

DON PEPE RODRIGUEZ, the head of the Romeo y Julieta factory, in Havana, arrived in New York from Scherbourg and left for Havana on January 27th.

He spent a very busy ten days with his American representatives, laying plans for a campaign that is expected to increase the popularity of the old brand.

M. W. Berriman, of Berriman Brothers, returned last week from Tampa, Florida, where he had been for a fortnight.

Castaneda Cigar in the French Regie

SIGNAL recognition for "Castaneda" cigars has been won through the efforts of Nicholas Cardenas, of the Cardenas y Cia., new owners of the factory, who has just completed arrangements with the French Regie for the admission of this brand of cigars. Mr. Cardenas entered the "Castaneda" brand, in eight sizes, in face of the custom of allowing only four sizes of any brand to be introduced.

When it is considered that this honor was awarded the "Castanedas" in competition with eight other brands, which have been trying for years to obtain recognition from the French Government and that the award was made after a thorough test by government connoisseurs, the importance of Mr. Cardenas' contract looms large.

Quite elated over this latest triumph of the "Castaneda" brand, Mr. Cardenas last week visited the United States representative of the factory, Mr. Dave Echemendia in New York, departing for Cuba via Key West.

E. Kleiner & Co. Enlarge Factory

FOLLOWING a well-developed plan to extend their business, E. Kleiner & Company, who ocupy a front rank position among the progressive cigar manufacturers of New York, have completed arrangements to add to their large plant. The need for the increased facilities was occasioned principally by the large demand for the popular brand "La Famosa" which the firm has established with some of the most active distributors in all sections of the country.

F. E. Kleiner & Company also contemplates a very extensive direct-to-consumer publicity campaign which they feel confident will further popularize this nickel brand. Mr. E. Popper, the vice-president of the firm, who was interviewed by "The Tobacco World," states that up to the present, this year's business has been far in excess of that secured by them during the corresponding period of 1911.

Death of Max Jacoby

ON Thursday, January 18th, the members of the tobacco trade were shocked and grieved to learn of the sudden demise of Max Jacoby, who died of heart failure at the age of fifty-two. It would be impossible to suggest the name of a single man in the leaf tobacco business more liked and respected than was Mr. Jacoby. For many years he was closely identified with various branches of the trade, at first starting a cigar box factory which proved very successful, and subsequently joining the forces of M. W. Mendel. For several years previous to his death, he has been connected with the leaf house of I. Dankowitz.

Late New York Notes

John Glossinger has been elected president of the Manhattan Briar Pipe Company, New York City. Mr. Glossinger formerly held the position as vice-president of the concern. He is a well-known and exceedingly popular business man, whose life since boyhood has been devoted to the manufacture of pipes and their improvement.

That Castaneda cigars are popular with the discriminating smokers of New York is evident from the fact that they were served at the recent meeting of the International Dress Fabric Association, held at the Waldorf-Astoria, and at the Burden dinner at the Plaza, the Electrical Association Banquet and the Jury Panel Dinner, recent functions held in that city.

Among the distinguished trade visitors, in New York, during the past fortnight were the Marquise De E. Sant a Susana (N. De Cardenas), who recently acquired control of the Castenada factory in Havana. While in the city, the Marquise was entertained by Dave Echemendia, who is the American representative for the Castenada brand.

The firm of Leonard Friedman & Company has been dissolved. Its affairs will be liquidated to Lewis Cantor and Max Adler at its place of business, No. 203 Pearl street, New York City. The announcement is made by the former members of the firm, Lewis Cantor, Max Adler and Lewis M. Cantor.

The Hamilton Cigar Company, of New York City, is bankrupt. Liabilities, $10,000, assets $2,500. The petition was filed by Louis Weiss, Louis Landesman and Edward J. Goldstein.

A. Luebeck, cigar jobber, located in the Central Building, Main street, Rochester, N. Y., has filed a petition in bankruptcy in the United States District Court.

The apartment at 1014 East 87th street, occupied by Paul A. Sorg, the director of the American Tobacco Company, was destroyed by fire Jan. 26th. The suite which consisted of sixteen rooms, was a luxurious one, located in the ultra fashionable section of New York's Millionaire Row.

Edward Sachs, well-known as one of the most energetic and successful travelling salesmen in the cigar trade, has resigned his position as Western representative of Balbin Brothers, which position he has held for six years. Reason: Ill health. No successor to Mr. Sachs has as yet been appointed.

S. G. Spring, of the Spring Cigar Company, Seattle, Washington, was one of the recent visitors to New York. While in the city, he spent considerable time at the New York office of M A. Gunst Company, and Salvador Rodriguez. The Spring Cigar Company, are the Seattle agents for the "Charles the Great" cigars, and are building up a very large business on this brand.

W. W. St. John—Leading Metropolitan Cigar Retailer

A "Self-Made" Man

YEARS ago when heavily financed interests started to take particular notice of the opportunities for modern cigar stores in New York City, and backed their judgment by investing large capital in retail establishments in the Metropolitan, and adjacent districts, the downfall of a number of the old shopkeepers was freely predicted by those who claimed to be conversant with conditions.

W. W. St. JOHN

Many of these voluntary prophets numbered among the list of probable victims of high calibre competition. W. W. St. John who at that time was conducting a flourishing retail business, at the corner of 42nd street, and Madison avenue. It appears at the present writing, that Mr. St. John who was well able to take care of all matter of competition up to the time the inroads were made by the chain stores was equally fortified to cope with the changed and more progressive conditions.

His business acumen and keen observance of the public's wants, is best displayed by the fact that since the opening of the numerous systematically conducted stores belonging to joint interests of the W. W. St. John Company, have not alone made headway at their original stand, but have since opened up branches at 7 New street, 55 Broadway, and 225 5th avenue, each and every one of which stores are doing a highly satisfactory and constantly increasing business

It is pleasing indeed to observe and record the onward march of a determined merchant who is ready and eager to face and strenuously combat conditions, with the personal determination to do better than ever before, regardless of how trying a problem his opponents may make it.

There are no stores in the city that handle a better selected general line of cigars, tobaccos and novelties, than are to be found in the various establishments operated by the W. W. St. John Company. Their patronage is gained chiefly from a class of people that have a sharper eye for quality than for cheapness.

Difficult indeed would prove the task, were an observer to attempt the description of the many and varied lines of imported as well as domestic goods that are to be found upon the shelves of the St. John branches. Suffice it to say that they comprise as complete an assortment as even the most fastidious cigar man could well look for. This care in selecting merchandise and close attention to keeping up the condition of the various stocks of the W. W. St. John Company has made their business the success that it is today.

Personally Mr. W. W. St. John is of that sterling type of American manhood, which invites friends and confidants. His personality has been the prime factor in marking the stepping stages to that pinnacle of success which he now occupies, and his business activities and methods are a beacon light that ought to light the path for other independent merchants.

January Trade Slow in Chicago

All Branches Complain but Look for Improvements

CHICAGO, January 26, 1912.

THE conditions in this territory among the manufacturers, jobbers and retailers are quiet, as in all previous Januarys. They all seem to have a kick coming.

The retailer loads the smoker up in December, and he does not give him time to consume his smokes. Some say it must be the weather, others presidential year, but my opinion is when February 1st puts her nose in no one will have a holler coming.

A person would only have to look around him, he can see on his left and right the way they are tearing buildings down to be replaced by more modern structures, which will certainly make room for some more cigar shops.

In order to obtain one of these locations you will have to pay no less than from $9,000 to $10,000 a year.

At that figure the real estate men claim they have no trouble renting them.

John J. Dolan has taken a lease for ten years in the New Goddard Building, to be erected at Monroe street and Wabash avenue; $100,000 is the total rental, or $10,000 per annum. This lease was made before one stone was laid.

This location will be one of the best in the "Loop."

The United Cigar Stores, in about a week or ten days, will open their new locations which have been laying idle for some time. Among the newest one is the northwest corner of Washington and Dearborn streets.

The corner store in the Bay State Building, at the southwest corner of State and Randolph streets, has been leased to H. M. Schermerhorn, Inc., for a period of ten years, at an annual rental of $10,000 a year. They will take possession on May 1st, at which time the U. S. store will have to vacate.

Mr. Jean Lillienfeldt is expected to return on February 5th from Tampa.

F. Bolano & Co. have opened up a Chicago branch to deal direct with retailers. They have so far obtained the services of six good men. Joe Moos is one among one of them.

H. M. Schermerhorn, Inc., has secured the stand formerly occupied by R. Cook, in the McCormick Building, with double the rental. On completion of the annex they are to have a prominent space, twice the former size.

M. Levy, of Levy Bros. & Co., of St. Paul, after spending an enjoyable visit of a few days, has left for home.

At a meeting of the Travelers' Association, a plan was adopted to raise $800,000 for a home for disabled road men; which seems to be an elegant plan and should be supported by large contributions by firms who employ them.

Mr. Sam Gessler, of the Rubini factory, has left for an extensive trip of two months through the western country, partly on business and pleasure.

Congress Cigar Co., 1028 W. Van Buren street, exclusive manufacturers for jobbers, have shown an elegant increase. They are at the present time employing seventy-five hands.

Mr. Shepp, formerly of Chapin & Gore, has accepted a position as manager of Shepard-Strassheim Co. So far they are doing a nice business.

Mr. Jellert, of Duns & Jellert, after a very serious operation of eight weeks is up and around.

Ford Ahern has accepted a position with M. Melachrino & Co. He is the son of the manager of the tobacco department of J. & B. Moos.

A. M. Tobias & Co. expect to spring a surprise by opening an elegant store in the "Loop." At this time they will not let the cat out of the bag. The location will be given later.

Mr. O. J. Rosenberger, of Wm. Steiner Sons & Co., (the man who sells labels) leaves for a two weeks' trip to St. Louis and Memphis.

Ed Kuttnuer, of "La Vella' Cigar Co., leaves the last of the week for a trip through the western country.

Bloom & Mayer's store is worthy of attention. In the first place if you are a pugilist or inclined to be interested in them, you can go there at any time and converse with the best of them.

It seems to be their headquarters, also, it will do your eyes good to look into his all glass cigar case and see on display about as fine a line of clear Havana cigars as are made.

Among them are "Charles the Great," "Henry the Fourth," "Ellinora" and many more, too numerous to mention.

Sam Marco has opened up a few doors north of his old location, Fifth avenue and Adams street.

On completion of the new Rand McNally Building, Clark and Harrison streets, Best & Russell will occupy a space.

Drach & Hamilton, 5502 Evanston avenue, have started a jobbing business.

C. H. Storm, after an illness of a few weeks, is up and out again.

I am sorry to inform the trade that Ernest Wood, manager at the Masonic Ttemple stand for Albert Breitung, is again down on his back. He contracted a cold several months ago, was laid up about two months, was getting along nicely, started to work, and relapsed. Mr. Wood ranks among the grade men.

Visitors.—Albert Falk, of Falk Tobacco Co.; Mr. Wertz, of Spitz & Wertz; Leo Weiss, of American West Indies Trading Co..

A. B. THOMPSON.

"Rigoletto" Factory Now has 22 Salesmen Out

Kline Factory Meeting Increased Demand for Widely Advertised Cigars—Other Cleveland Notes

CLEVELAND, Jan. 27th.

IN a recent interview with Mr. M. Kline, of E. A. Kline & Company manufacturers of the famous "Rigoletto" and "El Symphonie" cigars. Mr. Kline stated that with the exception of two or three weeks following the holidays, business has been very brisk. Orders are coming in very satisfactory from their sales force, throughout the country, which by the way are now twenty-two strong. Mr. Kline further stated that the results of their extensive advertising campaign have been beyond their fondest expectations.

E. A. Kline is in New York City at present.

L. H. Stieglitz, a pioneer in the cigar industry of this city, located at Prospect avenue and East 4th street, reports business very fair. He is featuring the following brands: "La Venga," of Celestino, Vega & Company; "La Social," of M. J. Lopez Company; "La Gira," M. Werner & Company; "La Saramita." The Shields-Wertheim Company, Mr. Stieglitz, boasts one of the largest box trades in the city.

Walter E. Bidlingmyer, who has the cigar and news stand in the Williamson Building, has just moved into the Electric Cigar Stand in the Electric Building, on Prospect avenue; formerly owned by Mr. Goodfriend. His fixtures are all new and of the latest design. The decorations are in accordance with same.

Visitors here in the past few days were, Frank J. Horning, of H. Anton Bock & Company; Chas. S. Morris, of Chas. S Morris & Company; Samuel Jeitles, of Jeitles & Blumenthal.

A. T. Co. Gives Details of Earnings

In connection with its application for the listing of its preferred stock on the New York Stock Exchange, the American Tobacco Company presents the following statement: "Total assets, $227,301,644, less 7 per cent. bonds to exchange for one-half American Tobacco 6 per cent. bonds, $26,441,325; one-half American Tobacco 6 per cent. bonds to be redeemed at 120, $31,725,590—total, $58,170,915. Balances for the 4 per cent. bonds, $169,130,729, less 5 per cent. bonds to be exchanged for American Tobacco Company 4 series, $25,677,050; one-half American Tobacco 4 per cent. bonds to be redeemed at 96, $24,649,968—total, $50,327,018. Balance $118,803,117, against which there will be outstanding $52,459,400 of 6 per cent. preferred stock and $40,242,400 common stock.

The value of sales of the business retained and not sold to the Liggett & Myers Tobacco Company and the P. Lorillard Company during 1910 was $65,622,948. Earnings from the manufacture and sale of tobacco during 1910, considered only in connection with business retained and not including earnings of business conveyed to Liggett & Myers and the Lorillard Company, were $11,369,810. Earnings from investment securities based one year, 1910, were $3,160,753, and total earnings were $14,530,564."

An entire change has been made in the management of the Kuhles & Stock Company, St. Paul, Minn., with the attainment of majority of the youngest son of the late George F. Kuhles and his subsequent coming into possession of his share of his estate. J. N. Storr, a son-in-law of Mr. Kuhles, was elected president. H. S. Stock was elected vice-president.

The Borgfeld Stripping Machine Company, Middlesex, N. J., has been incorporated for the purpose of stripping and booking tobacco. Capital stock $50,000. Incorporators, R. Borgfeldt, A. Silzer and L. J. Coakley.

Salesmen-Think

(And be sure to think along the right lines)

FROM the minute your mind takes the trail in the morning until the day is closed you **think**, but there is a great deal of lost motion in the average man's thoughts. The only thoughts you coin from are those you direct toward the selling of more goods, producing more business, and becoming a bigger business man.

Knowing how to think—how to reason—how to concentrate on important things is what will make you a leader in the business world.

In this business you invite nothing beyond your time and your thoughts. These are your stock in trade, your capital—the foundation of your success.

The man who works with his feet never won against the man who thinks with his brain. Walking is a healthful exercise, but its main use is to carry to completion the plans your brain thinks out. An hour's thought and concentration enables you to secure more orders than a ten-mile walk.

It is better to call on one prospect and use your brain in the securing of an order for the proper system, than to make a dozen calls, fail to give proper thought to your work, use half-hearted approaches, and finish the day feeling that you are in the wrong territory.

Thought has been the father of every advance made since time began. "I didn't think" has cost the world millions of dollars, thousands of lives, and held progress in check.

When you approach a merchant try to lead his thoughts in the channels of saving time, labor and money in the handling of his store transactions. Remember, you must get him to **think.**

The manager of one of America's largest and most successful business enterprises, whose advertisement appears in this issue of "The Tobacco World," declares that the greatest difficulty encountered by him is in trying to convince his selling force that time, labor and money are lost through failure to give their business proper thought. Many of the men in the selling force today could make two dollars where they make but one, if they would **think** along the right lines. Knowledge is the result of thought, and is the keynote of success in this business, or in any business.

If you apply the right stimulus to your brain you can speed it up to higher efficiency just as surely as you can change from twenty to forty miles an hour by opening the throttle of an engine.

Think what an extra hour's hard work each day among merchants would mean to your record.

Think what it would mean for you to be able to double your income.

Think what you could accomplish in your present territory if you put forth your best efforts every day.

The Bright Spot Cigar Company, of Clinton, Iowa, has just filed its articles of incorporation with County Recorder McKenna. The capital stock is $10,000. Clinton is the principal place of business and the incorporators are Thos. Hanke, F. J. Graham and W. F. Paulline.

The final order for the distribution of the $4,000,000 estate of George S. Myers, of St. Louis, known as "The Tobacco King," has been made, whereby the estate is divided equally between his three daughters, Mrs. Herbert Coppell, of Paris, France, Mrs. Mildred Mary Myers Cravens, of Pasadena, California, and Mrs. Robert Myers Babcock, of Colorado Springs, Colorado.

With the Salesmen

Robert Klee, formerly engaged in cigar manufacturing, has joined the sales forces of Sulzberger, Oppenheim & Company.

Harry Gilberg, who for the past two years has been connected with the cigar department of Park & Tilford has resigned. He had several very flattering offers, but has not as yet decided on a new connection.

Rube Ellis, sales manager for M. Melachrino & Company spent several days in the New England territory recently, and was in Philadelphia during the latter part of last week. Rube brought home the bacon as usual, and succeeded in adding a number of valuable accounts to the extensive list of distributors, who are now handling "Melachrino" products.

H. S. Ansley, American representative for C. E. Beck & Company, of Havana, is now making an extensive trip through the West, and according to his recent reports, he is more than well pleased with the recognition accorded the products of the old-time house in this country by the desirable distributor.

Leo Rosenthal, the Chicago representative, and Percy Lorie, who has his abode at Kansas City, dropped in to the Philadelphia factory of A. S. Valentine & Son during the past fortnight for a semi-annual conference with the firm in regard to business for the coming year. While in Philadelphia they were right royally entertained and left for their homes emphatically denying that the Quaker City is "slow."

Leo Mayer, of Neumann & Mayer Company, is making a trip through the Middle West and expects to return to Philadelphia the latter part of February. He is sending in very encouraging reports on the "Bella Mundo" cigar which his factory is now featuring.

J. D. Rinder, Mishawka, Ind., has opened a new cigar store in the room adjoining the street car station.

The Puff Cigar Store, Peoria, Ills., has passed into the hands of F. B. Smith, the sporting editor of *The Star*, and his brother H. Norman Smith, manager of the Smith Hotel. Both the new owners and the store are to be congratulated upon the change.

Morris Lesser is making his first trip to the Pacific Coast with the "Juan F. Portuondo" cigar lines. He left Philadelphia shortly after New Year's and expects to be gone three or four months. Mr. Lesser is an experienced salesman, who, backed by the lines of such a well-known house, cannot fail to make good.

John Van Miller, who has been spending most of his time in Philadelphia and vicinity, will hereafter cover his old territory in Pennsylvania and New York and as far West as Michigan with the A. S. Valentine & Son lines.

Stoddard Cigar Company, Mason City, Ia., has been incorporated. Capital stock, $30,000. Incorporators, J. C. Stoddard, Jr., and C. F. Heibig.

PHILADELPHIA.

Eddie Collins Now Selling Counsellors

EDDIE" COLLINS, the popular second baseman of the World's Champion Athletics, has joined the selling force of Allen R. Cressman's Sons, Philadelphia, and is selling the well-known "Counsellor" brand of cigars, made by this firm, among the local dealers.

Mr. Gallagher, general manager of this firm in an interview with a *World* reporter, stated that if the results obtained up to date could be taken as an indication, the most-talked-of man in base ball, would be as successful a salesman as he was ball player.

Receiver for Kensington Tobacco Co.

HARRY DIETSCH has been appointed receiver for Aaron Goldberg and Daniel Schneyer, trading under the firm name of the Kensington Tobacco Company, wholesalers and retailers of cigars and tobacco, at 2239 North Front street, Philadelphia.

Bankruptcy proceedings were instituted by Otto Eisenlohr & Bros., Allen R. Cressman's Sons, Bayuk Brothers, H. C. Nolan & Company and the Forty-Four Cigar Company, all of whom are creditors of the bankrupt company.

Liabilities consist of about $15,000 merchandise accounts, and $5,000 due relatives on loans. The assets are placed at $4,000 worth of stock, and book accounts which cannot at this time be properly estimated.

Committee Investigating Marie Garden Co.

AT a meeting of the creditors of the Marie Garden Cigar Company, of North Randolph street Philadelphia, a committee of three was appointed to examine into the affairs of the company and devise some plan for the payment of the creditors and a continuance of the business. The committee consists of Clearence Landis, of the H. H. Sheip Manufacturing Company, H. B. Cochran, of Petre, Schmidt and Bergman, and H. Velenchick, of Velenchick Brothers. It is understood that the Marie Garden Company have offered their creditors about 50c. on the dollar, but it is predicted that if the business is continued, that the creditors will be paid in full. The factory is now working with a limited force.

A new retail cigar firm, under style of Charles Brooks & Company, has been established in Philadelphia, and will commence business shortly at No. 29 North 13th street. Its specialty will be "El Rico," a nickel cigar of superior merits. Charles Brooks is the proprietor.

Sig. C. Mayer Enlarges Local Factory

SIG. C. MAYER & COMPANY have just acquired a building in the rear of their property, 515 Lombard street, Philadelphia, which will be utilized as a workroom for about 150 additional cigarmakers, who will manufacture this firm's "Rey-Oma," ten-cent cigars.

This building will provide about 14,000 square feet of space and such changes and alterations as are necessary to furnish first-class accommodations for the employees will be made at once, as the rapidly increasing demand for the "Rey-Oma" brand requires an immediate extension of manufacturing facilities.

Oklahoma Cigar Man Visits the East

I W. LONG, representing Allen R. Cressman's Sons and Sig. C. Mayer & Company, in Oklahoma City, Okla., visited Philadelpha last week. Concerning the outlook for 1912, Mr. Long stated that there is a stronger feeling of confidence and stability among the merchants and manufacturers in that section than for some time, owing to the increased amount of rain which has visited that locality.

Before returning to Oklahoma City, Mr. Long will visit New York and other Eastern cities.

J. C. Revercomb, Southern representative for Bayuk Bros., is slowly recovering from his recent attack of pneumonia. During his illness, orders on the "Havana Ribbon" continued to arrive by mail with pleasing regularity and the many anxious inquiries as to his condition bore testimony as to his high standing with the Southern trade.

J. L. Hanly, one of the ablest and best known cigar brokers of Kansas City, Mo., returned to his home last week after a pleasant visit in Philadelphia.

Harry Lewis, of Fay-Lewis & Brother Company, Milwaukee, wholesalers and distributors, stopped off at Philadelphia last week to see some business friends and then resumed his journey to Atlantic City, where he is taking a brief vacation.

Louis Valloft, of Valloft & Droux, New Orleans, La., was a Philadelphia visitor recently.

Oscar Reinach, of George L. Storm & Company, was in Philadelphia during the past week laying plans for the expansion of their business on the "Bank Note" cigars.

Quaker City Items

Dave S. Aschenbach, Pennsylvania representative for Bayuk Brothers, was at Philadelphia this week and reported that the jobbers in his territory, are enthusiastic over the business done on the "Havana Ribbon" in 1911 and are perfecting lines for a material increase in distribution for 1912.

J. Harvey McHenry, of the Blu-J Tobacco Company, is now on a trip through the South introducing their stogie products among the jobbing trade.

H. L. Rogers has been appointed "Havana Ribbon" representative for the New England States. Mr. Rogers is an experienced cigar man and anticipates big business on the "Ribbon" from his territory.

"Steve" Herz, representing Bustillo Brothers & Diaz, of New York and Tampa, was a Philadelphia visitor last week.

"Rube" Ellis, representing M. Melachrino & Company, cigarette makers of New York and Cario, was booking orders in the Philadelphia market last week.

Mr. Ackerman, of Y. Pendas & Alvarez, New York, Tampa and Havana, did a good business on "Webster" cigars manufactured by this firm while in Philadelphia, recently.

Mr. Abrahams closed some good orders for Garcia & Vega cigars on his last trip to Philadelphia.

Meagher, of the Jenkinson Company, Pittsburgh, Pa., paid the Philadelphia trade a visit last week.

John Flanagan visited the trade in Philadelphia, recently, in the interest of the "Par Larranaga" factory.

"Ben" Strauss, of Rey Straus & Company, New York and Tampa,, was calling on the Philadelphia trade recently.

C. W. Saunders visited the Philadelphia trade in the interest of the Cortez Company, Key West, recently.

Big Shipment of Imported Cigars Menaced

A RECENT shipment of imported cigars valued at $6,500, which was received by M. J. Dalton, 11 South 13th street, Philadelphia, came within an ace of being destroyed owing to the bursting of a water pipe during a recent cold snap, after the store had been closed for the day.

James Flanagan, a Dalton salesman, in the store adjoining, when his attention was attracted by a continual dripping of water, which led to the discovery that the bursted pipe was directly over new goods just received, and which had not been placed in the stock room. Summoning assistance, the supply pipe was shut off, and after several hours hard work the cigars were placed out of harm. Aside from the cigars a large quantity of cigarettes would also have been destroyed.

A New Brand from the Portuondo Factory

THE above is an excellent reproduction of the Juan F. Portuondo Manufacturing Company's new style package of "All-Alike" cigars which they are introducing with much success throughout the country. Anyone familiar with cigars in America knows that the name of Portuondo has been synonymous since 1869 with an exceptionally high standard of blend, quality and workmanship, and, as the manufacturers state in their first anouncement of the "All-Alike" brand, finding it impossible to improve the quality, they have decided to improve the label. Inspection of the package shows that they have achieved this end.

The "All-Alike" cigars are made of long-filler, Sumatra-wrapped and guaranteed to be free smoking and uniform in quality. As a nickel proposition, they are especially inviting and dealers who have not seen the "All-Alike" will learn something to their advantage by addressing the factory at 1110-12-14-16 Sansom street, Philadelphia.

New Firm of Philadelphia Distributors

W. M. STILLWELL and Robert Scott have entered into a partnership, under the firm name of W. M. Stillwell & Company, with offices at room 534 Real Estate & Trust Building, Broad and Chestnut streets, Philadelphia. They will be the distributers of the cigars manufactured by E. M. Schwarz & Company, and Jose Lovera Company, in Philadelphia and adjacent territory.

W. M. Stillwell was a member of the road force of the American Tobacco Company, for nine years, and enjoys the confidence of many cigar and tobacco men in this territory. Robert Scott, is new to the cigar industry, but has a wide circle of friends among the trade.

Edward J. O'Brien & Company, Leaf Tobacco Brokers, of Louisville, Ky., have secured the contract for the French Government, which requires them to furnish their requirements of light Kentucky, heavy Kentucky and Burley tobacco for the year 1912.

E. J. O'Brien & Company are one of the most reliable tobacco firms in their line.

Convention of Gunst Forces Held in Frisco

Executives and Division Managers Hold Important Conference—Cigar Business Continues Satisfactory

SAN FRANCISCO, January 22.

THE word has gone forth that San Francisco is no longer to be advertised to the world as the home of more or less artistic vice; the really wicked places are to be more or less covered up, and an effort will be made to try the "Los Angeles Plan," on tourists, that is, to make them see that San Francisco is the one town on earth where they can settle down and raise their families in peace and security. It is asserted as a fact that this city is no longer pre-eminently wicked. It was a "foreigner, a Mr. Ryarson Ritchie, of Detroit, who made the important discovery shortly after he was imported to build up the San Francisco Chamber of Commerce. He discovered the improved morals of the city about the time he came to the conclusion that a reputation of the "Paris of America" sort was bad for business. It is understood that Mr. Ritchie's suggestion is to be acted on, and that an effort will be made to suppress some of the most conspicuous forms of vice. The cigar men, or at least most of them, will welcome the change, more particularly if the old wide-open policy has really been bad for business.

The cigar trade for January is showing up well, notwithstanding rather disagreeable weather a portion of the time. Country trade has also been good, though the lack of rains is beginning to tell in some sections, where dry weather means short crops and a consequent scarcity of sales and money during the summer and fall.

The organization of the extensive interests of the Gunsts in the Coast and Rocky Mountain States a few weeks ago has been followed by a convention here this week of most of the leading lights in M. A. Gunst & Co., under which name all of the Gunst interests are now grouped. The Coast managers present at the gathering are: Gus Simon, of Portland, Ore.; H. P. Eakin, of Los Angeles, Cal.; C. B. Poar, of Seattle, Wash.; L. Marks, of Spokane, Wash., and J. Louisson, of Portland. Preston Herbert, of New York, vice-president of the company; Jose Lozano, of Havana, and Jac. Wertheim, president of the United Cigar Manufacturers, were also on hand. The San Francisco contingent included M. A. Gunst, Sr., M. A. Gunst, Jr., and M. H. and A. I. Essberg. These conventions are by no means a new thing, but the present occasion is of unusual interest, coming as it does just after the consolidation of all the Gunst companies.

George R. Webb, cigar manager for the Coffin-Reddington Company of this city, is in San Francisco again after a stay of nearly two months in the eastern factory towns. He reports that he has arranged for a revival of the company's old Havana leader, the M. & M., and that the house will be more actively in the cigar business this year than for some time past.

H. D. Miller, secretary of Frishmuth Bros. & Co., who left here some days ago for Los Angeles, has now left that city and is on his way east. W. I. Pixley, San Francisco representative for the Frishmuth tobaccos, is now selling for factory shipment, and will hereafter carry no stock in this city. He reports the demand good for this early in the year.

Emil Judell, of H. L. Judell & Co., San Francisco jobbers, is now on his first northern trip for the year. He will visit the leading towns of northern California and southern Oregon, and is preparing to turn in a lot of orders on the "Watt" and "Elisado" cigars.

Carl Koenig, traveling salesman for Frankel, Gerdts & Co., cigar manufacturers of this city, has just returned from a short trip to Stockton, Sacramento and other points in central California. Notwithstanding a little wet weather, he managed to do a good business with his customers on "Natividad" cigars.

Herman Moss, resident agent for the S. R. Moss Cigar Company, of Lancaster, is back from his trip to the home office and will at once begin his California campaign.

H. Rinaldo, head of H. Rinaldo & Co., of this city, has returned from Los Angeles and other southern points. He put in most of his time in the south working for the "El Telegrafo," and says that he found southern dealers looking for a good business and quite free buyers of his line.

The Edward Wolf Company has shown its confidence in 1912 by putting several new men on its outside selling force. San Francisco trade has opened up well with this house. Mr. F. S. Cox, one of the company's traveling force, is now out in the San Joaquin Valley district, where he finds that men are still smoking good cigars in spite of the dry weather.

The corners on the north side of Market street, which before the big fire of 1906 were nearly all occupied by cigar stands, will soon be in the same condition once more if the present movement develops. This week the Ed Goodman Cigar Company took one of the few remaining stores of this sort on lower Market street, that at 300 Market. This company will carry all popular lines and will cater to both the transient and the solid business trade of that locality. Mr. Goodman, leading partner in the company, was for some time manager of one of the Bercovich chain of stores in this city.

J. L. Jerichau, one of San Francisco's best known retailers, has opened another store at the corner of Mission and New Montgomery streets. This store is in a good wholesale locality, one which before the great fire had a splendid run of trade.

Henry Haussman, vice-president of the Hart Cigar Company, one of the big fellows of Portland, Ore., is in San Francisco this week visiting the local trade and looking about for anything new that may help make a big business still bigger.

The Sunset Cigar Store was opened at 115 Market street, in front of the Sunset Hotel, a few days since by L. M. Horton, proprietor of the Sunset Hotel, and S. B. Taylor. Mr. Taylor will have charge of the cigar stand.

Fred Brown, formerly in the retail trade at Astoria, Ore., has secured a good location at Mason and Ellis streets in this city and will be open for business in a few days.

B. W. McIntosh, for many years the western representative of the R. A. Patterson Tobacco Company, with headquarters in this city, has been left disengaged by the recent changes in the tobacco reorganization. He is not, however, worried about the matter, as there are many openings which he can avail himself of when he gets ready. Meantime he is taking a little rest and recreation, and will later take up the work of getting busy with something else.

E. M. Schwarz & Co.'s "Charter" nickel cigar, which is handled in this section by Wellman, Peck & Co., has taken on remarkably well, not only in San Francisco, but throughout the country districts.

George Saalburg, of Bier, Saalburg & Co., has returned from his extensive trip to the East, where he visited his firm's factory connections. Special effort will be made on the "Cortez" clear Havana line in 1912.

Frankel, Gerdts & Co., notwithstanding their large factory equipment, could not come within 150,000 cigars of supplying the demand for their holiday packages. The factory did an excellent year's business, estimated to be close on to 10,000,000 cigars.

One of the few trade visitors the past week was Victor Fisher, representing Tornay, Fernandez & Co., of Tampa, Fla. He was in this city for a brief time only, and then left for the North.

H. Lowenstein, it is understood, will have charge of the P. Lorillard Tobacco Company's California business.

Many shipments of Manila cigars and cigarettes are being received here, and are quickly taken up. Los Angeles is a strong city for goods of this character, while the demand seems to be increasing in the East and Middle West.

New Stamps for Tobacco

FIVE and ten pound tobacco stamps have been issued by the Internal Revenue Department, to take the place of the coupon stamps. The new stamps will come in sheets while the old are in books. It is stated that a saving of $25,000 in printing the stamps and a considerable saving in time and labor on the part of collectors has been accomplished by the new method.

Ware-Kramer Appeal Withdrawn

RALEIGH, N. C., Jan. 26.

The American Tobacco Company has withdrawn its appeal from the award of damages to the Ware-Kramer Tobacco Company, of Norfolk, Va., which sued for a million dollars under the Sherman anti-trust law, claiming its bankruptcy was caused by trust methods of the American Tobacco Company.

The judgment was for $60,000 damages and $10,000 attorneys' fees.

The American Tobacco Company is also to pay all costs, amounting to about $4,000. The case was tried in Raleigh last summer before Judge Connor in the Federal Court.

Late Factory Notes

ONE of the largest cigar factories in the west is that of Kohlberg Bros., of El Paso, Texas, who manufacture the famous "La Internacional" cigars. They retail at ten cents and two for a quarter, and are found in the prominent stores throughout that section. A large jobbing business is carried on by this progressive firm, and they have the best equipped retail store in El Paso.

The Lodge Martin Cigar Company, of Hartford, Conn., has been organized with $4,000 capital; Daniel H. Lodge, president; Charles H. Martin, treasurer; William E. Egan, secretary.

It is announced here by the executive board of the Burley Tobacco Society, Lexington, Ky., that 1,600,000 pounds of pooled Burley tobacco has been sold to a Cincinnati tobacco buyer and broker. The price received is not given.

Revenue Agent Ellison arrived in Alton, Ill., the other day to put Uncle Sam's seal of appproval on about 100,000 cigars that are more than fifty years old. The brands passed out of existence before some of the present revenue laws were in force.

Mose Eisenberg Retires from Detroit Factory

Frank Forrest Takes Over His Interest in Surety Cigar Co.

Detroit, Mich., Jan. 29th.

IT has just been learned that Mose Eisenberg has withdrawn from the Surety Cigar Company, one of Detroit's newest manufacturing enterprises, and his interest has been assumed by Frank Forrest, formerly general sales agent for the Lilies Cigar Company, of this city, and more recently associated with the Compeer Cigar Company, of Indianapolis. It is understood that Mr. Eisenberg's withdrawal is due in a large measure to the state of his health which has not been of the best in recent months. He has other plans in view which will involve less of a drain on his energies than the work undertaken by him on behalf of the Surety Company.

Mr. Eisenberg is an able and popular man and his future will be a matter of interest to his multitude of friends.

The development of the Surety Company has been very satisfactory. The success of their brands "The La Deloma" and "Charles VIII" has encouraged the management to pay particular emphasis on their clear Havana lines for the future, while at the same time devoting ample attention to their "Answer" and "Poster" nickel cigars.

Among the recent visitors in the market was Emile Kline and Joseph Wertheimer, of the E. M. Schwarz Company, New York, who have been conferring with their local distributors in regard to plans for the expansion of their business during the current year.

A. B. Heavenrich, popular leaf salesman, who for the past six years has been associated with L. Schmid & Company, Sumatra Importers, is now connected with the house of Charles S. Waxelbaum & Company, of New York, a young and aggressive importing house. Mr. Heavenrich has opened his office and headquarters at the Hotel Fuller, this city.

John Hemmeter, of the Hemmeter Cigar Manufacturing Company, was a recent visitor to Dayton, Ohio.

Henry Hamper, Sales Manager of The Globe Tobacco Company, is being congratulated on the marriage of his daughter, Miss Genevieve, to Robert B. Mantel, the actor, at Pueblo, Colo.

A new face appears behind the counter of the Pullman Cafe at 15 Grand River avenue. Old friends in the cigar trade will recognize the countenance as that of Nate Hart, who is now in full charge and boosting trade at a lively pace.

Reports from the San Telmo factory are to the effect that many rush orders are being received for goods on immediate shipment.

Richard Whalen Dead

ON the death of Richard Whalen, Rochester loses one of the oldest members of the tobacco industry. Mr. Whalen started in the tobacco business when the city was known as Rochesterville and continued to take an active interest in the firm of R. Whalen & Company until a few weeks previous to his death, which occurred on Saturday, January 13th. The business will continue under its present efficient management, but the genial personality of Richard Whalen will be sadly missed by all who knew him.

Tampa, Fla., Jaunary 29.

WITH more seasonable weather the cigar trade of Tampa is rapidly improving with larger shipments and better circulation all around. 575 cases were shipped during the week ending January 20th. The magnificent Tampa Hotel has opened under entirely new management, this aiding in the general stimulus of trade conditions, and the beautiful weather is being generously advertised abroad with the result that an increasing stream of tourists at the moment are Tampa-bound.

Officers of the German cruiser "Brennen," which paid a week's visit to Tampa recently, were hospitably entertained and among other things were conducted through a number of the city's leading cigar factories. His royal majesty's men expressed themselves in terms of approving admiration about these world-famous enterprises, from which cigars reach, so to speak, every point of the globe worth reaching, and it says itself that in return for their generous praise the German men of war went away loaded down with the best Tampa affords in the line of smokers. Courtesy should ever be returned in kind.

Charles J. Castillo, sales manager for P. San Martin Leon, has left for a trip down the line to call upon the jobbers and trade in general. Mr. Castillo's object, in part, is of course to drum up new trade and find unexploited territory. He is an exceedingly poular man, on the road as well as at home, and great success will undoubtedly attend his trip.

J. A. Rummell, of the P. G. Fernandez Company, is in Tampa, and has taken active charge of the office and sales department of their large factory.

John Clymer Boltz, manager of the Tampa branch of the Boltz Clymer Company, enjoyed a visit of his father and brother from Philadelphia.

Val. M. Antuono, owner of the Val. M. Antuono Cigar Factory here, is in Cuba, and advises his people that he has succeeded in purchasing a lot of extra fine tobacco, as the result of his trip. He is expected back in a few days.

Jorge Leon, of the P. San Martin & Leon Factory, has been in Tampa for a week or so subsequent to his return to Havana. Mr. Leon came in from a trip to Chicago, and reports that the business of his concern is in a flourishing condition and will soon rank among the leading Tampa enterprises in the cigar field.

Manuel Fernandez, formerly a manufacturer of clear Havana cigars, at Jacksonville, Fla., for eleven years, also running a factory in Chicago, Ills., has removed his entire business to Tampa. The brands manufactured by Mr. Fernandez are "Flor D. M. Fernandez," "La Lampara," and "Esta de Oro." He now occupies a finely equipped two-story factory at 21st street, Ybor City.

The Three Friends Cigar Company, from being considered a buckeye shop is rapidly growing and prospering, compelling recognition as one of the coming factors in Tampa's cigar industry.

Thomas Engelhardt, owner of the Thos. Engelhardt & Company factory, is in Tampa and has removed his business to this city.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, January 22, 1912.

THE crop prospects are as uncertain as they were two weeks ago, and it is utterly impossible to predict what the final outcome is going to be. We have had a few cooler days and also some rains, which were of course favorable conditions, but the two critical months this year will be February and March. Should the temperature continue cool and should a few rains fall, particularly in the Vuelta Abajo, then the chances would be materially improved, as the setting out of seedlings has not stopped and will continue until next month. At all events the Vuelta Abajo crop may fall short, and as far as Partido is concerned the prospects up to now are anything but hopeful, still they could improve under good conditions. Unless Remedios tobacco in the Santa Clara province is favored by dry and cool weather, we may perhaps get a large crop, but it will be lacking in heavy quality, as the first cutting is almost all of the light styles, unfit for mixing with Seedleaf and Sumatra.

Leaf Market Active.

The leaf market has been exceedingly active, as twenty-seven buyers have visited our city, and besides our commission merchants and the resident export houses rave also operated, through cable orders, to supply the wants of their customers, thus swelling the total of our sales to over seventeen thousand bales during the last three weeks. Prices have ruled firm, although it seems, that most of our dealers have come to the conclusion, that it would be better to accept the ruling figures than to advance them. While the coming crop in all probability will be late, nevertheless our dealers have acted wisely to try and liquidate their holdings, so they will be in a good condition to have their funds ready in time for the coming country-purchases. Although the stocks in first hands have been greatly reduced, there are still some supplies to be picked up in Vuelta Abajo factory styles, as well as heavy fillers, some Partido Resagos of the "fino" variety, and also first, second and third capadnras of Remedios.

Sales.

Sales from January 2nd to January 20th inclusive amounted to 17,818 bales, or, which divided, represented Vuelta Abajo 5,868, Partido 1,437, and Remedios 10,513 bales. Buyers were: Americans from the north, exporters and our local commission merchants 15,294, exporters to Europe 211, shippers to South America 382, and our local cigar and cigarette manufacturers 1,931 bales.

Exports.

Exports of Leaf Tobacco From the Port of Havana, From January 2nd to January 13th Inclusive, Were:

	Bales.
To all ports of the United States	6,957
To Amsterdam	211
To Buenos Ayres and Montevideo	382
Total	7,550

Receipts of Tobacco From the Country, From January 1 to January 12, 1912, Were:

	Bales.
Vuelta Abajo	60
Semi Vuelta	5
Partido	15
Remedios	737
Mayari	4
Total	821

Principal Buyers of Leaf Tobacco, Cigars and Representatives of Local Factories That Come and Go:

Arrivals—From New York: Aleck Goldschmidt, of A. Blumlein & Co.; José Menendez, August Biedermann, D. Nussbaum, of Nussbaum & Bower; Joseph Mendelsohn, of Mendelsohn, Borneman & Co.; Louis A. Borneman, of Mendelsohn, Borneman & Co.; Ernest Ellinger, of Ernest Ellinger & Co.; Mr. and Mrs. Lincoln A. Lincoln, of P. Pohalski & Co.; Richard Sichel, of B. Rosenbluth; F. E. Fonseca, of F. E. Fonseca & Co.; Francis A. Wilson, deputy chairman of the Henry Clay & Bock & Co.; Wm. B. Houston, selling agent at Guantanamo of the Henry Clay & Bock & Co.; Charles Landau, representative of the H. Upmann factory for the United States and Canada; Mr. and Mrs. Rudolph C. Faber, of G. W. Faber, Inc.; Mr. and Mrs. Herman Stern, Mr. and Mrs. S. Holmes, of Acker, Merrill & Condit; Harold Fitzgerald, of the Van Rensellaer Co.

From Tampa: Benigno Balbin, of Balbin Bros.; José Escalante, of José Escalante & Co.; Manuel Garcia, of Perfecto Garcia & Bro.; Enrique Pendas, of Y. Pendas y Alvarez; Andrés Diaz, of Andrés Diaz & Co.; Val M. Antuono.

From Chicago. Mr. and Mrs. Eugene Lilienfeld, of Lilienfeld Bros. & Co.; J. Kraus, of J. Kraus & Co.; Charles Kline, of Charles Kline; A. Reiss, of Alfonso Rios & Co.; E. Eger, of E. Eger & Co.

From Montreal: George Thompson and Mrs. George Thompson, Harry Hyman, H. C. Fortier, Michael Landau, Canadian representative of the Henry Clay & Bock & Co.

From Philadelphia: Frank Dominguez, of E. A. Calves & Co.; José Alvarez, of José Alvarez & Co.

From Boston: Mr. and Mrs. Sam. Gryznich, of S. Gryznich & Co.

From New Orleans: S. M. Dayton.

From Trenton, N. J.: Mr. and Mrs. Sam Levy, president of the Enterprise Cigar Factory.

From Newark, N. J.: J. Dimond, of D. Osborne & Co.

From Otumya, Iowa: Julius Fecht.

From Winnipeg, Canada: Mr. and Mrs. Wm. J. Clubb.

Departures—For New York: Louis Goldberg, Simon Ruppin, Aleck Goldschmidt, August Biedermann, Lincoln A. Lincoln; and D. Nussbaum, via Key West.

For Tampa: E. Wodiska, Manuel Garcia, José Escalante, Eugene Lilienfeld, Benigno Balbin, Andrés Dias and Val. M. Antuono.

For Chicago: August Kuttnauer, A. Reiss, E. Eger, J. Kraus and Charles Kline.

For Philadelphia: S. Bayuk and José Alvarez.

For New Orleans: S. M. Dayton.

For Key West: José H. Cayro.

For Trenton, N. J.: Sam. Levy.

For London, England: Arthur Hunter, via New Orleans.

Cigars: During the second half of December, 1911, our exports of cigars from the port of Havana, according to our official custom house returns, were:

	Cigars.
From December 16 to December 30, 1911	6,713,271
From December 16 to December 31, 1910	7,331,575
Decrease in 1911	618,304
From January 1, 1911, to December 30, 1911	188,129,188
From January 1, 1910, to December 31, 1910	171,428,724
Increase in 1911	16,700,464

The nine principal countries, to which we shipped over one million cigars during the years 1911 and 1910, show the following interesting comparisons, viz:

	1911. Cigars.	1910. Cigars.
Great Britain	66,981,081	60,333,243
United States	58,975,500	54,598,441
Germany	16,463,975	14,981,870
Canada	11,082,313	9,008,074
France	8,576,787	9,856,615
Australia	6,657,570	4,368,924
Argentine Republic	5,015,706	3,691,524
Spain	4,335,606	3,372,905
Chile	3,336,981	2,891,970

In 1910 the number of countries to which we shipped over one million cigars amounted to ten, and the tenth was British Africa, which imported from us direct 1,272,338, while last year we only exported direct 379,914 cigars, but it might be possible that the difference was supplied by England.

Of the above-named nine countries, all show satisfactory increases, except France, and this deplorable decrease is only caused by the raising of her tariff on cigars. The majority of our factories has not made any money, notwithstanding the increased exports of over sixteen million cigars, but this unsatisfactory result was, owing to the extremely high cost of the fillers last year. Unless we should have a large and good crop of Vuelta Abajo this year, which would reduce the cost of the raw material, the outlook would not be any better, except a general and concerted movement could be agreed upon, to raise the selling prices of our different sizes of cigars, corresponding to the increased cost of production. As the American clear Havana cigar manufacturers are in the same deplorable position, there ought not be any valid reason why an understanding could not be arrived at to benefit all interested parties. Higher prices reduce the consumption of an article, but would it not be better to sell less with a profit, than to sell more with hardly any profit, or none at all?

H. Upmann & Co. have commenced the new year with a good supply of fresh orders from all countries. Charles Landau, their sole representative for the United States and Canada, arrived on the 17th inst. and expects to remain here some two weeks, in order to prepare the coming campaign in his territory.

Partagas is very busy on large, important orders for England and South America, but also has received already some from the United States for special sizes. Their representative for South America, Don Lorenzo Alonso, arrived here on the 15th of this month, and their European one, Don G. A. Padró, is due here from London about February 1st.

Sol has received the first large important orders from the United States on the 17th, and is also very busy in executing orders for the American Navy at Guantanamo.

Castañeda is in receipt of substantial orders from Great Britain, as well as from South America.

La Diligencia is working quite normally at this season of the year, and has had many visitors (from tourists) of the principal southern States of the American Union, and where La Diligencia has a very strong foothold.

La Flor de P. A. Estanillo is marching along in splendid shape, as besides the many unfilled orders, left over from last year, it has received fresh ones from the United States not alone, but also from England and South America.

Henry Clay & Bock & Co. shipped over one million cigars by the French S. S. "La Champagne" on the 16th inst. Mr. Francis A. Wilson, the deputy chairman, who arrived here on the 10th of this month, has his hands full in attending to the many cigar importers in town, and the ones that are expected here shortly. Chairman, Percival S. Hill, is due to arrive here during the first week of February.

Other busy factories are: Romeo y Julieta C. E. Beck & Co., por Larrañaga, Hija de José Gener and Figaro.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzales sold 2,364 bales of all kinds of leaf, since January 2nd, to their customers.

J. Bernheim & Son are reported to have purchased 3,500 bales of Remedios for their clients.

Herrera, Calmet & Co. were sellers of 2,312 bales of their holdings of Remedios.

S. Ruppin added to his stocks of tobacco through fresh purchases, during his stay here, according to reliable information received from a good source, 3,000 bales, principally choice vegas of Vuelta Abajo.

José C. Puente closed out 1,953 bales of Remedios, Partido and Vuelta Abajo.

S. Bayuk was a buyer of 851 bales of very fine Vegas for his celebrated Havana Ribbon brand.

Aixala & Co. report having disposed of 1,618 bales of Remedios and Partido tobacco.

Sylvester & Stern are credited with having bought 800 bales of leaf for their customers.

Gonzales & Benitez turned over 1,200 bales of Remedios and Vuelta Abajo.

Hija de José Gener purchased 800 bales of Vuelta Abajo.

José Diaz Longo sold 894 bales of Vuelta Abajo and Partido.

Suarez Hns did a very big business, both selling and also buying for account of a customer of theirs, but did not wish to have their transactions published.

Planas & Co. were sellers of 933 bales of first and second Capaduras and Remedios.

Mendelsohn, Bornemann & Co. were heavy operators in our market, and it is said that their transactions must have amounted to at least 750 bales, if not more.

Gonzales Hns & Co. closed transactions amounting to 650 bales of Remedios.

Sam. Levy, of the Enterprise Factory at Trenton, invested to the extent of 600 bales, consisting of extra fine Vegas and Vuelta Abajo and Remedios.

Miguel Gutierrez was a seller of 500 bales of second Capaduras of Remedios from his choice packings, for which he obtained an extra price.

Edward Sutter, of the firm of Louis P. Sutter & Co., purchased in all 658 bales.

M. Abella & Co. disposed of 470 bales of Remedios, Partido and Vuelta Abajo.

Mark A. Pollack, besides the buying he did for account of his customers in town, also purchased cable orders for his friends 574 bales additionally.

Cano y Hno turned over 400 bales of Remedios.

Aleck Goldschmidt selected some 500 bales of leaf for his firm of A. Blumlein & Co.

Muniz Hns & Co., sold 400 bales of all kinds of leaf.

H. H. Strater bought 700 bales of Remedios for account of his customers.

Camejo & La Paz were sellers to the extent of 400 bales of Vuelta Abajo.

August Kuttnauer purchased 500 bales of the best Vegas that he could find for his trade.

Herederos de Rufino Cano disposed of 350 bales of Vuelta Abajo and Partido.

Leslie Pantin, besides the heavy buying by his maany customers in town, also executed other orders at the same time, through cables received, amounting to 500 bales more.

José Menendez had a quieter spell, as his sales did not amount to over 178 bales.

Frank Dominguez added 500 bales additionally to his fall investments.

A. M. Calzada & Co. sold 125 bales from their holdings.

I. Kaffenburgh & Sons were buyers of 500 bales for account of their customers.

Cardenas & Co. closed one transaction of 100 bales of their choice heavy Vuelta Abajo.

August Biedermann made some very good purchases of different kinds of tobacco for the needs of his trade.

Llopart & Co. sold 100 bales of their fine Partido Escojidas.

The principal shippers above 300 bales during the past fortnight were: Leslie Pantin, 1,471; Sylvester & Stern, 1,288; H. Upmann & Co., 620; J. Bernheim & Son, 567; Ernest Ellinger & Co., 366; Sobrinos de A. Gonzales, 499, and Diego Montero, 325.

Don Antero Prieto y Gonzalez left with his family on the 20th inst. from Santander homeward bound, and also Don Agustin Quesada, with his bride, a daughter of Don Antero Gonzales, the original founder of the present firm of Sobrinos de A. Gonzalez. It seems, the more postal facilities we are having the worse becomes our delivery of the United States mails. There is a general complaint of the slowness in the transmission, and we don't know where the fault lies? Your correspondent received a letter today with the postmark New York, January 15th, and Havana, January 22nd, therefore this letter needed seven days to get here, and while the Knight's Key route is using only fifty-six hours between New York and Havana. There must be gross negligence somewhere.

ORETANIV.

Swedish Match Co. to Build Big Plant Here

THE Netedales Match Company, which is one of the biggest firms at present operating plants in Sweden, has made arrangements for the erection of a huge plant in this country.

They recently acquired 250 acres of land at Verplank Point, which is four miles from Peekskill, New York, and opposite historic Stony Point. The location is an ideal one for the purpose, having more than a mile of river frontage, and being accessible to the great shipping points of New York.

The firm will erect one of the greatest factories of its kind in the world, and give employment to more than five thousand people.

Well Known Tampa Firms Merged

THE firms of Garcia & Vega and Jose Cosio & Company, Tampa, Fla., have been merged, and all the effects, brands, etc., of the latter concern have been conveyed to the former. Mr. Cosio will enter into the firm of Garcia & Vega. Col. Alvaro Garcia, its head, intends to leave for Cuba in the near future to buy tobacco.

The firm of Fernandez & O'Halloran, of Havana, has just received the original sketch for a new label "Crown of Tampa," a handsome piece of work, to suitably advertise their flourishing leaf business. P. G. Fernandez, president of the P. G. Fernandez Company, of Tampa, is a nephew to Mr. Fernandez, of the Cuba firm.

Mammoth Tobacco Industry

Immense Capital Involved

THE United States Government has just made public a preliminary statement of the general results of the Thirteenth Census of establishments engaged in the manufacture of tobacco. It comes from the office of Director Durand, of the Bureau of the Census, and includes chewing and smoking tobacco, and snuff, cigars and cigarettes. The report contains a summary which gives the general figures for 1904 and 1909. It shows increases in all the items at the census of 1909 as compared with that of 1904, with the exception of the number of establishments and the capital invested.

The gross value of products increased 26 per cent.; cost of materials, 41 per cent.; value added by manufacture, 17 per cent.; average number of wage earners employed during the year 5 per cent.; amount paid for wages, 11 per cent.; number of salaried officials and clerks, 43 per cent.; amount paid in salaries, 91 per cent.; miscellaneous expenses, 28 per cent.; primary horsepower, 16 per cent.; while the number of establishments decreased 6 per cent., and capital invested, 24 per cent.

There were 15,822 establishments engaged in this industry in 1909 and 16,827 in 1904, a decrease of 6 per cent.

The capital invested as reported in 1909, was $245,660,000, a decrease of $78,322,000 or 24 per cent., from $323,982,000 in 1904. The average capital per establishment was approximately $16,000 in 1909 and $19,000 in 1904.

The value of products was $416,695,000 in 1909, and $331,111,000 in 1904, an increase of $85,584,000, or 26 per cent. The average per establishment was approximately $26,000 in 1909 and $20,000 in 1904.

The cost of materials used was $177,186,000 in 1909, as against $126,086,000 in 1904, an increase of $51,100,000, or 41 per cent.

The value added by manufacture was $239,509,000 in 1909 and $205,025,000 in 1904, an increase of $34,484,000, or 17 per cent. This item formed 57 per cent. of the total value of products in 1909 and 62 per cent. in 1904. The value added by manufacture represents the difference between the cost of materials used and the value of products after the manufacturing processes have been expended upon them. It is the best measure of the relative importance of industries.

The miscellaneous expenses amounted to $106,633,000 in 1909 and $80,145,000 in 1904, an increase of $22,508,000, or 28 per cent. The most important item of miscellaneous expenses is the internal revenue tax. By reason of that tax the miscellaneous expenses are relatively much larger in this industry than in most other industries. The value of products and value added by manufacture of course include the tax.

The salaries and wages amounted to $86,134,000 in 1909 and $71,439,000 in 1904, an increase of $14,695,000, or 21 per cent.

The number of salaried officials and clerks was 13,193 in 1909 and 9,235 in 1904, an increase of 43 per cent.; their salaries amounted to $16,779,000 in 1909 and $8,800,000 in 1904, an increase of 91 per cent.

The average number of wage earners employed during the year was 166,810 in 1909 and 159,406 in 1904, an increase of 5 per cent; their wages amounted to $69,355,000 in 1909 and $62,639,000 in 1904, an increase of 11 per cent.

A glance over these facts and figures will give even the most casual reader an idea of the vastness and importance of the tobacco industry of the United States, its marvelous growth and resources. It is made on a large scale, with room for all its merchants and workers, and for many more if they but enter it in a proper spirit and with the "get up and get" about them. For with the above statistics before us it may truly be said that, given the necessary application, common sense business methods and the ordinary level-headed man's share of energy, it would be impossible to find a more lucrative and stationary field of business than that of tobacco. It matters not whether it be a presidential election year or not, whether times are good or bad, whether it is days of sunshine or rain—smoke men will, for they have long ago realized that smoking of good tobacco is conducive to their health and comfort, all contrary statements notwithstanding.

This is why the tobacco industry continues to grow and expand.

Push and Progress of Aurora, Illinois, Manufacturers

A REPORT from Aurora, Illinois, gives the following interesting facts about the cigar manufacturing industry of the city:

There are in Aurora almost thirty cigar factories employing considerably more than 100 men. Some are only one or two-man shops while others have the appearance of a considerable factory.

The records show that Henry G. Conerus manufactured the greatest number of any single maker during the year 1911, when he turned out and sold 884,300 cigars. This was an increase of a little more than 200,000 over the business the year before. The firms of N. M. Hermes, Goldsmith & Lies and J. T. Benjamin, Fred Fauth, Phil Schickler & Company, Henry Treumper, William Eitelgoerge and Nicholas Knur are but little behind the Conerus concern in the manufacturing, while a number of other Aurora firms manufactured very considerable quantities.

All Aurora cigars are union made, while many of the foreign brands are not, which added to the quality of Aurora cigars helps to contribute to the large sales.

The American Cigar Company's warehouse, of Broadhead, Wis., is employing one hundred persons on the largest pack of tobacco ever put up in this city. It will be several weeks before the work is completed.

The John W. Babbitt Tobacco Company, which formerly was located at Detroit, Mich., has removed to St. Louis, Mo., and leased the second floor of the building at 217-19 North Third street from L. D. Dozier and the Tissue Binder Company.

The Hull-Gumond Company, one of the largest manufacturing concerns in Binghamton, N. Y., has been taken over by a corporation capitalized at $1,000,000. Directors John Hull, Jr., Herman Whitelaw, Henry G. Jackson, Herbert S. Vance and W. W. Newell.

Albert Cadis, tobacco merchant of Havana, Cuba, is to marry Miss Rose Buder, of Springfield, Ills.

U. S. Senator McCumber, has prepared some interesting statistics giving the causes for the high cost of living, among which he enumerates tobacco in the sum of $450,000,000.

Boston Market "Fair Plus"

BOSTON, January 24, 1912.

THE general condition of business throughout Boston and vicinity can be characterized in no other way than "fair plus" at this time. There is a little quietness experienced by some of the retailers, yet, on the whole, they are making no complaint at the aggregate volume of business handled. The wholesalers are, however, quite active in regard to maintaining the full usual amount of output.

The Walen Drug Company, of Manchester, is a new corporation capitalized at $5,000. President, Clifford F. Loane; treasurer, Alfred Walen, and Harvey S. Page.

Adin F. French has opened a drug store in the Thomas Block, 2 Peabody Square, Peabody. The Lynn Cigar Company has opened a branch at 400 Washington street, Lynn.

Steeves & Tilton is the new firm name of a concern of which E. E. Steeves, formerly representing the R. A. Patterson Tobacco Company, is the head, with offices at 276 State street. They will be Boston agents for White's clay pipes and Langsdorf cigars. Mr. Steeves' successor for the R. A. Patterson Tobacco Company is E. F. Geppert.

David Ehrlich, head of Ehrlich & Kopf, meerschaum pipes, etc., has recovered from his recent illness.

Louis Ash & Co.'s representative, Ferdinand May, visited the Boston coterie last week.

Mr. Krauss, head of Krauss & Co., Baltimore, visited the Boston jobbers last week.

J. Cohn is the assignee in bankruptcy of Maurice Schriver, School street retailer; assets approximating $8,000, to meet liabilities of $12,000.

Dickey & Hodgson have opened a new cigar store on School street, the new manager being Walter Pickering, recently with Estabrook & Eaton.

Johnson & Co.'s "Private Stock", five-cent domestic, is receiving quite a bit of street car advertising in the car lines plying between Beverly and Ipswich.

The establishment of Augustus H. Hall & Co., 3 Water street, have an unusually "eye-catching" window display this week.

C. H. Greenwood & Co., Boyleston street retailers, are enjoying an active post-holiday demand for their extensive lines.

Herbert H. Curtiss, representing the "Between the Acts" little cigars, is one of our most enthusiastic exponents of billboard advertising.

Boston jobbers have received an offer from the R. J. Reynolds Tobacco Company, combining an eight-ounce humidor of Prince Albert tobacco (smoking) together with a meerschaum pipe, for $4.92 each dozen.

The American House cigar stand is having a firm call for Estabrook & Eaton's "Fabula", being panatela shaped, five-cent domestic, and among the Havanas "El Principe de Gales", selling from ten cents to forty cents each, is popular.

The new five-cent cigar recently gotten out by Waitt & Bond, Inc., is proving very popular among the general public, combining, as it does, a good value and a low cost. Their universally known "Blackstone" continues to maintain its lead over other ten-cent domestics, and may be obtained throughout the United States everywhere. Their new $35,000 factory is rapidly nearing completion, than which there will be no better equipped in the entire world.

Arthur Coffin has opened a drug store at Broadway, Trauton.

The Baker Cigar Company, 103 Front street, Worcester, is now conducted by H. T. Andrews, of 593 Park avenue.

HENDERSON.

Smoking in Factories Stopped

FIRE COMMISSIONER JOHNSON, of New York, with the horrible Ash Building fire, claimed to have been caused by a lit cigarette thrown among inflammable material, in mind, is causing 40,000 notices to be circulated, calling attention to an old law clause forbidding the smoking of cigars, cigarettes and pipes in factories, and asking the factory owners to see that these notices are posted and abided by. Inspectors will go around to see that the law is enforced, especially in factories where women are employed. The proprietors as well as the smokers will be prosecuted.

A report issued by the fire department states that in 1910, 3,240 fires were directly attributable to the careless use of matches and cigarette stubs thrown away.

Fire destroyed the cigar factory of A. J. Petoskey, on Franklin street, San Antonio, Tex., on January 16th.

Fire broke out in the cigar factory of Mr. Schweitzer, Crawfordsville, Ind., January 16th, doing considerable damage.

The new building of the Largay, Adams & Bangor Cigar Mfg. Co., Bangor, Me., is of dark brown tapestry brick with granite trimmings, and is occupied entirely by the B. C. M. concern as retail store, wholesale department, office and factory—a model establishment in every way.

Schedules in the bankruptcy of the Great Northern Cigar Co., Milwaukee, Wis., filed yesterday, showed liabilities of $1,652.37 and assets of $7,190.40

The cigarmakers' union is mum on what action it intends to take on the ultimatum of the manufacturers at Cunningham's factory in New Haven, Conn., which in effect says that unless the men return to work, a general lockout of all the union men in the city will be ordered.

The Editor's Letter-Box

BELMONT, OHIO.

Editor THE TOBACCO WORLD.

Dear Sir:—Could you give me the address of a cigar broker that works in the Southern States?

Very truly yours,

C. E. ACTON.

Answered by letter.

Editor THE TOBACCO WORLD.

Dear Sir: Kindly advise us whether you publish a catalogue giving a list of all the names of cigar manufacturers in Pennsylvania, and if so please quote price for same.

Thanking you in advance for the courtesy of an early reply, I beg to remain,

Very truly yours,

C. W. BITNER.

"Tobacco Trade and Ready Reference," published in this office, will give the desired information. Price, $2.00 per copy.—EDITORS.

Editor THE TOBACCO WORLD.

Dear Sir: We will esteem it a favor if you will advise us the name and address of the manufacturers of "Saratoga Chips Sliced Plug Tobacco."

Anticipating this courtesy, we are,

Yours very truly,

THE JOHN J. CROOKE CO.

Answer.—U. S. Tobacco Company of Richmond, Va.

New Orleans Notes

NEW ORLEANS, January 25.

AUGUSTUS BLOCK, President of the Augustus Block Cigar Company, is now liquidating the affairs of his company and expects to retire from business February 1st. Mr. Block is one of the best known cigar men in the south, having been connected before he engaged in the jobbing business with some of the largest manufacturers and distributors in the country. He has mastered the cigar line in all of its details, is familiar with the grades of goods that the southern trade require, and no man in the territory tributary to this city has a wider acquaintance.

The "El Palencia" cigar was unknown in this section until Mr. Block introduced it on the market, and today it is one of the biggest sellers here. It is not Mr. Block's intention to sever all connection with the cigar business, and his friends will soon hear from him again in the cigar trade.

A. H. Mirande, the accommodating counter man of the Independent Cigar Stores Company, Canal and Decatur streets, reports an excellent demand.

The Crescent Cigar Stand, Canal and St. Charles streets, have a valuable asset in A. Petrie. There are very few retail salesmen as capable and well thought of as he is.

G. L. Mauney, representing the Federal Cigar Company, spent last week in the city calling on the trade. Harry A. Mathe, manager of the Southern Cigar Company, Camp and Gravier streets, handle "Beldame Perfectos," "Madge Sessing," "Miss North" and "Evergood Perfectos" brands that Mr. Mauney sells for his company.

The American Tobacco Company last Wednesday filed exceptions in the United States District Court in the suit of the Peoples Tobacco Company for damages. The question of jurisdiction is raised by The American Tobacco Company, the petition stating that the Court is without jurisdiction on the grounds that the corporation was created and organized in the State of New Jersey under the laws of that State. It is further contended that citation was served upon W. R. Irby, who was not at the time of the institution of the suit, or any time subsequent, a manager or agent of the American Tobacco Company, and therefore could not be served as such.

PELICAN.

A REPORT from Washington states that Michigan is to be a tobacco producing State, if Representative J. M. C. Smith of Charlotte has his way about it, but if Secretary of Agriculture Wilson has his way Michigan won't, lest there ensue overproduction of tobacco. Alas and Alack!

The large leaf tobacco factory of Clark & Company, Bedford City, Va., was totally destroyed by fire on January 17th, together with a great quantity of leaf tobacco which was being ordered for shipment to foreign countries.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Lancaster Factories Feel New Stimulus

LANCASTER, PA., Jan. 30, 1912.

CIGAR manufacturers report that orders are coming in encouragingly. Traveling men generally are now out on the road, and there is more activity noticeable than during the opening weeks of the year. The output, it is expected, will exceed that of January, 1911.

Dan Manheimer of the Imperial Cigar Co., was detained from beginning an active campaign for 1912, by the arrival two weeks ago of an heir, Dan declares it is the finest little girl he ever saw.

F. E. Eberley will leave this week upon a short trip West. He has just moved into a new office in the Woolworth Building.

The "Sheik" 5c. cigar, made by the Porto-Vana Cigar Co. at Reading, recently made its appearance in prominent hotel stands in this city.

Fred Duff, of Duff Bros. & Co., is confined to his home by illness. He is improving, but will not be out for several weeks longer.

J. E. Sherts, of the Sherts Cigar Co., is this week making his customary trip through Eastern Pennsylvania.

Simon Shissler is featuring the "Blu-J" stogies in this city. This stogie is one of the newest creations of the Blu-J Tobacco Co., of Philadelphia. Mr. Shissler has the exclusive distributing agency for the goods here.

The leaf tobacco warehouse of M. J. Bowman at Kinzer's, this county, was destroyed by fire on Tuesday night last. Mr. Bowman had several hundred cases of new tobacco in the warehouse.

J. W. Breneman has removed his office to the Millersville warehouse, but continues to use the Lancaster building for storage purposes.

Cigar Industry A City's Big Asset

ALLENTOWN, PA., January 29, 1912.

The manufacturing of cigars in Allentown is assuming such proportions that it will soon be classed as one of the city's leading industries. In addition to the larger factories employing 200 and 300 hands, and distributing their goods to every section of the country, there are numerous smaller concerns making their own brands, which are used locally only. In the aggregate, there are several thousand people employed in the city in the manufacture of cigars.

The Victor Torsch Co., branch of T. J. Dunn & Co., whose leader is the "New Bachelor" cigar, have a factory in the city, and one at Coplay. They have worked almost full time for the entire year, and are practically always behind with their orders. They anticipate a marked increase in business for the coming year.

Bayuk Brothers, manufacturing one brand only, "Havana Ribbon", have made rapid strides during the past year and at present employ over 200 hands. This cigar has been on the market for about fifteen years, the main factory being in Philadelphia. The local branch was established two years ago to supply local demand, and has worked full time since.

Allen R. Cressman Sons, of Philadelphia, manufacturers of the "Counsellor" cigar, established a branch on North Seventh street, about two years ago, since which time the business has increased to the extent of necessitating the building of a new factory. This has just recently been completed at 729 Ridge avenue and is a creditable addition to the city's already large list of manufacturing plants.

The Bondy & Lederer Co., who have been marketing the "Tom Keene" cigar for a number of years, report a steady increase in the demand for their product and look for a still greater increase during the present year.

E. S. Gerhart, whose "Affidavit" cigar has been on the market for fifteen years, has made rapid strides, the output for last year having been almost double that of the year previous. This cigar is probably the most popular local brand on the market, figuring the other popular brands as being made at branches in this city of out-of-town concerns.

Factory Conditions in Reading Improving

READING, PA., January 30, 1912.

WITH but few exceptions cigar manufacturers in this vicinity have found conditions steadily improving during this month, and present indications are favorable to a good year. In a number of instances the output for this month is nicely ahead of the corresponding period of last year.

Business during January was fairly brisk at the box factory of F. S. Koons, Boyertown, who is making boxes for the leading manufacturers in that vicinity.

Geo. S. Miller & Co., at Pottstown, are having a good run of business on their "Ambrosio," "Gen. Schuyler" and "Commander St. Clair" brands, which continue to find a ready sale among an old established trade.

Chas. M. Yetter, of Chas. M. Yetter & Co., Inc., manufacturers of union made cigars, has been on a two-weeks' western trip, and reports some highly encouraging orders for their product.

Chas. Breneiser & Sons, recently brought out a new nickel cigar under the title "Cubanada," which is already gaining much favor among critical smokers.

C. U. Gery, at Seventh and Franklin streets is now introducing his "700" five-cent cigar in a new dress. The package is embellished with a specially designed label gotten up in serial colors and makes a strong and attractive display.

John G. Spatz, of J. G. Spatz & Co., is on a western trip and reports received from him indicate that business is opening quite nicely for the "El Volcano," "American Empire" and "Heidelberg" brands.

W. H. Yocum, of Yocum Bros., after a short visit to Cuba, will start on his regular spring trip through the west, covering a period of several weeks.

D. S. Erb & Co., at Boyerstown, are engaged in remodelling their factory quarters. Sometime ago the office was removed to the second floor of the building, and further alterations are now in progress. They recently engaged a salesman who will cover western territory, and the firm hopes to resume more active operation with the wholesale trade.

Chas. Erb, a son of the head of the house, recently returned from a trip to the Pacific Coast, where he made arrangements for the distribution of their goods.

York Trade Fair

YORK, PA., January 30th.

CIGAR manufacturers are operating with fair forces in this vicinity and the month promises to show considerable improvement over the corresponding of last year.

A meeting of insurance adjusters has been held to settle the losses of the destroyed cigar box factory of E. Myers & Co., and edging and label house of T. A. Myers & Co., which was burned some nights ago, entailing a loss of about $80,000. The firm has not yet decided whether they shall rebuild on the old site or not.

Eugene P. Gillespie last week made a flying visit among his jobbing trade and reports a far more encouraging business condition than he had expected to find.

R. M. Granat, of R. M. Granat & Co., leaf dealers, is confined to his home by an attack of La Grippe. He had just recently recovered from a serious surgical operation.

Sam. Kaufman, of the New York lithographic firm of Kaufman, Pasbach & Voice, was stricken with paralysis while on a business trip to Red Lion on Wednesday last. He was carried to a nearby hotel, but was in too serious a condition to be transported to his home in New York.

John A. Shuhart, well-known cigar broker of this city, returned on Saturday last from a short visit among the trade. He reports a fair volume of business.

John C. Heckert & Co., at Dallastown, have closed their cigar factory for an indefinite period.

Danl. Spanger, cigar manufacturer at Red Lion, was painfully injured last week while helping to harvest a crop of ice from his ice ponds, and was confined to his home for several days.

The cigar stand at the Colonial Hotel, York's leading hostelry, is doing a noteworthy business on Cressman's "Counsellor," five cent cigars.

New Sanitary Pipe

THE Sanitary Pipe Company is the name of a new company doing business in Lincoln, Ill., which was organized by Jacob Stuckel and A. W. Larison. The object of this firm is to manufacture and market a new patent pipe, which the local men have been working on for several months. They have applied for the patent, which is pending, and expect it will be approved very soon. The advantage claimed for this pipe over others is the patent well, wherein all moisture drains into a hard rubber bit or well. The well being a part of the stem, when the stem is withdrawn from the bowl, the well containing the nicotene is also withdrawn.

Los Angeles Trade Brisk

Klauber Wangenheim & Co. Shipping by "Solid Carloads"

LOS ANGELES, CAL., January 23, 1912.

The big jobbing firm of Klauber Wangenheim Co. recently received a carload shipment of "Pure Gold" tobacco, which is unquestionably a record shipment of one brand of union made tobacco for the Pacific Coast. The car contained the enormous total of 1,100 cases of "Pure Gold" tobacco. The invoice approximated an even $20,000, and the order is ample proof of the immense sale which this hustling firm enjoys on this brand. The retailers in this territory report a heavy demand for "Pure Gold," and the brand has made a ten-strike here. Klauber Wangenheim Co. have been kept busy and on the jump since the arrival of the order filling orders from "Pure Gold." This firm seems to be as busy as they were before the holidays. They are making a big campaign on all their brands. They report a remarkable business on "Lucky Improved Stogies." Although on the market for only sixty days, they are selling at the rate of ten thousand per day, and are in great demand with the consumer of high-grade stogies.

Mr. C. A. Barnes, the representative of Klauber Wangenheim Co., is still on the job and reports a splendid country business for Klauber Wangenheim Co. Mr. Barnes has been connected with this firm ever since its beginning in Los Angeles.

Mr. D. Marx, the Arizona and New Mexico representative for Klauber Wangenheim Co., returned from his regular sixty-day trip in time to be home for the holidays. His Arizona business has been growing and this oldtime salesman is a fixture in the Arizona field.

"Lovera," "Optimo" and "Webster" have proven the favorites with the Burke Cigar Company in high grade cigars. In five-cent cigars they push the "Post-Dispatch" and "El Gonzalez." Eight boxes of each are displayed in their show case.

A. B. Greenwald Cigar Co. report "Ruy Lopez" and "Bingo" as leaders in their cigar store. This firm is also selling large quantities of Manila cigars.

Ed. Cohn (the College Inn Cigar Store) reports a record breaking business in "Lovera," "Optimo" and "Jose Vila."

Kingsbaker Klingenstein Co. report they had a large Christmas trade and disposed of all their holiday packages. This house is getting an E. M. F. 30 delivery car, with advertising of their leading brands, such as Y. Pendas & A. Alvarez "Webster," E. Regensburg & Sons "The American," Yocum Bros. "Y. B.," Otto Eisenlohr & Sons "Cinco." The Surbrug Company "Milo Cigarettes." The firm is highly pleased with the letter of appreciation which they received from Yocum Bros. on the business they did last year. Mr. Geo. Yocum is here this week, and will be here for months sharing the sunshine of southern California. Mr. Isi. Klingenstein, president of the firm, is highly pleased with the results last year and had a large increase in their business. Mr. Joe Sunderland, vice-president of the firm and who has been sick the last few months, is rapidly improving.

Scott Turner, of Boltz & Clymer Co., is proving that the man behind the gun is the one that does the work. Turner has been selling "El Palencia" cigars less than two weeks, and most of the prominent stands around the city are sending in repeating orders. Scott says he will make "El Palencia" as popular in Los Angeles as it is in Frisco, and I believe he will. A fine piece of goods like "El Palencia," and a man like Turner behind it, is sure to get big results. Klauber Wangenheim Co. handle the above-named brand also.

Factory Notes

Cigarmakers Statistics

FROM the bulletins issued by the United States Census Bureau, the following interesting results have been proven by analysis: in 1904, 159,406 persons were engaged as wage earners in the cigarmaking business, their average annual wages amounted to $392.00, the value of their product averaged $2,077.00 per capita; in 1909, the number of wage earners increased to 166,810, the average annual wages had increased to $415.00, and the average per capita production had increased to $2,437.00. This shows an increase in wages, during the five years, of six per cent., and an increase in productivity, for the same period, of seventeen per cent.

The Stoddard Cigar Company, Mason City, Ia., has filed articles of incorporation with a capital of $30,000.

A petition for the improvement of streets surrounding the new H. Fendrich cigar factory at Oakley and Pennsylvania streets, Evansville, Ind., has been presented to the Board of Public Works.

Harry Tatgenhorst, of the Ceramic Cigar Factory, East Liverpool, Ohio, will move at an early date into the rooms occupied by Miss Alice A. Kinsey's millinery store.

George W. Burghart, the well known Topeka, Kan., cigar manufacturer and dealer, fell on the ice near his home, 744 West Sixth avenue this morning and suffered a painful injury to his shoulder.

There has been filed in the office of the county recorder, Dubuque, Ia., a renewal of the articles of incorporation of the D. C. Glasser Tobacco Company.

Edward Dayton has disposed of his interests in the Dayton Cigar Company at DeKalb, Ill., to his brother, Fred.

The American Tobacco Company will combine the plants of Marburg Bros., at Charles and Barre streets, and that of F. W. Felgner & Co., 214 and 216 South Charles street, Baltimore, Md., into one manufacturing establishment.

The Waldorf-Astoria Cigar Company, Ltd., New York City, J. Jungerman, president, has been incorporated. Capital, $760.

The cigar box factory of T. A. Myers & Co., York, Pa., has been entirely destroyed by fire, causing a loss estimated at $85,000.

Thomas Englehardt, of the cigar manufacturing firm of Thomas Englehardt & Co., will remove the headquarters of his business from New York to Tampa.

Aurora, Ill., has thirty cigar factories, employing more than 100 men, says *The Beacon*. One factory made and sold 830,000 cigars during 1911.

The cigar manufactory of Denis J. Quinn at 522 Elm street, Manchester, N. H., has been attached by Sheriff Thomas B. Donnelly and a suit is to be brought in the May term of court in the sum of $4,000.

James Moran, who has been running a cigar factory at Fairbury, Neb., will open a factory at Fairbury, Ill.

Obituary

MANUEL BORNIO, said to be the oldest cigar merchant in the South, died at his home in New Orleans on the 21st ult. Mr. Bornio was eighty-six years of age and had been a resident of New Orleans for seventy years, coming to this city from Cuba when a small boy. He is survived by four children, thirteen grandchildren and seven great-grandchildren.

Domingo Mendez, a cigar manufacturer, with a factory at 400 Nostrand avenue and salesroom on Bedford avenue, Brooklyn, N. Y., and who lived at 462 Nostrand avenue, died January 15th in the Long Island College Hospital following an operation.

Edward H. Krom, age forty-seven years, vice-president of the Suffield, Conn., Cigarmakers' Union No. 156, and one of the most popular cigarmakers of this section of the State of Massachusetts, died of pneumonia on January 18th.

Mr. Max J. Jacoby, a well known tobacco dealer, died January 19th of heart disease at his home, No. 108 East 106th street, New York. Mr. Jacoby was born in this city in 1859. He was a prominent member of the Manhattan Chess Club and was regarded as one of the best chess players in the city.

LEAF TOBACCO MARKET

Firm Prices and Active Trade in New York---Philadelphia and Lancaster Buying Better---Cold Weather Hampers Wisconsin Trade---"Big Business" Anticipated in New England States---Ohio Market Dull

NEW YORK.

NEW YORK CITY.

THE greatest demand in the New York City market is at present for binders, but there is also continuous absorption of the different grades of all domestic filler types. In wrapper leaf the market is prepared to do a big business in the shade-grown Connecticut. Porto Rican wrapper leaf seems to be one of the most desirable commodities, but the supply appears to be limited. The demand for Sumatra keeps up in small quantities. The Havana leaf market also is active. Good quality Havana leaf, either in Remedios or in factory Vegas, are finding only too willing buyers. Prices are firm, as it is being realized that from the precarious condition of the new crop both in the Vuelta Abajo and Partido districts a recession in price is not likely to occur.

PENNSYLVANIA.

PHILADELPHIA.

ON the whole the market has been dull here during the last part of January. Several lots of old 1910 Pennsylvania were disposed of, but prices were up to the top notch. On the balance of Connecticut and Wisconsin Zimmer there have been little or no offerings. Prices were firm on these.

The factories have commenced to operate, and active buying is anticipated in a week or two.

Sumatra and Havana, of the desirable quality buyers are looking for, are hard to get, with prices very high on both.

LANCASTER.

The tobacco dealers are still plugging away at the new crop and buying continues more or less actively. It all depends on the farmer. It is hard to get at the real status of the buying market. The dealers are reticent about telling the prices they have paid unless they are low, while in many instances the farmer has been instructed, when he sells, just to keep the price to himself. If the dealer can get the tobacco at ten cents he is ready to buy, but the majority of them do not go beyond that figure. In spite of the reticence and security maintained some of the quotations will "get out," and it is on these that the market reports must be based. From the farmers comes the news that some of them have received eleven cents, some eleven and a quarter and in a few instances twelve cents.

Delivery has commenced at a number of warehouses and these will be busy places from now on. There is said to be a large amount of damaged tobacco among the 1911 crop.

WISCONSIN.

EDGERTON.

THE tobacco business has been severely hampered by the cold weather that has held in its grasp the entire middle west during the better part of the month of January.

Owing to interrupted railroad traffic several warehouses found themselves short of stock and have been compelled to lay off help for the time being. The receiving of tobacco in zero weather also had its drawbacks. Many bundles came to hand frozen, making it impossible to examine them on delivery, and the buyer might as well shut his eyes as to try to determine the quality of stock when received. Only such crops were taken in under these circumstances as were absolutely necessary to keep the warehouses operating, and then it took two or three days to thaw out the bundle before the tobacco was ready for the tables. The disposition to postpone the receiving is becoming more and more apparent every day.

VIROQUA.

It is safe to say that more money is being taken from smaller acreage than any year since growing commenced here. In spite of the extreme cold tobacco growers have come long distances to make deliveries. From the Mississippi to the Kickapoo, north and south, within a radius of twenty-five miles of the town, men and teams have braved the elements and come here to market their crop. Besides deliveries to local dealers, many carloads are being taken away by the American Tobacco Company, the United Cigar Company, Borden and other dealers.

NEW ENGLAND STATES.

SPRINGFIELD, MASS.

THE first month of the new year closes auspiciously for the New England tobacco grower, as far as prices and the prospect of their maintainance are concerned. North of the Massachusetts line prosperity is evenly distributed, but in that part of Connecticut which suffered both hail and frost damage scores of growers, a year ago rated as "well-to-do" farmers, are in straitened circumstances on account of the misfortune over which they had no control.

The warehouses are busy, in some towns being in the height of their season's work.

The tobacco market rules quiet, the great bulk of the new crop having already been bargained for. Probably 70 to 75 per cent. of the new crop has been delivered. The future of Havana Seed tobacco is subject of involved discussion. Part of the shortage which the trade now faces is undoubtedly due to the untempered elements which played havoc last summer. But eliminating this cause, the increase in the shaded Broadleaf and primed tobacco areas account for a big shrinkage in the Havana Seed acreage. Moreover, the fact should not be lost sight of that the men who abandoned Havana Seed culture for one of the new departures in tobacco raising may be put down without question as the grower most likely to raise a high quality of tobacco.

SUFFIELD, CONN.

The leading event in the leaf market here in January was the destruction by fire of the warehouses, barns and other adjoining buildings on the tobacco plantation of Cullman Bros., of New York City. The entire crop of sixteen acres of shade-grown tobacco being made ready for the market was burned up, with a loss of about $30,000, only partly covered by insurance.

Speaking generally, the tobacco in the Connecticut Valley market is nearly or quite bought up. Usually there are a few growers who prefer to hold their crops for awhile after the bulk of the crop has been picked up. But this year they have taken the bull by the horns, having sold and cashed in on their sales, and are probably at this time ready to plant another crop.

The sorting shops are all very busy, and are pushing the work as fast as possible.

Business opened quite actively in the leaf market for the new year. Although no very big transactions took place, with the exception of a sale of 1,000 cases of Wisconsin to a cigar manufacturing firm, trading is reported to have been quite steady. The demand for binders is the strongest at present. But there is also continuous absorption of all the different grades of domestic filler types. In wrapper leaf the market is prepared to do a big business in the shade-grown Connecticut, some transactions in which having already taken place, although not to any great extent.

OHIO.

DAYTON.

BUYING here has recommenced at a moderate pace. Many of the growers are willing, evidently, to meet fair offers, and the tension has eased somewhat. There is good demand for old Gebhardt, but little offered.

There are still differences between tobacco growers and packers, and as a result the crops are not being contracted for very rapidly.

There has been a moderate trading in old goods of the Zimmer Spanish variety lately, but the volume was far from what has been experienced in some previous seasons.

Leaf Dealers' Late Notes

THE firm of J. H. A. Gebing, Amsterdam, Holland, known to every leaf dealer's representative who visits the European market, sends us an announcement of change in the personnel whereby G. J. Wolters L. Hzn. retires and Adolf Goldschmidt is admitted as member.

The stockholders of the Dearstyne Brothers Tobacco Company, Albany, N. Y., have re-elected Edmund C. Dearstyne, Charles Dearstyne and William E. Fitzsimmons as directors.

Manuel Suarez, Havana, Cuba, has just made a shipment of 142 packs of Havana tobacco to Wengler & Mandell, Chicago, Ill., the shipment being made per S. S. "Havana", via New York.

The leaf firm of Conway Bros., Edgerton, Wis., have opened their warehouse for the season's run for sorting and packing of the 1911 crop.

The large leaf tobacco factory of Clark & Company, Richmond, Va., was completely destroyed by fire on January 18th. A large quantity of leaf tobacco, ready for shipment to foreign countries, was burned.

The capital stock of the East Hartford, Conn., Tobacco Storage Company has been increased by fifty shares. Forty of these shares were taken by D. D. Bidwell, a new member of the firm, and ten shares by Alfred E. Kilbourne.

Articles of incorporation of the W. L. Petty Tobacco Company were filed at Lexington, Ky., on the 19th Jan. The capital stock is placed at $50,000, and the stockholders are W. L. Petty and G. T. Apt, of Lexington, and Fred S. and Hugh Campbell, of Richmond, Va. The company is to buy, sell and store leaf tobacco in its various forms.

Exports of Leaf Tobacco Abroad

THERE were exported from the United States, for the year ending June 30, 1911, to all foreign countries, 355,327,072 pounds of leaf tobacco, valued at $39,255,320, as compared with the same time in 1910, when there were exported 357,196,074 pounds, valued at $38,115,386.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

LA CANDIDA:—23,689. For cigars, cigarettes, cheroots. January 11, 1912. The Mochle Litho. Company, Brooklyn, N. Y.

CASA DE ORO:—23,691. For cigars, cigarettes, cheroots. January 11, 1912. L. Golovine, New York City.

GRAN DE ORO:—23,692. For cigars, cigarettes, cheroots. January 11, 1912. Mr. L. Golovine, New York City.

BLANCO DE ORO:—23,693. For cigars, cigarettes, cheroots. January 11, 1912. Mr. L. Golovine, New York City.

SOMA:—23,694. For cigars, cigarettes, cheroots. January 11, 1912. American Litho. Company, New York City.

LALUANA:—23,695. For cigars, cigarettes. January 11, 1912. Chas. Stutz Company, New York City.

PARK LILY:—23,696. For cigars. January 11, 1912. A. C. Henschel & Co., Chicago, Ill.

TIOGA:—23,697. For cigars, cigarettes, cheroots. January 11, 1912. F. M. Howell, Elmira, N. Y.

REY DEL OGAR:—23,698. For cigars, cigarettes. January 12, 1912. Chas. Stutz Company, New York City.

PRINCE DAILEY:—23,699. For cigars. January 12, 1912. Mr. Nathan Makler, Philadelphia.

TURKISH MARK:—23,700. For cigars, cigarettes, cheroots, chewing and smoking tobacco. American Litho. Company, New York City.

OPPOSED:—23,701. For cigars, cigarettes, cheroots. January 12, 1912. Samuel Weinstein, Bath Beach, New York.

NATIONAL CONVENTION:—23,703. For cigars, cheroots. January 13, 1912. The Fehsenfeld Cigar Co., Baltimore, Md.

DONREGO:—23,704. For cigars. January 13, 1912. Merano Cigar Sales Company, New York City.

JUSTICE TOMPKINS:—23,706. For cigars, cheroots, cigarettes. January 15, 1912. Garrison-Tichenor Company, Peekskill, New York.

ALBERT MAGNUS:—23,707. For cigars, cigarettes, cheroots. January 15, 1912. Heywood, Strasser & Voight Litho. Co., New York City.

DAVID HARUM:—23,708. For cigars, cheroots, cigarettes, chewing and smoking tobacco. January 15, 1912. Kraus & Company, Philadelphia.

DANIEL GREEN:—23,709. For cigars, cheroots, cigarettes, chewing and smoking tobacco. January 15, 1912. Seeman Brothers, New York City.

CURRENT EVENTS:—23,710. For cigars. January 15, 1912. John J. Sloop, Dayton, Ohio.

EL MISMO:—23,711. For cigars, cigarettes. January 15, 1912. Juan M. Gonzales, New Orleans.

BALTIMORE CONVENTION:—23,712. For cigars, cheroots, stogies. January 15, 1912. Fehsenfeld Cigar Co., Baltimore, Md.

1912 CONVENTION:—23,713. For cigars, cheroots. January 16, 1912. The Fehsenfeld Cigar Co., Baltimore, Md.

LA WASS:—23,714. For cigars. January 16, 1912. Mr. E. Wasserkrug, Baltimore, Md.

LINFA:—23,715. For cigars, cigarettes, cheroots. January 16, 1912. Sixto Perez & Bro., Tampa, Fla.

PEROS MEXICANOS:—23,716. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 16, 1912. Heineman Bros., Baltimore, Md.

SNYDER'S PUBLIC SQUARE:—23,717. For cigars, cigarettes, cheroots. January 16, 1912. Kraus & Co., Baltimore, Md.

THE JERSEY JENTLEMAN:—23,718. For cigars, cigarettes, chewing and smoking tobacco. January 16, 1912. Hudson Cigar Mfg. Company, Jersey City, N. J.

THE HUDSON CIGAR MANUFACTURING COMPANY'S HUDSONIA:—23,719. For cigars, cigarettes, chewing and smoking tobacco. January 16, 1912. Hudson Cigar Mfg. Company, Jersey City, N. J.

DUNELLO:—23,720. For cigars. January 16, 1912. Mr. H. B. Eberly, Womelsdorf, Pa.

DUNNELLEN:—23,721. For cigars. January 16, 1912. Mr. H. B. Eberly, Womelsdorf, Pa.

MI SUERTE:—23,722. For cigars. January 16, 1912. Messrs. Frau & Pena, Philadelphia, Pa.

DEAD SET:—23,723. For cigars, cigarettes. January 17, 1912. F. M. Howell & Co., Elmira, N. Y.

FAREWELL.—23,724. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 17, 1912. H. B. Fromer, New Haven, Conn.

EL HARTSON:—23,725. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 17, 1912. Messrs. Petre, Schmidt & Bergmann, Philadelphia, Pa.

JUAN DIEGO:—23,726. For cigars, cigarettes, chewing and smoking tobacco. January 17, 1912. Morris Abrahams & Co., New York City.

FLOR DE SHIRLEY:—23,727. For cigars, cigarettes, chewing and smoking tobacco. January 17, 1912. Morris Abrahams & Co., New York City.

BURKE'S:—23,728. For cigars. January 18, 1912. Paul Siess & Co., Owasso, Mich.

ABRA:—23,730. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1912. American Litho. Company, New York City.

MUDIR:—23,731. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1912. American Litho. Company, New York City.

KAVASS:—23,732. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1912. American Litho. Company, New York City.

BELTURK:—23,733. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1912. American Litho. Company, New York City.

BELVALE:—23,734. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1912. American Litho. Company, New York City.

EL SEDDEK:—23,735. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1912. American Litho. Company, New York City.

WOOLWORTH.—23,736. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1912. American Litho. Company, New York City.

TURKISH GEM:—23,737. For cigars, cheroots, cigarettes, stogies, chewing and smoking tobacco. January 18, 1912. American Litho Company, New York City.

NUDA:—23,739. For cigars. January 18, 1912. Lubetsky, Brothers, Grand Rapids, Mich.

AMGROCO:—23,740. For cigars, cigarettes, cheroots. January 19, 1912. A. W. Mentzer & Sons, Ephrata, Pa.

ATICIMA:—23,741. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 19, 1912. L. Andrlik, Chicago, Ill.

FURIDDU:—23,742. For cigars, cigarettes, smoking tobacco. January 19, 1912. Chas. Stutz Company, New York City.

SANTUZZA:—23,743. For cigars, cigarettes, smoking tobacco. January 19, 1912. Chas. Stutz Company, New York City.

MAZER'S WESTERN CLUB HOUSE:—23,744. For cigars, cigarettes, cheroots, stogies. January 19, 1912. Mazer Cigar Mfg. Company, Detroit, Mich.

OLD TAVERN:—23,746. For cigars, cheroots, cigarettes, stogies chewing and smoking tobacco. Wm. Steiner Sons & Co., New York City.

FRED A. KOCH EL FRANCES:—23,750. For cigars. January 20, 1912. Max Jacobson Cigar Company, St. Louis, Mo.

FRED A. KOCH HAVANA STRAIGHT:—23,751. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 20, 1912. Max Jacobson Cigar Company, St. Louis, Mo.

BROADWALL:—23,753. For cigars, cigarettes, chewing and smoking tobacco. A. S. Valentine & Son, Philadelphia, Pa.

PRIDE OF WACO:—23,754. For cigars. January 20, 1912. Mr. M. B. Selle, San Angelo, Tex.

WACO'S PRIDE:—23,755. For cigars. January 20, 1912. Mr. B. M. Selle, San Angelo, Tex.

OLD TAG:—23,756. For cigars. January 22, 1912. Moeller & Kolb, Chicago, Ill.

MEYER'S ARCADE SMOKER:—23,757. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 22, 1912. Morso Cigar Company, Dayton, Ohio.

ARCADE CLUB:—23,758. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 22, 1912. Morso Cigar Company, Dayton, Ohio.
EL HUMO:—23,760. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. G. T. Smith & Bro., Chicago, Ill.
EL CABEZA:—23,761. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 22, 1912. Chicago Box Company, Chicago, Ill.
HENRY GREATHEAD:—23,762. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 22, 1912. Heywood, Strasser & Voigt Litho Co., New York City.
ROSA DIAZ:—23,763. For cigars, cigarettes, cheroots. January 22, 1912. Schmidt & Co., New York City.
NICOTINE-NO:—23,764. For cigars, cigarettes, cheroots. January 22, 1912. Frank A. Bronson, Binghamton, N. Y.
JAVA WRAP:—23,765. For cigars. January 22, 1912. Detroit Cigar Mfg. Company, Detroit, Mich.
NICOTINE:—23,764. For cigars, cigarettes. cheroots and smoking tobacco. January 22, 1912. Frank A. Bronson, Binghamton, N. Y.
JAVA WRAP:—23,765. For cigars. January 22, 1912. Detroit Cigar Mfg. Co., Detroit, Mich.
TWO MACKS:—23,766. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1912. Kaufman, Pasbach & Voice, New York City.
LA NELY:—23,767. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1912. Wm. Steiner Sons & Co., New York.
UNCLE JOE:—23,768. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1912. Wm. Steiner Sons & Co., New York.
NOW NOTICE DE KALB:—23,769. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1912. Wm. Steiner Sons & Co., New York.
ONE X:—23,770. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1912. Chas. Stutz Co., New York City.
PEIRCE PERFECTOS:—23,771. For cigars, cigarettes, cheroots. January 23, 1912. Leventhal & Epstein, Philadelphia.
QUEEN ROYAL:—23,773. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 24, 1912. T. A. Wadsworth, Detroit, Mich.
THREE AUTHORS.—23,774. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 24, 1912. T. A. Wadsworth, Detroit, Mich.
ROYAL QUEEN:—23,775. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 24, 1912. T. A. Wadsworth, Detroit, Mich.

TRANSFERS.

MAIL QUEEN:—23,670. For cigars. January 6, 1912. H. C. Berger, South Bethlehem, Pa., to N. D. Lewis & Co., Baltimore, Md.
EL ODESO:—23,749. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 19, 1912. Geo. Flatauer & Bro. to Franklin Gumpert Company, New York.

FRANK W. WOOLWORTH, of five and ten-cent stores fame, denies any connection with the $2,000,000 corporation which is planning to establish a chain of five and ten-cent cigar stores throughout New York.

Mr. Woolworth said: "I have never been connected with any such scheme and the use of my name is unwarranted. Some months ago I was approached by certain interests who contemplated the forming of such a chain of five and ten-cent cigar stores and found that such an organization would tend to minimize the business of the small cigar stores in New York and possibly throughout the country. My own organization is large enough for any one man to control, does not interfere with the business of the small man and it is not my thought now or in the future to enter into any combination, the tendency of which will be to eliminate or weaken his power to do business. It is a gross exaggeration to say that any part of the $65,000,000 for which the five and ten-cent stores is capitalized is being used in this new scheme. My motto has always been a fair field and no favor and that will always be the motto of the Woolworth company."

Eshelby Tobacco Company to Continue Burley Suit

ATTORNEYS for the E. O. Eshelby Tobacco Company have filed a motion in the United States District Court, at Cincinnati, asking Judge Howard Hollister to grant a new trial of the case against the Burley Tobacco Company.

Tobacco Crop of 1911

By Types and Districts

THE United States Department of Agriculture has compiled the following reliable statistics of the tobacco crop of 1911, covering cigar types:

CIGAR TYPES.

New England.

Dry weather retarded growth early in the season, but more favorable weather later enabled the crop to make rapid progress. Wind and hail in August, however, entirely destroyed some fields and injured others; from these the cured product is suitable only for low-grade fillers or scrap. September 13th and 14th a heavy frost damaged most of the tobacco still standing. Although some fields in protected places were uninjured, about one-fourth of the acreage has been damaged by wind, hail, or frost; of this part of the crop the quality is low. The area grown under shade was much larger than in 1910, and a larger area not grown under shade was primed. Both shade-grown and primed Havana are of fine quality, and a large per cent. is light wrappers. The stalk cured varies in quality from very fine down to trash and damaged leaf; a large per cent. is of the latter quality. Harvest was later than usual. Little injury was suffered in the sheds, and, excepting frost, hail, and wind damage, the cured product is as good as that of last year. The yield per acre is 1,632 pounds. The average price is 20.3 cents per pound. The increase in price is largely due to a larger per cent. of shade-grown and primed tobacco.

New York.

Dry weather caused growth to be slow during the early part of the season; in early August the crop looked like a failure in some sections. An abundance of rain, beginning late in August and extending throughout September, effected rapid improvement, and the tobacco went into the sheds in good condition, with satisfactory size of leaf. There was no damage from insects and little from hail. The cured product is of good size, color and body, and consists of a large percentage of wrappers and binders; it may be described as the best crop grown in several years. A small area, however, was damaged by frost in September, as harvesting was two to three weeks late. Both yield and price were higher than in 1910, the former averaging 1,330 pounds per acre and the latter 10.4 cents per pound.

Pennsylvania.

Favorable conditions during most of the summer gave a growth larger than usual; or about the same as last year. Too much rain at harvest prevented the crop from going into the sheds at the proper time and some fields became too ripe. Harvesting was at least two weeks later than a year ago. Insects and hail did only small damage. The size, color, and body of the cured product are good, and the quality, though satisfactory, is inferior to that of 1910, having suffered more damage from shed burn and stem rot. The average price is 9.5 cents per pound and the yield 1,420 pounds per acre, the former above and the latter below last year.

Ohio—Miami Valley.

Growth up to August 20th was checked by dry weather, and the prospect at that date was for a poor crop of small size. But after the aforesaid date improvement was rapid on that part of the crop still in the fields. About 20 per cent. was cut during the dry weather and is of medium size, good color, and body. The balance, cut after the rains, has large size, but is thin, rather coarse and rough, and of dark color. More than the usual amount of damage was caused by shed burn, stem rot, and freezing in the sheds. Taken as a whole, the cured product is inferior to last year's in quality. But little had been sold when reports were sent to the Bureau. The estimated price of 7.8 cents per pound is lower than last year. The yield per acre, 930 pounds, is larger than in 1910.

Wisconsin.

During the early growing season the prospect indicated one of the finest crops ever grown in the State. Dry weather in July and early August retarded growth until many late fields looked worthless. Some, cut during the dry weather, is of small size but good quality. Rains in August-September caused rapid growth, and plants still in the fields improved. In some localities heavy hail, wind, grass-hoppers, and worms did more than usual damage. The part of the crop that escaped weather and insect damage went into the sheds in fine condition, and the cured product is the best obtained in several years. Harvesting was three weeks later than usual. A yield of 1,250 pounds per acre was realized; the price per pound was 10 cents—results better in both respects than last year.

Georgia and Florida.

Excepting a small per cent. damaged by hail, this is the best crop, both of shade-grown and sun-grown tobacco, produced in this district since 1906; the shade-grown will yield a large per cent. of high-grade light wrappers. Little damage by insects was done in the field, and a sound cure has been effected. The yield per acre is 927 pounds and the price 28 cents per pound, both higher than last year.

Lock-out Threatened

THE CIGAR MANUFACTURERS' ASSOCIATION, New Haven, Conn., have a general lock-out under advisement if the union doesn't settle the strike at the Cunningham plant shortly. The strike has been under progress for some time and created considerable disturbance of business.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

HENRY A. FISCHEL, Tobacco Manufacturer
1636 North 11th St. and 1635 North Mervine St., Philadelphia.
Packing shorts for jobbing trade a specialty.
Will pay *net cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

WANTED—A large jobbing house, or an experienced salesman with a large acquaintance to handle a 5 and 10-cent line among the trade in Pennsylvania and New Jersey. A very fine opportunity for right party. Address M. R., Box 89, care Tobacco World. 1-1-a.

THE EATON STOGIE: A large 5½ inch, long filler stogie. Correspondence from jobbers solicited. B. O. B. Cigar Co., Eaton, Ohio.

EXPERIENCED TOBACCO BUYER would represent packing firm in buying in York County, Pa., leaf this season. Best of references. Address Buyer, Box 88, care of The Tobacco World. 1-1-r.

Wanted.

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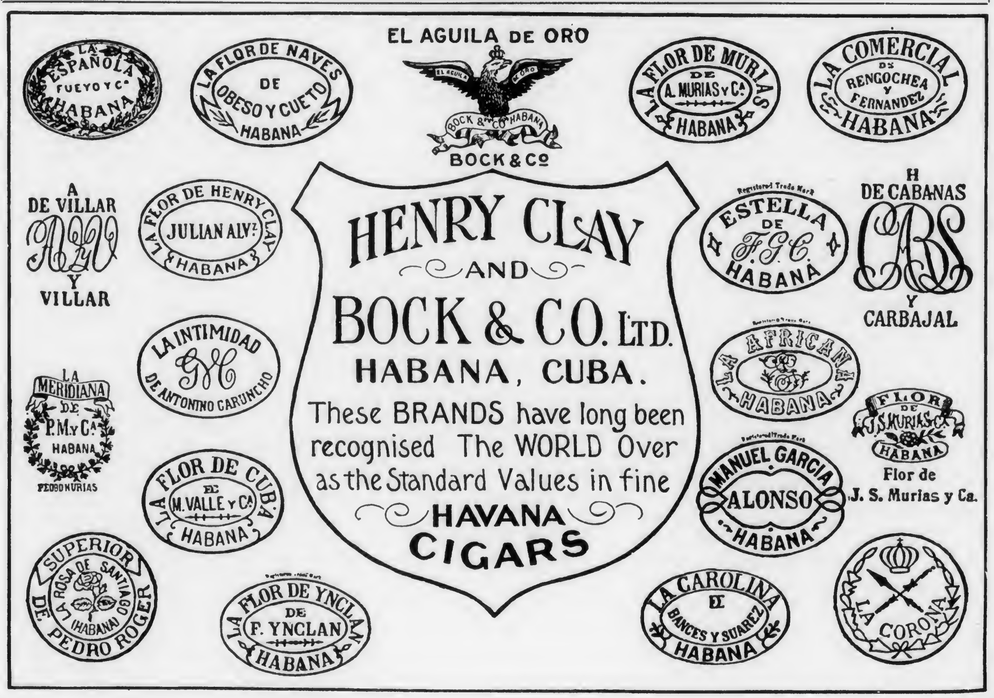

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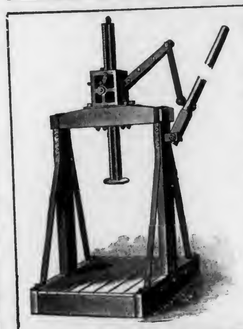

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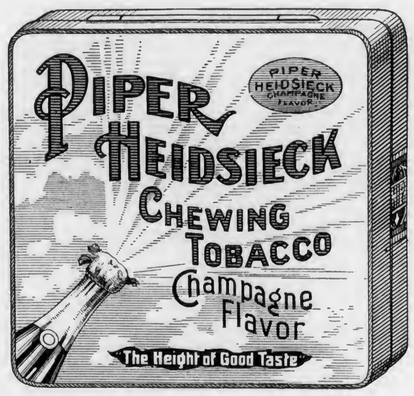

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The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.

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HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
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MAX SCHATZ, Sole Represeniative for the United States

82-88 Wall Street, New York City

Trujillo & Co.
Key West, Fla.
Factory No. 111

Our cigars stand high always. We have so far this year produced 40% more cigars than last three combined. Is this evidence enough? Write for particulars about our excellent values.

FERNANDEZ, LOPEZ Y CA.

Manufacturers of Strictly Clear Havana Cigars

Ramon Fernandez, Pres.

J. J. Fernandez, Sec'y & Treas.

Factory: Tampa, Fla.

Manuel Lopez, Vice Pres.

Jose Lopez, Ass't Sec'y

Factory: Key West, Fla.

MAIN OFFICE: BOX 293, TAMPA, FLA.

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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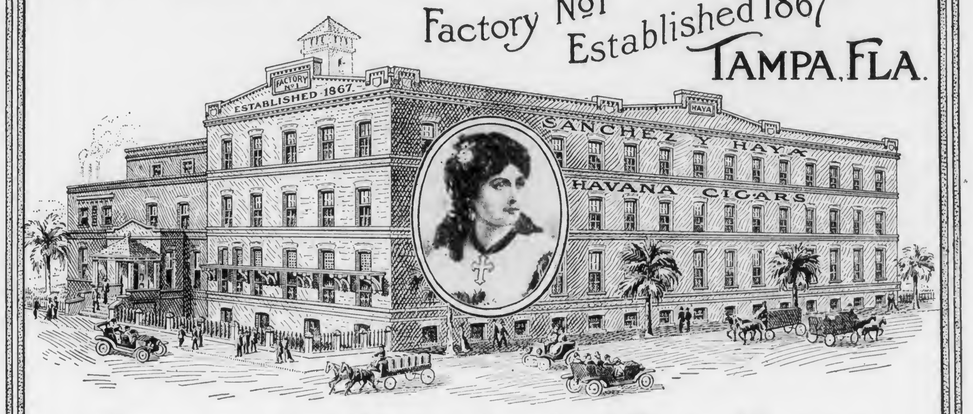
Factory No1 Established 1867 TAMPA, FLA.



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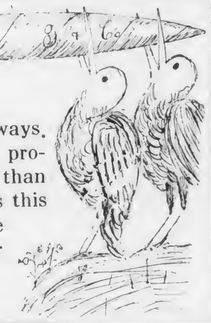

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Factory: Tampa, Fla.

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MAIN OFFICE: BOX 293, TAMPA, FLA.

INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

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Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

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That's All!

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THE LEADING 5c. CIGAR

Straiton & Storm Co., New York

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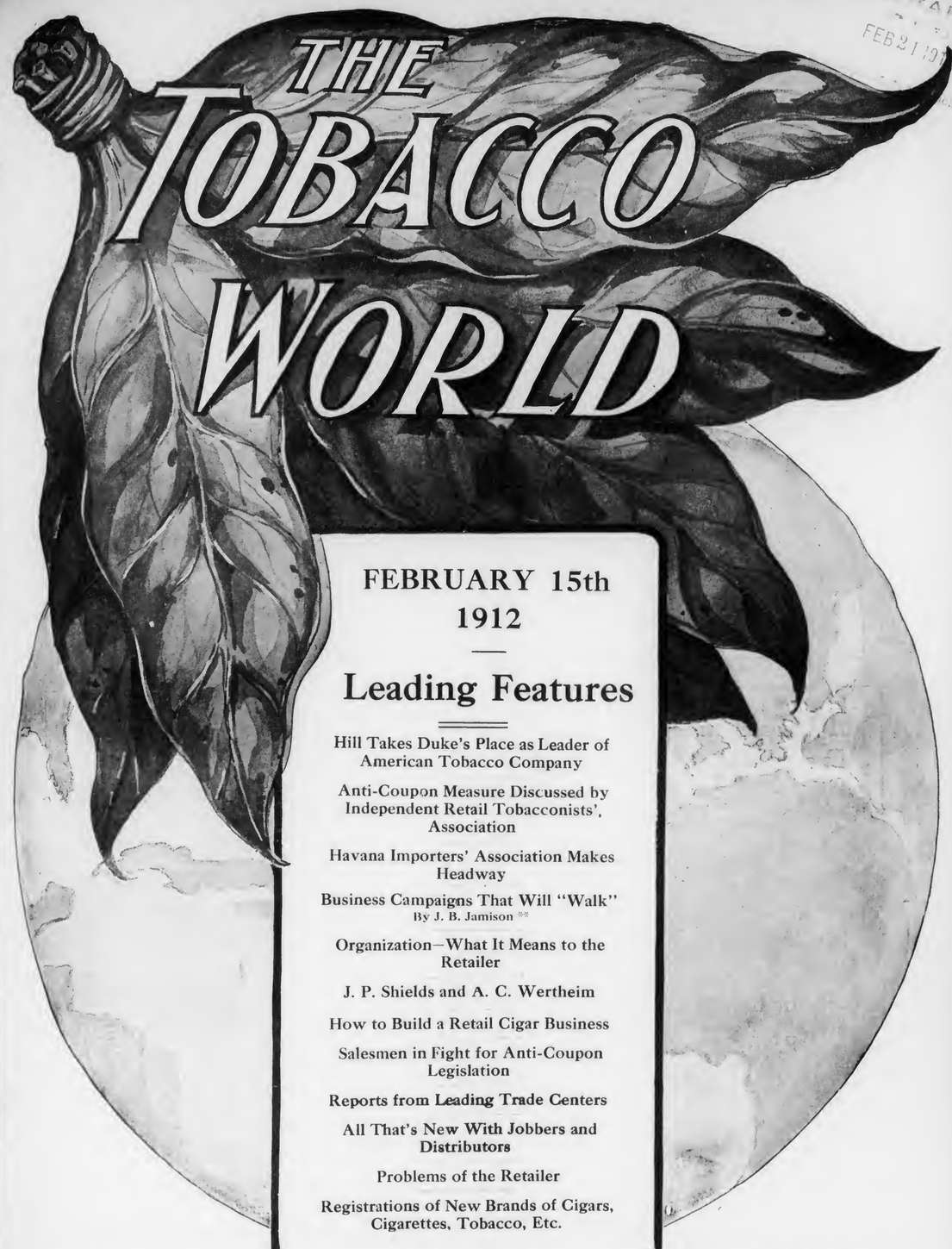

FEBRUARY 15th
1912

Leading Features

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Problems of the Retailer

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 4

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

Yesterday, today and tomorrow always the same. The smoker who knows demands first, last, and always —

REGENSBURG'S
HAVANA CIGARS
ALL SIZES ALL SHAPES
SOLD EVERYWHERE

For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

We Couldn't Improve the Quality So We Improved the Label

Such was our idea in bringing out our new package

ALL-ALIKE
FIVE CENT CIGAR

¶ This cigar is made up to the standard of **blend, quality** and **workmanship** that has made our cigars famous since 1869. It's a long filler, Sumatra wrapped, free-smoking cigar that is sure to prove a repeater.

Juan F. Portuondo
Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA
The Signature on each box is the dealer's protection.

PASTORA
"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
HAVANA CIGARS"
Made by
SAN TELMO
CIGAR MFG. CO.
DETROIT
"QUALITY CREATORS"

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great
FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

Made by
Salvador Rodriguez
at
Tampa, Fla.

Offices: New York Warehouse: Havana

MR. JOBBER

If You Do Not, You Ought to Know

that we have built our reputation on quality

That
ALVAGAR
and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo
New York at 128 Water Street

Established 1857

M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

San Felice
CIGARS
The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

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PRICE, 5c.
United States Tobacco Co.
RICHMOND, VA.

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EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE OF HARTS
BEST 5¢ GIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

Quoth the Counsellor:

¶ You can sell any kind of a cigar to any person any place once, but COUNSELLORS bring him back for more all the time.

Made by
ALLEN R. CRESSMAN'S SONS, Philadelphia

Repeat Orders on Rigoletto Cigars are Bigger Than the First

One of our salesmen has just finished covering his route for the first time since our big advertising campaign began. He not only received repeat orders from every dealer who had stocked Rigolettos from the beginning of the campaign, but in every case these orders were bigger than the first orders.

This is a significant example of the manner in which Rigoletto Cigars have made good. The same story from every section of the country. This cigar is fast becoming a standard smoke at 10c. everywhere.

Dealers who realized the quality of Rigolettos, who appreciated the demand for such a cigar when it was made known and the value of our big advertising campaign, have won out big by stocking and pushing it.

Yet the advertising of Rigoletto Cigars has only begun. There are great things for the future. Will you share in them?

Rigoletto Cigars are made in only four standard shapes, all to retail at 10c. Get in touch with your jobber or write to us and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

CHEW

Climax Plug

The standard of QUALITY for nearly half a century

P. Lorillard Company

Jersey City, N. J.

Established 1760

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

HERE IS THE WINNING PACKAGE

EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

OPAL ONYX HUMIGARS

Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP-BABCOCK-BECKER COMPANY

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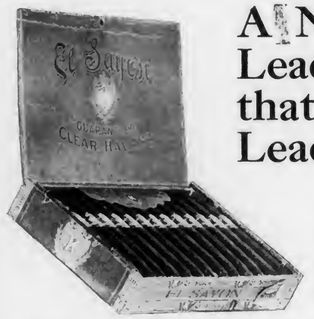

A Nickel Leader that will Lead

The "El Sayon" is a truly up-to-date cigar built to produce more business for the dealer handling them. It has quality, style and workmanship—which makes a winner.

"El Sayon" cigars are made on the principle of knowing how.

Write now for special introductory offer.

H. F. KOHLER

MAKER

Nashville - Pennsylvania

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

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Vuelta Abajo "Castaneda"

CARDENAS & CO.

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London: 114 Grace Church Street
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Havana's Kingly Product

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

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Manufacturers of the celebrated "ELITE" Habana Cigars.

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Sole Representative for United States and Canada.

BUILD YOUR TRADE ON

Red Rabbit Stogies

Fine proposition for distributors.

PENN CIGAR COMPANY

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DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

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HAND MADE Guaranteed FINEST HAVANA TOBACCO

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

GEORGE W. PARR

Manufacturer of **FINE CIGARS**

MAKER OF

Fernside and Lord Wharton

Five Cent Goods

Sold to the Jobbing Trade Only

Correspondence Invited

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CORRESPONDENCE SOLICITED

JUST THINK 5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

A Confession

I am the oldest criminal in history.

I have acted in my present capacity for many, many years.

I have been trusted with millions of dollars.

I have lost a great deal of this money.

I have constantly held temptation before those who have come in contact with me.

I have placed a burden upon the strong, and broken down the weak.

I have caused the downfall of many honest and ambitious young people.

I have ruined many business men who deserved success.

I have betrayed the trust of those who have depended upon me.

I want to be discarded for something that will protect and benefit all those who handle money.

I am a failure.

I Am the Open Cash Drawer.

NO % added for selling, incidental expenses, nor for losses in accounts.
Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

PROMPT DELIVERIES

CARLOS, FERNANDEZ & CO.
42 East 23d Street, New York
OFFICES AND WAREROOMS: MANILA—PORTO RICO

We Sell Excellence in

FLOR DE JEITLES

5c. CIGARS.

And Perfection in

ROYAL PEER

10c. CIGARS.

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

"Brokers" 5¼-inch Perfecto. Shown in box above
"Mariners" 5⅝-inch Panatella. "Founders" 5-inch Blunt } 10cts. straight
You can buy these Girard Cigars of your jobber for $70.00 per thousand

THE "HUNDRED-POINT" CIGAR

and our "hundred-point" selling plan

You ought to know about both.

The cigar is an unusual combination of full flavor with mildness—a distinct quality which exactly hits a large class of smokers who never were suited before.

And we sell this cigar only through dealers or *for* them.

We send an army of smokers direct to the retail dealer by advertising the **Girard** cigar regularly in *The Saturday Evening Post* which issues *more than one and three-quarter million copies every week.*

We offer no inducement whatever for a consumer to buy direct from us.

When any one writes us for a sample box, he must give his dealer's name and pay the full retail price. And if you are his dealer and will arrange to supply him, *we give you your regular profit on that sample sale.*

The **Girard** is already a go on its own merits—a quick seller and a sure repeater. And you can count on our honest and *continuous* publicity to keep it going bigger and stronger all the time.

We hope you are in a position to get your full share of this good business.

If not we advise you to send your jobber or us a trial order for **Girard** cigars *to-day.*

ANTONIO ROIG & LANGSDORF

5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c
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El Werth

Well Worth Your CONFIDENCE

Made by

WERTHEIMER BROS.

BALTIMORE, MD.

Only Good Cigars Come Out of Our Factory

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

BARON DEKALB SEGARS

Real Habana Segars

10c. to 25c.

Made in New York at the sign of the bulldog by

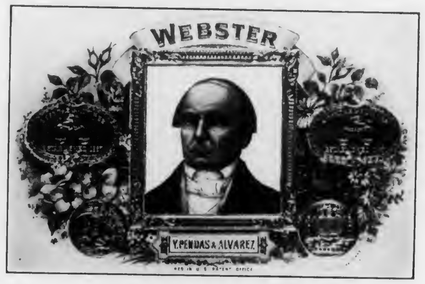
John W. Merriam & Co.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 PEARL ST., NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, FEBRUARY 15, 1912. No. 4.

Hill Takes Duke's Place As Leader of A. T. Co.

Resignation of President Accepted and Successor Chosen—New Vice Presidents Elected—Other Executive Changes

AT a meeting of the Board of Directors of the American Tobacco Company, February 14th, in New York, the resignation of James B. Duke was formally accepted and Percival S. Hill, who has acted as vice-president under Mr. Duke for many years, was elected to succeed him.

These changes have been forcasted for some weeks. Mr. Duke relinquishes his office to assume the chairmanship of the British-American Tobacco Company, whose headquarters are in London. It is expected that Mr. Duke will sail for England in the near future but will not reside there permanently to direct the affiairs of the British-American Company. He will continue to reside in New York and make such trips abroad as the business necessitates.

Junius Parker has been chosen general counsel of the company succeeding W. W. Fuller, who has retired from active practice.

Other changes which became effective at the meeting of the directors, on Wednesday, was the election of the following vice-presidents: E. S. Edwards, B. J. Hanlon, G. W. Hill, M. C. Patterson, and T. V. Yuille. J. P. Wilcox was re-elected secretary and J. M. W. Hicks, treasurer.

The following were chosen directors to fill vacancies: W. H. O'Brien, M. W. Reed, T. J. Walker, J. Fletcher, Jr., and Messrs. Hanlon, Patterson, Edwards, Hill, Wilcox and Hicks.

The election of Percival S. Hill as Mr. Duke's successor did not occasion much surprise since those in touch with the affairs of the "A. T. Co." have known that Mr. Hill has been carrying the burden of the executive duties for sometime.

Mr. Hill, although comparatively young in the tobacco field, has proved himself to be a master organizer and executive. He made his first great success in the tobacco business in developing Blackwell's Durham Tobacco Company, which, in 1898, passed into the hands of the American Tobacco Company. At that time, Mr. Hill was made secretary of the American Tobacco Company and later vice-president and a director. His work in reorganizing the American Cigar Company and putting it on a paying basis, won instant recognition from his associates.

When Don Gustave Bock died in Havana, in 1910, Mr. Hill assumed the chairmanship of the Henry Clay & Bock Company in addition to his other duties.

It is predicted that A. L. Sylvester will succeed Mr. Hill as president of the American Cigar Company and that Francis A. Wilson will become the chairman of the Henry Clay & Bock Company.

William Linenweaver, a veteran cigar salesman, has joined the selling forces of Balbin Brothers, manufacturers of the "Elisardo" and will cover the Northwest from Chicago to Denver.

Cigar Men at Opening of Louis Klein's New Headquarters

Beautiful Store Opened at Cleveland With Fitting Ceremonies—Souvenirs Given to Visitors

CLEVELAND, OHIO, Feb. 13, 1912.

ON Saturday, Feb. 10th, the Louis Klein Cigar Company had the formal opening of their new store, located at 1120 Euclid avenue, in the Cleveland Athletic Club Building.

The many beautiful floral pieces from this concern's numerous friends were arranged throughout the store and the large window, and were admired by all the visitors and customers, which numbered over 9,000.

The fixtures are a combination of Circassian Walnut and opal and of the finest to be found west of New York City.

A notable feature of this modern and up-to-date store is a large humigan that has been installed. This new device which is 40 feet long by 10 feet wide, and lined with cork 6 inches thick, is airtight, and built of the finest Spanish cedar. It has a capacity of 1,500,000 cigars, and is so built that cigars can be stored and kept in perfect condition therein for a period of at least ten years.

The souvenirs given were a choice of a beautiful cigar or cigarette case of pigskin, or one box, containing five cigars of either of the following brands: "Smokecraft," "Don Antonio" or "Corina."

The Louis Klein Cigar Company will maintain its headquarters in this store. The retail section occupies the front of the store and the jobbing section is confined to the balcony and the rear. The company is now conducting nine stores in this city.

Among the out-of-town guests were Fred Winkler, of Chas. L. Morris & Company, New York; John Van Miller, of S. Valentine & Sons, Philadelphia, Pa.: Mr. McKittrick, of Melachrino & Company, New York; Sam Gottlob, of A. Roig & Langsdorf Company, Philadelphia. Pa.: Henry G. Wemmer, William Wemmer, and Sam Weinfeld, of Deisel. Wemmer & Company, of Lima, Ohio.

Another Stand for Hickey Bros.

HICKEY BROTHERS, proprietors of four cigar stands in Davenport, Ia., have just leased the Harper House Drug Store stand, at Rock Island, and will take possession June 1st. This will extend their chain of distribution and greatly strengthen their position as handlers of cigar and tobacco products. It is proposed to fit up the new store in the most modern style.

Great Fire In Pittsfield, Mass.

R. B. Ronaldson Cigar Store Destroyed In Conflagration

THE south section of Burns' Block, in Pittsfield, consisting of four stores, located on the corner of North and Summer streets, among which that of R. B. Donaldson, was completely destroyed by fire on February 9th.

Mr. Donaldson's loss amounts to about $5,000, covered by insurance to the extent of $4,500.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

TIME, energy and knowledge constitute the three elemental factors in human life. These are, indeed, in the last analysis, all we have got to reckon with in the game, no matter what we do. The men or institutions who have been blessed with a fair share of the latter with which to fill out the space of the first, and who have acquired the necessary knowledge to intelligently guide and utilize the energy which reposes in them, are the successful men or the successful institutions.

In the make-up of the young and progressive firm of The Shields-Wertheim Company, of Cleveland, Ohio, we find in Mr. James B. Shields enough energy concentrated to direct and execute the work of a great business enterprise, while Mr. A. C. Wertheim may fitly be denominated the technical expert of the institution, for as regards the building of good cigars, appreciation of the delicate blends and flavors which the always more exacting trade demands in order to satisfy the fastidious smoker, workmanship, quality, style and character, no better judge exists than he.

JAMES B. SHIELDS

And thus it comes to pass that in the two members of The Shields-Wertheim Company, the two parts of a whole which is bound to make itself felt wherever it appears have happily combined. Mr. Shields with an excess of exuberant energy, plus a fair share of the technique of cigar-making, the details of which he of course has mastered, but the burden of which he leaves to his expert partner in order to devote himself to the marketing and distributing end; and Mr. Wertheim with the ordinary man's share of energy, plus expert knowledge of his craft, taking care that every parcel of goods shipped by the firm bears the imprint of merit and individuality—in this conbination we discover the success of the firm.

The Shields-Wertheim Company had its inception in modest, humble beginnings, a brief decade ago. At that time Mr. Shields, always a student of cigar building and cigar-making, conversant and acquainted with the demands of the cigar consumer, conceived the plan of creating a high-grade cigar which should combine the many delicate qualities of the fragrant Havana with the solid substantial characteristics of the domestic high-grade broad leaf tobacco.

In pursuance of this thought the partnership firm of Shields & Wertheim, consisting of J. P. Shields and A. C. Wertheim, was formed. Modest quarters were obtained, a small force of workmen employed and the manufacture was begun of a high-class product which in its evolution should produce the ideal combination of Havana filler and broad leaf wrapper, and should supply to the consumer-public an article which should inspire appreciation and recognition.

This history of the development of the business from an humble inception to the present corporate organization, The Shields-Wertheim Company, possessing its own real estate and factory of many thousand square feet of floor space, devoted exclusively to the manufacture of high-grade cigars; employing a force of several hundred operatives; with traveling men covering the United States and jobbers located in important commercial centers; with a vast output of cigars, with the tobaccos gathered direct from the field in Cuba and in Connecticut, as the record of the untiring energy and ability of the president of the company and his partner; testify in their concrete application to the singleness of purpose which has animated them and justified their thought. It has demonstrated to the cigar and tobacco industry that a product which is based upon quality, workmanship and character, that maintains such standards at all times no matter what the condition of the market may be, will justify and insure from the public that sense of appreciation and worth and value which should be the incidents of every such expression of good faith.

The constructive mind, which analyzes conditions and formulates policies, which, viewing opportunities, grasps them, must have inherent the power and the ability to carry into execution such policies and procedure as will crystalize

Continued on page 12

"SOMETHING DIFFERENT"

Business Campaigns That Will "Walk"---For the Retailer, Wholesaler and Manufacturer

By J. B. JAMISON. **

Being an outline of systems through which big business houses are built. Any reader of THE TOBACCO WORLD, retailer, wholesaler or manufacturer, contemplating an expansion of his business, should consult this department, and may secure the personal services of Mr. Jamison for the direction of his campaign by a series of letters suited to his individual needs upon the payment of $2, *for which allowance will be given in new subscriptions to* THE TOBACCO WORLD, *or the extension of old subscriptions. Single letters of instruction 50 cents. This offer commences with the current issue of the paper.*

Advertising plans and campaigns present very much the same vexatious problems and difficulties as beset the French Revolution, and money is wasted in the first as generously as blood was spilt in the latter, by incompetent men and methods. One Constitution after another was formulated, but none of them would "walk." Despair, indecision, lawlessness and terror reigned until the man with the Constitution that would "walk" arrived.

The plans I outline in this department will "walk." They have brought home the goods and are doing the trick every day.

J. B. JAMISON.**

When You Want To

WRITE AN AD
GET UP FORM LETTERS
START A SALE
DRESS A WINDOW
BUILD UP A MAILING LIST
ARRANGE A MAIL-ORDER PLAN
LAY OUT A DISPLAY AD
KNOW JUST WHAT OR WHEN OR HOW TO

ADVERTISE AND BUILD YOUR BUSINESS

And succeed without costly experimentation, consult with J. B. Jamison, care of TOBACCO WORLD, 102 South 12th Street, Philadelphia, Pa. *He will start you right.*

I.

Mail Order Campaigns

OF the above enumerated subjects, all of vital interest to retail and wholseale cigar merchants and manufacturers today, we select that of the advertising value of mail-order, for brief and to the point treatment.

Not too much stress can be laid on the fact that correct, timely mail-order advertising is one of the most potent and powerful factors in the world of commerce today, this applying with especial force to the retail business in general. It has been said, and truly, that by a judicious mail-order canvass a country merchant, residing in an obscure town or village, hardly indicated on the map, may make himself more universally known and create a better demand for his goods than he could by renting and occupying ten blocks on Broadway, New York, or State street, Chicago.

Some of America's largest retail business enterprises owe their original success largely to carefully planned, well thought out mail order campaigns, while, on the other hand, it may truly be said that more money, time and effort has been expended in unsuccessful attempts to pull business by correspondence than in any other branch of commercial activity.

It all depends upon "the man behind the gun."

In other words, it takes something of a practical psychologist, a man whose mind is so constituted that he can fathom intuitively or by a system of correct reasoning the trend of the universal human mind and generalize its vagaries, to be a successful mail-order builder.

As a rule, the large and prosperous business establishments in any line, who have prospered through judicious advertising, mail order or otherwise, guard the secret of their success carefully, but by a happy medium of co-operation we have secured, through the services of Mr. J. B. Jamison,** who will conduct this department, a large number of forms and systems, *which have and are building the business of leading concerns in the cigar and tobacco industry.* These powerful business builders are tried and tested, and there can be no doubt as to their merits.

After this introduction, we leave the subject to Mr. Jamison, who is to conduct this department in the interests of the readers of THE TOBACCO WORLD.

Co-operative Mail Order.
By J. B. Jamison.**

The idea I have in mind in presenting the following forms is to bring the wholesaler, retailer and manufacturer together in a mutually profitable mail-order canvass, conducted at the lowest possible cost, and with the greatest possible assurance of success.

Here is a simple, practical plan for the bringing together of these three forces in concerted action for the pulling of new business generally, and for any special brand of cigar it is intended to feature. Incidentally this letter and postal canvass will prove of great general advertising value for them all.

Let the retailer and manufacturer who desire to best advantage and at the lowest cost, to introduce a new brand of cigars in the market, come together in a postal canvass, mailing one or the other of the following forms to the trade they desire to cater to. Or the letter canvass, which is a little more expensive and involved, may be selected:

Forms Suitable for Postal Canvass

Dear Sir:

Wouldn't you like to find a cigar that combines just the right blending to give aroma and fragrance without the usual "weedy" taste? Messrs. ——— new brand, "Vuelta," of which you may have read, is made of the finest selected —— leaf; but I shall not try to describe it; instead I am going to give you one, just a sample, that you may try it without spending your money and judge for yourself. Come into my store tomorrow noon, after lunch, and hand the first clerk you meet this postal. He will hand you a cigar with my compliments.

Sincerely yours,

As will be seen, this simple form possesses the triple merits of advertising at once the retailer, manufacturer and leaf, and through the co-operation of the wholesaler a general campaign of great profit to all concerned may be launched at comparatively small cost. Of course, a system for the equitable division of the cost may easily be arrived at, and all the parties who are advertised can easily be made to contribute if the subject is correctly presented to them.

Another effective postal canvass form, to be enclosed in the shape of a return, self-addressed postal with circular matter soliciting trade, is the following:

Gentlemen:

Please send me a box of the much advertised "Vuelta," made of ——— Leaf, for trial. It is clearly understood in signing this order, that the shipment comes to me all charges prepaid, and with your guarantee that you will promptly cancel the order in case I am in any way dissatisfied.

Respectfully,

Letter Forms

Elaborating upon the subject, wholesaler and retailer will readily be able to induce the manufacturer—especially the new and ambitious manufacturer—to circularize the town, or any branch of prospective trade, through the following letter-form, mailed on the retailer's stationery and advertising the brand of cigars through which the manufacturer desires to become known to the public:

Dear Sir:

You will find any standard brand of cigars in our store; we carry all the well-known brands. But just now we want to suggest that you try a box of ——— "Vuelta"—a new brand, made by ——— of ——— leaf, that seems to us to have just the blending to make it popular with the most fastidious smokers.

Of course, you may not like it, for tastes naturally differ, but so confident are we that ———, "Vuelta" will please you, that we will take back broken boxes and refund the purchase price, if you are not satisfied.

We know some of the cigars will come back, for there is nothing on earth will please everyone, but we are convinced that ninety-five per cent. of the trial users will be delighted with this distinctly superior cigar. That is what enables us to make this absolute guarantee of satisfaction.

May we not send you a box of "Vuelta" for trial, C. O. D., prepaid, under the above agreement?

Very truly yours,

The wholesaler, retailer and manufacturer may arrange between them for the carrying of any losses attendant upon the percentage of cigars which will be returned under this plan, reducing same to a minimum. Remember, co-operation all along the line is the key-note of present day business success.

"Revival" Forms

The manufacturer whose trade has fallen off, may readily be induced by the retailer to mail the following revival form to the trade:

This card entitles Mr. ——— to the special 10% discount on all the well known brands of cigars manufactured by ——— and retailed by us. We have just received a fresh consignment of these excellent goods, with instructions from the manufacturers to offer above inducement to fastidious smokers to start the New Year's boom with a rush.

Just a gentle New Year reminder from this well-known —— manufacturing firm, to their old friends, that they are still making good cigars and improving upon all their brands.

This offer expires Saturday at 12 o'clock.

Respectfully,

Thus, by an inexpensive system of mail-order agitation, as briefly outlined above, the wholesaler and retailer may make themselves instruments for the creating of more direct and active business co-operation with the manufacturer who supplies the goods, and at the same time infuse new life and vim into the general trade.

The postals and letters, of course, may be changed and variegated to any extent to suit individual needs and purposes, but there can be no doubt that they will "make a hit" with the trade wherever applied.

And the cost, evenly divided up, will be comparatively a trifle.

—Continued in next issue of The Tobacco World.

Men Who Have Made Good

Continued from page 10

into successful operation such opportunities. Mr. Shields with the record of successful administration behind him, a record which is marked by opportunity seized and advantage taken, and in its larger application characterized by good faith toward those who have recognized the product of his factory, is one of the most notable examples of the rise and develpment of the young man in business, who, without power of influence or prestige, unaided and dependent solely upon the strength of his convictions, is able to place his mark in the development of industry and commerce and in the commercial progress of twentieth century civilization.

And these same attributes may, with equal potency and weight, be applied to his partner and the part he plays in the development of the concern.

In their relationship toward their employees, in the development of sanitary conditions in the factory, in creating the social atmosphere and conditions surrounding the employees, Mr. Shields & Wertheim have at all times recognized those fundamental principles of economic development which make for the largest co-operative spirit between the employer and the employed, and which ultimately in their largest application, will solve the labor problems of modern industry.

Last, but not least, these two aggressive and progressive young business men are thorough believers in publicity, and recoznize the value and indispensable force of judicious advertising as applied to modern business methods.

They are in the full sense of the term types of the earnest, energetic, keen, affable, constructive, productive business men of today.

PROBLEMS of the RETAILER

To Build a Retail Cigar Business

SELECT a "leader" from among your stock, and make it your point to keep it before the public in as attractive a manner as possible during the time you desire to make it a special display feature of your store. If you can, cut the price at the same time as you bring its special merits to the attention of the public. Have window-cards, such as suggested in THE TOBACCO WORLD prepared, and vary them every little while, so as to create fresh attention. If you advertise in your local papers, feature this brand in your ad, then cut out the advertisement and post it on your show windows. The curiosity of passersby is sure to be attracted; they will stop and read the advertisement and cards, and, if these are so worded as to make them feel that it is quite worth their while to investigate the merits of your proposition, a percentage of them will enter your store and examine the goods. Most of those who enter will not leave without making a minor purchase, and if the system is followed up and persevered in you will derive a percentage of regular customers from out the number.

From then on it is up to your salespeople to attract the new trade not only to the specially featured brands of cigars, but to interest the callers in your general stock. This is best done by an effective counter display of the different choice brands you carry, with prices attached to the lids of the open boxes.

Never be idle while customers are about. If you have a customer waiting for change, then is a good time to attract his attention to some cigar or smokers outfit that you think will interest him.

Too much stress cannot be laid upon the value of having nothing but efficient, cheerful, accommodating salespeople about you. This in fact is one of the principal secrets of success with any progressive modern business institution.

Always keep in close proximity with your regular trade, so if one should drop off, you will know it and you can then make an investigation to find out as to just what was the cause of the loss, and if the blame lies with any one in your store or with your stock, correct it.

To arouse interest and enthusiasm in the general smoking public of your locality, give them something to talk about and keep it up.

Every little while feature in your show windows something new in value and quality—some cigar which you with justice to yourself and your reputation can bring out as superior. Display it in attractive styles through window exhibits with appropriate show-card designs, so that it may attract the passerby and make a novel impression upon his mind.

Always have a complete line of the various popular brands of cigarettes and cigars displayed in your store. If a new customer should drop in and ask, for instance, for a package of "Naturals" or "Turkish Trophies, cork-tipped," and you have not got these in stock, he will put your store down as not up-to-date, and you will lose his prospective future patronage.

Of course the heart of any successful business man is in his business, else he could never make headway. But he does not always understand the art of so selecting and treating his employes, they, too, will attend to their duties with all their might. To learn this is imperative to any man who would succeed in business

Happy is the business builder who has found the right help to do his work and knows how to keep it.

Giving "The Devil" His Due

AT a recent gathering of Independent Tobacconists, one of the speakers made a statement to the following effect.

"No matter how bitter you retailers may be against the chain stores, you must at least give them credit for one thing and this is, that they have taught you how to run clean up-to-date stores."

The speaker told the Gospel truth, and there was not a word of denial from the men present, many of whom had been in the retail business for a number of years.

This fact deserves and should have the most serious attention and study of all Independent Tobacconists in the country, if they would remain in business.

In no city in the country did dealers suffer as much from the advent of the United Cigar Stores Company, as they did right in the Nation's Metropolis. The reason is very plain. No city in the United States was more in need of first-class tobacco shops than was New York.

Thousands of little booths with old Indians in front who had long lost their war paint, lined the streets and avenues, and attempted to supply the wants of smokers in a slip-shod, slovenly, unsatisfactory manner. It is safe to say that the exception to this rule, at the time, was not sufficient to supply the demand of five per cent. of New York's smokers. The result was that when the United Cigar Stores Company started to open their branches they took the city by storm, because they operated cigar stores that were cigar stores in the fullest sense of the word, and every known modern business improvement in that particular industry was employed for the benefit of the purchaser.

Suggestions for Window Cards

IF YOU HAVEN'T THE PRICE OF A "——" CIGAR—BORROW THE MONEY. IT WILL PAY YOU; FOR "——" INSPIRES AND SATISFIES, AND INSPIRATION PLUS SATISFACTION ARE MONEY MAKERS.

THE LION AND THE LILY WILL SUBMIT THEIR DIFFERENCES TO THE HAGUE. WE SUBMIT, IN THE SAME SPIRIT, TO THE SMOKING PUBLIC THE QUALITY OF THE —— CIGAR.

TRUE JOY—A NICE GIRL AND A GOOD CIGAR. YOU FIND THE GIRL; WE WILL FURNISH THE CIGAR. IF YOU SMOKE A —— CIGAR YOU WILL BE HAPPY, WHETHER YOU HAVE THE GIRL OR NOT. THERE IS NO FINER TEN-CENT SMOKE MADE.

all that's new with JOBBERS and DISTRIBUTORS

Carlos Fernandez & Co. Now Distributors for Germinal

THE famous Germinal factory, of the Philippine Islands, has contracted with Carlos Fernandez & Company for the American distribution of their product. The arrangement gives Carlos Fernandez & Company practically unlimited capacity in the furnishing of Manila lines, and the firm states that orders, no matter how large, will be promptly taken care of. In fact, they have already received a choice assortment of the Germinal brand, in all its popular sizes at their headquarters, No. 42 E. 23rd street, New York.

The head of the house of Carlos Fernandez & Company, Charles Jacobs, has just returned to New York from a business trip to Chicago and through the Middle West, and has succeeded in opening many desirable accounts, the indications being that the prestige and reputation of this well-known and progressive firm is rapidly increasing in all parts of the country.

Elks Make Choice of Gato Cigar

THE E. H. Gato Cigar Company have been awarded the contract to supply the cigars for the annual banquet of New York Lodge, No. 1, B. P. O. Elks, to be held at the Waldorf-Astoria, February 17th. Fully a thousand guests are expected to be there.

New Cigar Distributors In Boston

THE Inter-City Cigar Company has been organized at Boston,, with J. M. Farren as manager. They will distribute exclusively the Antonio Roig & Langsdorf, Philadelphia-made cigars. Their officers will be in the New Board of Trade Building, Boston.

Frank Tilford Enjoys Well Earned Rest

FRANK TILFORD, head of the great cigar jobbing firm of Park and Tilford, is on a cruise in the West Indies, and visited Havana en route to San Juan, Porto Rico. He intends to visit the Panama Canal Zone and other points of interest before returning. Mr. Tilford states that it is strictly a pleasure trip with all the cares of business eliminated.

Heyman Bros. & Lowenstein Rushed with Orders

HEYMAN BROS. & LOWENSTEIN, of New York, report heavy orders for the past few weeks, customers in the West instructing them to rush just as many cigars as they could spare to them, for the Spring trade.

The very attractive packages of the "Flor de Valentine," put out this year by A. S. Valentine & Son, has made a big hit. This year they were presented in packages of 25 and 10, sizes that appealed particularly to the buying public, and retailers are reaping a good harvest of business by the introduction of this line.

The M. J. Dalton Cigar Company is showing a line of the "Wizard" cigars in the display window of the 13th street store. This five-cent cigar, made by Kraus & Company, of Baltimore, Md., is distributed solely by the M. J. Dalton Cigar Company, in Philadelphia.

"Sanchez" and "Haya" Cigars Life Assurance Assets

AT a recent banquet of the delegates to the annual conference of the representatives of the Equitable Life Assurance Society of New York, held at the Hotel Astor, "La Flor de Sanchez" and "Haya" cigars were served exclusively. "Sanchez" and "Haya" cigars were also enjoyed by the delegates during the various business sessions incidental to their gathering.

Charlie Jacobs Makes Deal with Big Manilla House

CHARLIE JACOBS, of Carlos Fernandez & Co., New York, recently successfully carried through an important deal, in acquiring the distribution of "Germinal" cigars in the United States and Canada. The Germinal is one of the largest and best-equipped cigar factories in Manila.

Bad Luck of the "United"

THE most prominent store operated by the United Cigar Stores Co., in Newark, New Jersey, at the corner of Broad and Market streets, was destroyed on Monday, January 29th, in the conflagration which cost a half a million dollars damage to several of the largest buildings in that vicinity.

The loss to the company was estimated at about twenty-five thousand dollars.

THE Empire Cigar and Tobacco Co., claims the distinction of being the only concern in its line in the Panama Canal zone. It is owned and conducted by Thomas Taberner.

Big San Francisco Jobber Visits East and South

M. H. FALKENSTEIN, of the great San Francisco jobbing house of S. Bachman & Co., paid a recent visit to New York, en route to Key West, where he visited the factory of E. H. Gato Cigar Co., thence returning West to San Francisco.

McGreenery & Manning in New York

Messrs. McGreenery and Manning, of the well-known Boston jobbing house of McGreenery & Manning, recently called on the trade in New York, where they were cordially received.

New Members in Big Columbus Firm

ANNOUNCEMENT was made early in February by Edward M. Schoenborn, president and manager of the Schoenborn Cigar Company, Columbus, Ohio, that J. B. Collins and Clark H. Workman had become interested in the company and would hereafter take an active part in its management and operation.

Stern Salesmen War on Hotels

A REPORT from Denver, Colo., has it that the travelling men's organizations, in Colorado, are taking measures to see that the law which was passed in the last legislature providing for nine-foot sheets to be put on all beds in all hotels and lodging houses is strictly enforced. Success.

Webb Hill of Cincinnati Married

WEBB HILL, who is the son of J. Stacey Hill, well-known as one of the most prominent and respected members of the cigar trade in Cincinnati, was married last week to Miss Ann Hamilton, daughter of the late Alexander Hamilton, who for years was connected with tobacco interests in Cincinnati and Covington, Ky.

The happy young couple are now sojourning in Panama, among the palms, enjoying their honeymoon.

Penn Tobacco Co. Increase Capital

Plans to Build New Factory

THE Penn Tobacco Company, of Wilkes-Barre, Pa., at its annual meeting, held a short while ago, voted to increase its capital stock from $200,000 to $1,000,000.

The reason for the increase is the great increase in the volume of business done by the concern during last year. The Penn Tobacco Company is one of the largest and most substantial manufacturing industries of Wilkes-Barre and ranks as one of the leading independent tobacco concerns of America.

Plans have also been prepared for the erection of an up-to-date factory building at Dana and South Main streets, as the present quarters of the firm are found entirely inadequate for its rapidly expanding business.

The directors elected at the annual meeting are as follows: John H. Uhl, Fred C. Kirkendall, William Drury, J. C. Bell, Harry G. Marcy, Russell Uhl and Henry Weigand.

Deisel Wemmer Co. To Enlarge

ARRANGEMENTS have been perfected by the Deisel-Wemmer Company, of Lima, O., to build an addition to their factory at Main & Elm streets, that city, making this their principal factory. The Findlay, Ohio, branch factory of this company will also be enlarged.

MacAndrews & Forbes Co. Move

THE MacAndrews & Forbes Company on February 10th removed their main office to Third and Jefferson avenue, Camden, N. J.

"Pastora" Making Detroit Famous

"PASTORA," the fine broadleaf wrapped Havana cigar, manufactured by the San Telmo Cigar Manufacturing Co., Detroit, Mich., has aided materially in calling the attention of the outside world to Detroit as a manufacturing center of excellent goods.

Late Jobbing Trade Items

Walter E. James, formerly with Berdan & Company, has left that firm in order to take up a line with Cuesta, Rey & Company, Tampa. His territory will cover the entire Middle West, and his headquarters will be at Toledo. Walter E. may be depended upon to make good wherever he goes.

C. A. Sullivan has been elected president and vice-president of the Waitt & Bond Cigar Company, of Boston, succeeding Mr. Willis. Mr. Sullivan has been connected with this concern for nearly thirty years.

C. H. Wright has taken on the "Rigoletto" account of E. A. Kline & Company, for New England. He will have two specialty men working with him boosting the "Rigolettos" throughout that territory.

The John C. Herman Company cigar and tobacco jobbers, Harrisburg, has leased larger quarters in the Calder Building, that city.

Leading jobbers report that the "Alvagar" brand of Alvarez and Garcia, is creating a great and increasing demand in all the large smoking centers of America.

I. J. Mittelberger, with offices at 326 Garfield Boulevard. Cleveland, Ohio, will represent the Antoniedes Company, of New York, makers of the "Rose of Egypt," "Raumo" and "Pendennis" cigarettes in the States of Ohio, Michigan and Indiana. Will call on his old friends in the trade in the near future.

Nashville Wins

ACTION of the greatest importance to the commercial interests of Nashville has just been taken. The Nashville Tobacco Works, which the owners have been considering moving to Louisville, will be kept in Nashville and will be operated on a larger scale. The consideration of the removal of the plant to Louisville grew out of the recent proceedings of the United States Government to dissolve the American Tobacco Company, of which the local company was a subsidiary company. It was not generally known, however, that any steps to take the plant away from Nashville were being considered. The plant employs about 300 operatives, and has a business amounting to more than $750,000. The company has recently been reorganized under the dissolution plan, with Mr. P. J. Hanlon, of Louisville, succeeding Mr. E. B. McDonald, of New York, as president. The company plans to increase the capacity of its plant to 5,000,000 pounds a year.

The Bright Spot Cigar Company, Clinton, Ia., doing a wholesale, retail and manufacturing business in cigars, is open and already doing a lucrative business.

"United" Open New St Louis Store

ANOTHER "United" store, one of the first since the injunction proceedings of last year, has been opened in St. Louis.

The Samson Tobacco Co., of Barren County, Ohio, has increased its capital from $20,000 to $100,000.

Johnson Cigar Co. Increases Capital

THE G. J. Johnson Cigar Company, of Grand Rapids, Mich., has increased its capitalization from $30,000 to $250,000, to more nearly correspond with its financial condition and to provide for the growth of the business.

Wisconsin Mfrs. Elect Heads

THE Cigar Manufacturers' Association, of Green Bay, Wis., has elected officers as follows: President, Peter Eggner; vice-president, A. P. Van Schyndle; secretary, A. A. Basche; treasurer; James Trich. Messrs. Eggner and Van Schyndle are new officers in the Association.

APROPOS of the alarmists who would have us believe that the tobacco trade of America is on the decline and will soon go to the bow-wows on account of being divided against itself and furthermore, having become a thorn in the eye of reformers, a confrére of mine of the optimistic turn of mind, sends me some fanciful figures which he bases upon the cold statistics supplied by Uncle Sam at the close of the year 1911. He says that by these figures he hopes to prove that still there may be a little life left in our storm-beaten craft.

He then goes on to show me in black and white, with mathematical precision, that if the nearly 10,000,000,000 cigarettes made in this country last year were placed end to end they would reach around the globe nineteen times!

The fact is that in 1911 there were manufactured 1,184,000,000 more cigarettes than in the preceding year, an increase of 13.6 per cent. The manufacture of little cigars shows an even greater increase, it being in round figures, 160,000,000, or 15.2 per cent.

My fanciful friend then goes on to show me that as regards large cigars, there were, in the year 1911, 7,270,000,000 of these trusty heart-balmers made, and that if these were placed end to end they would girdle the globe eighteen times, to the nineteen times for the cigarettes; while the addition of the small cigars would more than parallel the "tracks" of the "coffin nails."

Warming up to his subject the droll statistician thereupon demonstrates by whole numbers and fractions, that—estimating the total population of America to be 90,000,000, every man, woman and child in this country, in the course of the year 1911 smoked (or somebody smoked for them) eighty big cigars, thirteen small cigars, 109 cigarettes and four pounds of smoking tobacco (the output of the last shows a decline) "And there you are," he winds up his story. "Gi'me a match, please."

* * *

Robert Goelet enjoys a good smoke and a good story equally well. One day recently he was enjoying a Havana while waiting for his auto in front of one of the big buildings around by the Goelet estate, when there approached him an elderly and impertinent reformer.

"How many times do you smoke a day?" asked the meddler.

"Three," answered Mr. Goelet, as patiently as he could.

"How much do you pay for them?"

"Fifty cents," confessed the young man.

"Don't you know, sir," continued the sage, "that if you would save the money, by the time you are as old as I am you would own the big building over the way?"

"Do you own it?" inquired Mr. Goelet

"No."

"Well, I do," said the young man, and the reformer faded.

"Is it wiser to sell a man fifty cents' worth of cigars and keep his friendship or force one dollar's worth on him and loose him?" This question I was asked by one of the men who holds a responsible position behind one of the busiest counters in New York. I promptly replied. "Try to sell him exactly what he wants regardless of your own inclinations or ideas as to what he ought to have."

I had the opportunity a few days ago of noting the different methods of two distinctly different types of salesmen. The first man walked up to the retail merchant, presented his card after bidding him the time of day, and then, in a straightforward manner, proceeded to enumerate the advantages that this particular merchant might derive from pushing that line of goods. He met every argument with a fair business like rebuttal and eventually interested the dealer sufficiently to secure a small trial order. More important than the order, he gained the respect of his prospective customer. He had hardly left the store when in there sauntered with an easy confident gait, a gay, well-dressed proposition, bountifully decorated with precious stones, who placed his elbow on the counter and ordered "Three for a Dollar." He then treated the merchant to a great big story mainly about his own greatness, inquired as to all the members of the family (whom he had never met) and requested to know as to "how many cases of perfectos" he wanted for a trial. About two minutes by the clock Mr. Salesman left the store minus one dollar and a few minutes time. He realized that he had been talking to a man who was strictly business.

* * *

It is an unfortunate but nevertheless common usage with a great many buyers of cigars and smokers' articles, to openly doubt a salesman's statements as to the merits of the goods offered. I overheard the following conversation the other day in one of the up-town stores:

Customer: "Have you any clear Havana cigars for a nickel?"

Clerk: "Our special is clear Havana."

Customer: "Ah, What'y 'er giv'in us."

Clerk: "You can believe it or not I don't care."

With that the customer walked out very angry and the store will probably never see him again. The clerk evidently had not been behind a counter long enough to become accustomed to the many and varied crankisms of the different thoughtless patrons.

* * *

Tobacco does solace the unhappy, does cheer the worried, does smooth out with kindly fingers the many cares of man. It is a friend in need and a friend in comfort. It is no more demoralizing than food, and I have my doubts whether tobacco isn't more of a necessity than a luxury. Too much food, too much drink, too much of anything is demoralizing, but because the foolish are given to excesses I cannot find *that* an argument against anything which serves as a friend of man.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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It is gratifying to us, and must be a source of pleasure and satisfaction to any man who has the true future welfare and prosperity of the great cigar and tobacco industry of the United States at heart, to note how

Organization—What it means to the Retailer

.—at the call of the need—as it were, powerful organizations, cementing the various branches of the industry as potent and directive forces, individually and collectively, are springing into being in all parts of the country. The avowed purpose and mission of these organizations are to protect and safeguard legitimate business and keep it within the proper channels; and, on the other hand, combat and destroy unlawful, trade-destroying, "get-rich-quick" methods in whatever form they may happen to present themselves.

Of the several branches of the industry among which the co-operative tendency has manifested itself, none, perhaps, will derive so much benefit and strength from its organizations as that of the retail cigar merchant, and when we think of the potential material for organization among retailers it is indeed a great study. We find that there are over 1,000,000 retail stores in this country representing fifteen trades. About fifty per cent. of these are organized. Members of organizations practically all read trade papers. Only about ten per cent. of those who are not organized do. While that is a general statement, yet it shows the merchant who is alive enough to reason that by affiliating himself with his fellowmen he of necessity becomes a stronger man.

Now, when the retail cigar and tobacco merchant once gets the full benefit of that organized power, and each merchant comes to know his channel for profit, and through his local organization, affiliated with the national bodies, becomes strong enough to protect his legitimate source of income against all illegitimate competitions, one of the greatest problems of the rank and file of the retail cigar and tobacco trade of the country will have been solved, and together with the coupon and mail-order questions will simplify and solve themselves.

The business is here; the money is here; the problem of the hour resolves itself into the arriving at an equitable distribution of trade under a fair competitive system. And that system, with the present day irresistible and irrevocable tendency toward concentration in every branch of commerce, can only be reached, in the retail cigar and tobacco industry as elsewhere, by meeting like with like and present a solid front to the giant invader—call him trust or what you will. If you are strong enough to meet him on an equal footing, he is harmless and reduces himself into a stimulating and quickening adjunct to your trade; but if he finds you a body of men whom no mutual tie protects, scattered as chaff before the wind, he at once will proceed to work his deadly game upon you, and before his cunning you will go down.

The law of life is, that the big fish ever in the end devours the little fellow, even where the humane element enters in—there it has been neatly denominated "benevolent assimilation." But the net result is the same. Therefore, organize!

The business value of polite language, pleasant manners and a cheerful friendly face had been but partially recognized and exploited until Americas large commercial organizations arrived and brought along a quest for and a fine perception of each and every potential commercial value that had lain dormant—searching for them in the world of ethics, discovering them, bringing them out and reducing them to a simple practical general standard; then counting with them as assets.

Cheerfulness and Courtesy as Business Asset

That process is still going on. The successful manager of every great concern, by necessity, has to be something of a practical psychologist. He must know how to figure with human nature on a large scale. He has to reckon, not with individuals, but with generalities. The manners, methods and physical and mental caliber of all his clerks are generalized by him.

He carefully directs and determines in broad outlines (but not in hair-splitting minor details, which would kill the initiative of the clerk) his way of approaching, waiting upon and expediting the customer, and that polite "Thank you," "Call again, Sir," "We are obliged to you" or whatever the general phrase prescribed by the manager for general use by his hundreds or thousands of assistants lingers long in the memory of the customer.

Also the successful present day business manager knows that system, orderliness, sunshine and cheer attend upon fair physical health, steady nerves and good habits. Hence, in employing his help he makes his selection with this thought uppermost in his mind, and he is most careful to surround his clerks with the highest possible degree of hygiene, sanitation and system in order to preserve and develop the qualities of courtesy, cheerfulness, punctuality and order in them. And wherever practicable he further caters to these assets in his assistants by stimulating their interest and good will toward the concern through a suitable percentage allowed them in the summing up of their weekly sales.

PHILADELPHIA.

Independent Cigar Co. Expands

THE expansion of the Independent Cigar Company, now under way, is a noteworthy news-item in the retail cigar business in the Quaker City. The concern at present has two stores, one on 13th street above Arch and another at 9 South 13th street. The latter is a branch and the firm at present only occupies part of the premises, sharing them with a barber. But from about March 1st the Independent store will acquire the entire space, giving it about three times as much room as it at present covers.

The owner of the firm, L. Petrowsky, contemplates making the remodeled store his headquarters. The cigarette salesmen of both the Independent and the Trust interests foregather in this establishment.

The Independent Company supplies the consumer only, and has one of the largest, if not the largest outlets in Philadelphia, in the cigarette line.

Donohue & Eaton Distribute "Counsellor"

Joseph F. Gallagher, of Allen R. Cressman's Sons, Philadelphia, has returned from a brief visit through the Middle West. While in Indianapolis, Mr. Gallagher arranged with Donohue & Eaton to act as their distributor of the Cressman products, featuring the "Counsellor" their well-known nickel cigar.

Well-Known Philadelphians Start New Factory

C. E. BROWN is president, and Abbott G. Boucher, secretary and treasurer of the Brown-Boucher Company, recently incorporated under the laws of Pennsylvania with a capital of $10,000.

The business of the new company will be the manufacture of high-grade cigarettes under the name of "Medon," and plans have been made for a distribution of these goods in the States of Pennsylvania, New York, New Jersey, Delaware and Maryland.

The office and factory is located at 1203 Cuthbert street, Philadelphia, and as Mr. Brown is thoroughly familiar with the territory to be developed, having had the distribution of the "Recruit" cigarette for the American Tobacco Co. for about twenty years, and Mr. Boucher was until recently connected with Allen R. Cressman's Son. A very large measure of success is predicted for the new enterprise.

Flourishing Retail Store Changes Hands

H. E. HENNICKE, 2639 Germantown avenue, Philadelphia, has purchased of J. P. Brown, the cigar store at Fifteenth and Cumberland streets, which is considered one of the best up-town stands in Philadelphia.

Mr. Hennicke will continue to manage the Germantown avenue store, and the management of the Fifteenth and Cumberland store will be in the hands of E. W. Meredith.

Atherholt Starts Advertising Campaign

J. G. ATHERHOLT, 111 South Broad street, Philadelphia, has just completed a distribution of 1500 letters under two cent postage, advising his patrons that all sizes of "Rigoletto" cigars can be purchased at his store, and inviting smokers of discrimination to test this well-known brand of 10c. cigars.

E. A. Klein Visits Philadelphia

E. A. KLINE, of E. A. Kline & Company, Cleveland, Ohio, manufacturers of the "Rigoletto" 10c. cigar, was a recent visitor in Philadelphia, at which time plans for an extensive campaign on this widely advertised brand were discussed.

Joe Rubitschek, the Pittsburgh representative of this company, will operate a crew of specially trained salesmen, and attractive window displays and high-class advertising matter will be distributed among the local dealers.

H. N. Goldsmith & Company, 639 Arch street, the Philadelphia distributor, will co-operate in every movement to place these cigars before the public.

E. C. Bondy, of Bondy & Lederer, New York, stopped off in Philadelphia for a few hours recently.

J. Jenkins, for several years connected with Bayuk Brothers, and L. M. B. Goff, until recently associated with Gumpert Brothers, have joined the selling force of H. N. Goldsmith & Company, 639 Arch street, Philadelphia.

Louis Gerhard, representative of E. Kleiner & Company, is known throughout the State of New Jersey as "La Famosa Man," and he is winning new customers for this famous brand of cigars every day.

Quaker City Items

M. J. Dalton, of M. J. Dalton & Company, Philadelphia, will leave New York via the Ward Line, on February 17th, en route for Cuba, to visit the several factories he represents.

W. H. Nicholson and Tillman Funk, Southern salesmen for the "44" Cigar Company, Philadelphia, have recently opened several new and desirable accounts in that territory. O. L. Meyers, covering the Middle West section, has proven the popularity of the "44" products by new and duplicate orders.

Mr. Morris, of L. Sanchez, Tampa, Fla., recently spent several days in Philadelphia calling on the local trade.

S. C. Jeitles, covering Middle West territory in the interest of Jeitles & Blumenthal, Ltd., Philadelphia, has met with such success selling the "Flor de Jeitles" and "Royal Peer" cigars, that the factory is now running to the limit to keep pace with the demand.

A new cigar store has been opened at Ninth and Filbert streets, Philadelphia, by Charles B. Smith at the stand formerly conducted by F. C. Moore.

Albert Gumpert, of Gumpert Brothers, Philadelphia, has returned from a four weeks' trip through the Middle West, having completed one of his most successful tours in recent years. He finds that the distributors of the "Full Weight" cigars are rapidly increasing their business and are enthusiastic over the way the cigars are repeating. He expects to leave next week for a brief trip through New York and New England.

It is encouraging to report that the month just closed proved to be the largest January in the history of the Cressman factories. Their output shows a gain of 25% over the same period of last year and despite this, they are still behind in their orders. The demand for "Counsellor" cigars has been growing steadily wherever they are introduced.

Otto and Charles J. Eisenlohr, members of the firm of Otto Eisenlohr & Brothers, 940 Market street, Philadelphia, left Philadelphia, on February 10th, for a pleasure trip to Florida. A fishing and gunning excursion will be among the plans which will be carried out, and Charles J. Eisenlohr will visit Palm Beach before returning home early in March.

Tulsa, Okla., February 6, 1912.

THE "WORLD" is a welcome visitor and I always read it before reading the daily.

Tulsa is growing very rapidly and the new "Hotel Tulsa," 12 stories, is nearly completed. My business shows a satisfactory increase every month.

Yours,

"Brad,"
Bradford Cigar Co.

Up to the Minute News Items

Lichtenstein Heads American Sumatra Co.

AT a meeting of the stockholders of the American Sumatra Tobacco Company, in New York, last week, the services of Julius Lichtenstein in upbuilding this company were fittingly recognized by his election to the presidency of the corporation. William A. Tucker, of Tucker, Anthony & Company, bankers, and Emil Wedeles, of Wedeles Bros., Chicago, were elected vice-president and Leonard A. Cohn was re-elected secretary and treasurer. A new director elected to the board was Louis Leopold.

Sommer's Cigar Factory Destroyed

THE cigar factory of H. Sommer, Quakertown, Pa., was destroyed by fire recently, entailing a loss of $20,000, which was fully insured. A big stock of cigars and tobacco was consumed by the flames.

H. M. Schermerhorn, Inc. Displace "United"

AN important lease has just been made at Chicago, through which H. M. Schermerhorn, Inc., secure a store at State and Randolph streets. Messrs. Schermerhorn & Rosenthal, sole owners of the Schermerhorn enterprise by this acquisition, displace the United Cigar Stores Co. from the store they first occupied in Chicago, giving them a corner location of remarkable value for a cigar store, at the intersection of two of the busiest street corners in the world. The lease is for ten years, from May 1st, at a rental of $10,000 a year.

Senator Ruland Heads Anti-coupon Campaign

ASSEMBLYMAN ARTHUR J. RULAND, of Binghamton, is the father of a bill amending the penal law, covering the giving of premiums, coupons, etc., with tobacco, cigars, cigarettes and liquors. The proposed law makes it unlawful to sell or exchange or give away coupons, prize cards, tickets, trading stamps or any other inducement to stimulate trade in the articles mentioned.

Defi Self Cleaning Pipe a Success

THE W. P. Co., 129 West 31st street, New York City, are successfully advertising the Defi Self-Cleaning Pipe, which is attached with a self-cleaning apparatus to the stem, so that it cannot be lost except if the pipe goes with it. The cleaning process is effected by simply turning the top of the bowl. Only one or two turns are necessary to clean the bowl thoroughly.

Salt Lake City Retail Cigar Merchants Victorious

THE closing of cigar stores on Sundays in Salt Lake City, which has recently been enforced by the chief of police in the face of the vigorous protests of the dealers, has been declared illegal by a decree of the local courts, and the mayor has informed the police chief that henceforth he must not molest the cigar dealers. Police Chief Grant is a political crank.

Bankruptcy Petition Against Tampa Firm

The Moehle Lithographic Co., and two other creditors, through their attorneys, Mandelbaum Bros., have filed a petition in bankruptcy against Fernandez, Lopez & Co., Tampa, Fla., cigar manufacturers. It appears from the petition that the corporation owes $15,000, with assets of about $55,000. A motion has been made for the appointment of a receiver, returnable February 12.

The act of bankruptcy alleged in the petition is the making of payments to creditors within four months, with intent to prefer such creditors.

Who'll be the Lucky One?

SPIRITED bidding for the cigar privileges in the new Municipal Building, near the Brooklyn Bridge, Park Row, New York City, is now in progress among prominent metropolitan retailers, who recognize that it is a good berth.

Samuel and Isaac Goldberg, of the Lilies Cigar Co., Detroit, Mich., have purchased the property located at 71-73 Broadway, and intend to place a $50,000 modern building thereon, after tearing down the old structure.

The Varsity Cigar Co., Inc., New Haven, Conn., is bankrupt. The liabilities are $3932.99; assets, $2282.52.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Northeast Corner of Nassau and John Streets Leased by "United"

LOUIS BEAL, vice-president of the United Cigar Stores Co., has just closed a long lease on behalf of his concern of the northeast corner of Nassau and John streets, from Schmidt & Donohue, as agents for George Ehret, owner of the property.

The corner, on which there are now five old four-story buildings, fronting 100.4 feet on Nassau street, 77 feet on John street, with a depth of 110 feet, was leased for a period of twenty-one years from May 1st, at an aggregate rental of about $800,000, with the privilege of four renewals at rentals to be determined by a re-valuation, based on 5 per cent., at the expiration of each term.

It is proposed by the lessees to erect an eighteen-story office building of the type of the Liberty Tower as soon as existing leases expire in May. One of these leases has two years to run, and if this cannot be cancelled the project will be delayed, but it is expected that the matter will be adjusted and the project permitted to go ahead in May, plans now being in preparation with that end in view.

The United Cigar Stores Company has in recent years engaged in a number of large leasing enterprises, which have been advantageously disposed of to other interests, but in this instance the company intends to complete the project and occupy half of the store floor with a premium station.

E. Kleiner a Busy Man

E. KLEINER, of E. Kleiner & Company, has been spending several days in the New England States in the interests of the "Lord Macauley" and "LaFamosa" brands. He returned to his New York headquarters several days ago and expressed himself as pleased beyond measure with the favorable reception which had been accorded the firm's products in the East. E. Kleiner & Company are working overtime in their efforts to cope with the ever-increasing demand for their goods.

President of U. C. M. Optismistic

JACOB WERTHEIM, president of the United Cigar Manufacturers, who has been on a three weeks' trip to the Pacific Coast, has just returned to his New York headquarters. Mr. Wertheim was exceedingly pleased with the trade conditions which he found existant in that important territory and he looks forward to a very prosperous year in the cigar and tobacco business.

Treasury Officials Approve of Havana Importers Association

A REPORT from Washington states that the Treasury Department officials are much pleased with the organization of the Havana Importers' Association, and are ready to give it their cordial support. The next meeting of the Association will take place February 26, when Government officials and members of the association will confer.

Annual Statement by United Cigar Manufacturers' Co.

ACCORDING to the annual statement just issued by the United Cigar Manufacturers' Company, their net earnings for the year 1911 were $1,179,426.40. The surplus and reserve of the concern amount to $3,140,460.48. The capital stock has been increased by $5,000,000. The meeting was held on February 1st, in the Owl factory, Second avenue and 54th street, New York City.

Paul H. Hirschborn Has A Wife

PAUL H. HIRSCHBORN, well-known to the cigar trade of the United States and identified with the ownership of the United Cigar Manufacturers Company, was married to Miss Louise Marie Offenbach, at Delmonico's, New York, early in February. Mrs. Hirschborn is a daughter of Dr. and Mrs. Offenbach, 102 West 86th street, New York.

New Lithographic Concern

THE National Lithographic Company, a new concern operating a large plant at the corner of 79th street and East End avenue, have just completed their first run of labels.

They are turning out some very high-class work, and have considerable encouragement from the trade.

The firm is well capitalized, and the men in charge of the art work have many years of experience in the finest foreign plants as well as in American shops.

G. S. Nicholas & Co. Acquire the Auto Habit

G. S. NICHOLAS & COMPANY, New York City, have acquired for city delivery of their cigars a new model Packard, three-ton Auto Truck—one of the handsomest vehicles of its kind in New York. the body of the car is enameled in maroon and the advertising devices are in gold leaf.

Swindler Operating In New York

AN alleged manager of a suburban club has lately busied himself among New York cigar manufacturers and importers, gathering unto himself samples of choice weeds from the unwary. The captain wants him. Hand him over.

U. C. M's "Bank Note" a Winner

THE United Cigar Manufacturers Co. report an ever increasing demand for their "Bank Note" cigars. This cigar goes to the trade at $33.66 per thousand. The label is a very attractive one; the cigar is a well-made and good looking one, and the advertising matter which accompanies it has helped very materially to introduce it in all sections of the country. The largest jobbers in all sections have placed very large orders for the "Bank Note," and they state that it is finding ready favor with all classes of consumers. One of the special features which has largely helped in the introduction of the "Bank Note" cigar, has been a very handsome mission humidor which holds fifty cigars and is given to the dealer with every 500 cigars. These humidors the dealers usually place upon their counters with the cigars and it makes this particular brand very conspicuous in the general display of goods.

Anti Coupon Measure Discussed by I. R. T. A. A.

THE Independent Retail Tobacconists Association of America held a special meeting at Terrace Garden on the evening of February 8. The main subject which came up for discussion was the report by Attorney Hunter on the Ruland Anti-Coupon Bill which had recently been introduced in the New York legislature. The members present were very enthusiastic over this bill and a committee was appointed which will accompany Attorney Hunter when the bill comes up for a hearing, which will be in thirty or sixty days.

The ways and means committee reported that work was progressing very satisfactorily on the Organization's Souvenir Journal. It is expected by those who are working on this publication, that considerable money will be realized from the advertisements which will appear in the paper. These funds will be turned over to the general treasury and used for the legal fund.

About fifty of the old members were present at the last meeting and a number of new members were enrolled.

New York and Philadelphia Claim "Fido"

This is how Godfrey S. Mahn's famous "Barking Dog" brand originated. One day when the boss was not there the boy, being of an experimental and mischevious turn of mind, tried the psychological and physical effect of one of Mr. Mahn's choice brands of goods upon the canine, inserting a pipe between the bull-terrier's teeth and giving him a light.

The story fails to record as to whether "Fido" puffed away contentedly or not, but he certainly appeared to get the habit, for we have Mr. Mahn's own words for it that a little later, when "Fido" and his now indispensable pipe ran up against two S. P. C. A. agents, and they attempted to relieve him of his pipe, there was a fight.

The story of "Fido" and his pipe and the humane society is now being commented upon by the press of two continents, and all because Mr. Mahn's office-boy got it into his head to try his boss' goods on "Fido" in a noble spirit of investigation.

Meanwhile, we have Mr. Mahn's word for it that poor "Fido" is barkin', barkin', barkin' for his pipe.

Late New York Notes

B. Rabinowitz, formerly operating the cigar stand at 43 Cedar street, New York, has purchased the cigar stand in the Smith, Gray & Co. Building at 261 Broadway. He announces that he will handle only the best clear Havana, Seed and Havana, Porto Rican and imported Havana cigars.

Guy S. Kellog, for many years representing the American Clay Pipe Works, Brooklyn, N. Y., has associated himself with the Manhattan Briar Pipe Co., 111 Fifth avenue, Manhattan, of which John Glossinger is president.

Among the prominent trade visitors in the Metropolis during the past fortnight was Oscar Hemenway, Hemenway & Moser, Salt Lake City, who operate a number of large wholesale houses in the Northwest. Mr. Hemenway arrived in the city during the early part of the month and has been calling on the large firms with whom his house has connections. The past year has been an exceptionally busy one with the Hemenway & Moser Company, and according to Mr. Hemenway's expectations the sales will be even larger during 1912.

James Burns, Southern representative for F. Lozano, Son & Company, who has been in New York for the past two weeks, left a few days ago to spend five weeks on a trip through his territory. Mr. Burns has just closed the most successful year of his connection with the prominent firm and he looks forward to heavy increases during the year which has just started. Mr. Faustino Lozano, the head of the firm, is still in Tampa. Mr. Ben Lesser, the firm's Western representative, is booking some very handsome orders in his territory and Joe Gernsheimer, the genial Metropolitan representative of the house, is giving a good account of himself.

Louis Schneider, a well-known cigar manufacturer, died February 2nd, at his residence, 1601 Seventh avenue. He was born in Giessen, Germany, in 1843. He conducted a cigar store at the corner of Congress street and Seventh avenue. Mr. Schneider was one of the oldest members of the Turn Verein.

Mr. Holmes, assistant manager of the Acker, Merral & Condit Company's cigar department, has just returned from a three weeks' sojourn in Cuba and Key West. Mr. Holmes was accompanied by his wife and they enjoyed their visit to the cigar manufacturing centres and the famous East Coast very much.

The annual meeting of the stockholders of the Globe Tobacco Company was held on February 5th, and the following board of directors elected for the ensuing year: Walter R. Hamper, Reuben Kempf, Homer McGraw, Wm. T. McGraw, A. C. Stellwagen. The board elected the following officers: Homer McGraw, president; Reuben Kempf, vice-president; Walter R. Hamper, secretary-treasurer and general manager.

C. A. Stroude, the popular office attache of Berriman Brothers, is taking a much needed vacation. Mr. Stroude is at present in Tampa visiting the firm's handsome factory in South Florida's cigar city. This is Mr. Stroude's first visit to the cigar metropolis and he is being entertained by the "Only Manuel Sancherz." In his absence M. W. Berriman is looking after affairs at the New York office.

New York Notes

Continued from page 21

E. J. Berliner, the capable sales agent for the Manhattan Briar Pipe Company, is now on an extensive trip through his territory in New York, Pennsylvania and Maryland. Mr. Berliner has been sending in some nice orders. While there has not been so far, any great demand for fancy pipes the call for general run of briars has been very satisfactory and promises a heavy business later in the year.

S. M. Frank & Company, the progressive pipe house, are placing a guarantee slip in the bowl of each pipe sold by them, which reads as follows: "We will replace, free of charge, the bowl of any pipe that burns or breaks through if identified as a Frank."

This plan has been very successful and as a result of their strenuous campaign, backed by an absolute guarantee, the firm have more than doubled their output during the past fifteen months. Mr. S. M. Frank has just recently started on a six weeks' trip through his Western territory.

John G. Glossinger, the recently elected president of the Manhattan Briar Pipe Company is making a flying trip through the Eastern States in the interests of his company.

Guy S. Kellogg, who for many years has been associated with the American Clay Pipe Works of Brooklyn, has joined the forces of the Manhattan Briar Pipe Company.

N. D. B. Elmendorf, the manager of the cigar department at the Plaza Hotel, has left for a three weeks' journey to Havana. While on the island Mr. Elmendorf will make extensive purchases of high-grade brands for the fine hotel which he represents. He will also visit Tampa, Jacksonville and Savannah before returning to New York.

David Echemendia, American representative for the Castaneda brand of Cuba, made a flying trip to the Quaker City during the past week. The demand for Castanedas is now increasing all the time and this old brand is being widely distributed in Philadelphia largely through the efforts of Mr. Echemendia.

The "Natural Bloom" cigar, manufactured by Harry Bloom, is now being featured by a number of the prominent down town stands, and the dealers who handle it claim that they have found it to please their customers very much.

Don Salvador Rodriguez, who has been spending the last few months in Havana and Tampa, returned to New York several days ago and will spend a short time at the main offices of the "Charles the Great" house. It is probable that he will return to Tampa within the next fortnight. The past year's business has been more than satisfactory with this leading house and as a result of this activity the strain has been very heavy on Don Salvador, but he has stood it nobly and is as ever in harness attending to the important details of the firm's large business. Fernando Rodriguez, who has been taking care of the office end during the past winter, will leave for Tampa some time in March and will relieve his father at the factory during the summer.

George L. Storm, of George L. Storm & Company, has been spending several days in Boston and the East. He returned to his New York desk several days ago after having materially strengthened the distribution of the firm's goods in the important New England centres.

Hotel Belmont has Splendid Cigar Dept.

A visit to the cigar humidors and stands in the Belmont Hotel, N. Y., is indeed a pleasure. This department which is operated by Burton Nathaway with the assistance of Arthur Casside, lacks none of the essentials which denote the perfect, high-grade cigar department. Constant care and attention, backed by ample means and facilities have enabled these two experienced men to arrange their spacious humidor and attractive stands in a business-inviting manner.

Naturally their chief play is for the high-grade business and their assortment of goods and methods of display are of such a calibre as to secure what they are after.

The large humidor in the basement has a capacity for over one million cigars. Splendid humidity arrangements have been made and the special compartments divided for imported and domestic cigars, always with a view toward the most perfect handling and keeping of the respective products.

In Tampa-made cigars the following brands are featured: "Ellinore and Reyes de Espana," Lopez, Hermanos & Company; "Flor de F. Lozano," F. Lozano, Son & Company; "Van Dyck," M. A. Gunst Company; "Optimo," A. Santaella & Company; "White Heather," Cuesta Rey & Company (The Truly Spanish House); "Mi Favorita," Park & Tilford and Graham Courtney, sold by the Acker, Merral & Condit Company.

"Blenheim," a domestic brand manufactured by the Havencia Cigar Company, of New York, is also featured at the Belmont.

H. I. A. Makes Headway

The recently launched Havana Importers' Association, New York City, is rapidly increasing its membership roll.

It was announced at its first meeting that Government officials will hold a conference with the tobacco examiners of the various ports on February 26, in regard to the wrapper duty issue. A proposition was made whereby uniform appraisements might be secured, if found practicable by the Government.

Join Us

Havana Tobacco Importers' Association

....., 1912.

I hereby make application to become a member of the Havana Tobacco Importers' Association. I enclose $10 in payment of dues for first year,

Name.....

Address.....

After filling this blank, mail with $10, to

CHAS. VOGT, Jr., Secretary,
176 Water Street
New York

The Tobacco World

Retail Briefs

The Men That Blaze the Trail

The National Cigar Co., Chicago, has been incorporated to deal in tobacco, cigarettes and smoking tobacco. Capital, $15,000. Incorporators, Joseph Lewis, Sam D. Seiderman and John L. Lewis.

The A. M. Balfany Tobacco Co., Duluth, Minn., has filed articles of incorporation. The capital is $10,000, and the incorporators J. M. Fenstad and others.

A deal has been consummated whereby J. A. Jenkins, who moved to Lima last August, from Paulding, Ohio, becomes the full owner of the Manhattan cigar store and poolroom on west High street, Lima, and the Oakland Hotel, which occupies the two floors above the poolroom, formerly owned by Col. John L. Sapp, who purchased the place from Ed. Roberts about three years ago.

Stockholders of the Globe Tobacco Company, Detroit, Mich., at their annual meeting recently elected directors as follows: Walter R. Hamper, Reuben Kempf, Homer McGraw, William T. McGraw, A. C. Stellwagen. The directors elected these officers: President, Homer McGraw; vice-president, Reuben Kempf; secretary, treasurer and general manager, Walter R. Hamper.

Green Brothers in about a month will move their cigar store and factory from the present quarters, at the corner of Center and Eagle streets, North Adams, Mass., to their wholesale candy establishment on Center street in order to have both lines of business conducted in the same building.

The Tolles Tobacco Manufacturing Company, Glasgow Junction, Ohio, has been incorporated. Capital, $2,000. Incorporators, J. E. Smith, J. F. Redman, John Vaughn, R. E. Courtney, C. N. Walton, J. C. Tolle and J. B. Hatcher.

Lovell-Buffington Tobacco Company, Covington, Ky., has been incorporated. Capital, $500,000. Incorporators, B. D. Beet, F. Stucy, James Ellis, Henry J. James, H. Friedman and R. D. Best.

After ten years of partnership in the cigar business with Herman Levy, at 402 Delaware street, Leavenworth, Kans., Ed. T. Dicks has bought Mr. Levy's interest and became sole proprietor of the Dicks Cigar Co.

The filing of an involuntary petition in bankruptcy against Maurice Schryver, a School street, Boston, tobacco dealer, and the announcement that he had dropped from sight, occasioned much surprise. It is claimed that his liabilities are $15,000 and that he is able to pay but 25 cents on the dollar.

S. M. Arndt has sold his cigar store and pool hall, on North Broadway, to Hill & Son, Ninth and Wyandotte streets, Kansas City, Kan., at present a firm dealing in ladies ready-to-wear garments. "We will continue to operate the store," said R. E. Hill, "and hope to maintain its high standing in its line."

Miss Lucy Page Gaston has sworn out a warrant for the arrest of Joseph Bitte, owner of a cigar store, at 3942 North Ashland avenue, Chicago, Ills., charging him with allowing minors to frequent his premises and smoke cigarettes.

The cigar store of Maurice Daly, on South Race street, Urbana, Ills., was burglarized the other night and a quantity of tobacco and a number of pipes taken. Entrance was gained by breaking out one of the windows in the rear of the store.

The Hudson Cigar Manufacturing Company, Jersey City, N. J., has been incorporated to deal in tobacco and cigars. Capital, $200,000. Incorporators, J. F. Kelly, E. A. Kelly, both of Jersey City, and T. Norton, of Bayonne.

Harry Mahr, for seventeen years in the cigar business at 481 Broadway, New York, has removed to 38 East 22nd street.

The stockholders of the Quincy Cigar Store Company, Quincy, Ills., had a meeting Wednesday night, at which W. E. Downing, W. E. Yarbrough, Henry L. Hill, L. H. Brink and J. G. Raymond were elected as board of directors for 1912. The board is to have a meeting soon to elect officers.

Alvin Geidel, the popular and enterprising cigarmaker of West Bend, Wis., after a long siege of illness, is able to be about again.

Howard H. Bennett, of Ottawa, Ills., has purchased the cigar and tobacco store which for many years was conducted by M. B. Mitchell, at 120 West Madison street. Success.

The Minnesota Cigar Co., is the name of a new cigar store, opened in the Klink Building, Duluth, Minn., by Philip Segal and James Lavick.

The National Cigar and Tobacco Co. has been incorporated at Chicago, Ills., by Joseph Lewis, Sam D. Seideman and John L. Lewis.

Dan Quinn, of Ottawa, Ills., made a business visit to Marseilles and Seneca the other day, looking after the delivery of several thousand cigars from the cigar department of the A. Heiberg drug store.

The Samson Tobacco Co., Barren County, Frankfort, Ky., amended articles increasing capital from $20,000 to $100,000.

Al Bruder, of Bruder Bros'. Smokeshop, Superior, Wis., has accepted the management of a cigar store to be installed by the hotel company in the corner of the remodeled Hotel Superior block at Tower avenue and Belknap street.

Dickey & Hodgdon, Boston, Mass., have opened a store at 24 School street for the sale of Park & Tilford's chocolates and bonbons. A feature of interest in this store is the cigar and pipe department, which is under the direction of Mr. Pickering, for many years in the cigar business in Boston.

Samuel Weitzman, cigar dealer at No. 296 Flatbush avenue, Brooklyn, N. Y., was burglarized on February 2d, two men entering his store at noontime and striking him on the head with a club attempted to rifle his cash drawer. Mr. Weitzman, however, was a match for the outlaws, sturdily defending his property until a pedestrian, who became aware that a hold-up was in progress, gave the alarm.

The partnership of W. C. Burke and Harry Wilt, running the cigar and stationery store at 678 Broadway, Gary, Ind., has been dissolved and the business will hereafter be run by Harry Wilt, under name of Juniata Cigar and Stationery Company.

The A. M. Balfany Tobacco Company, of Duluth, Minn., took out articles of incorporation, February 2d, with a capital stock of $10,000. The incorporators named are J. N. Fenstad, J. V. Sherar and W. H. Gurnee, all of this city.

A six-story reinforced concrete cigar factory is being erected on Burke and Benton streets, Roxbury, Mass., for Wait & Bond.

Another big cigar factory will soon be built on Meadow street, opposite Prout, New Haven, Conn., on a lot with a frontage of 80 feet on Meadow street, and extending 150 feet deep on Commerce street, which was recently purchased by J. P. Kilfeather, the well-known cigar manufacturer, from the Trowbridge estate.

Work has been started on the new cigar store for Jacob Hartz & Co., at Third and Main streets, Evansville, Ind., last week. J. Bippus & Son are the general contractors. The improvements contemplate a new front on Main street and also on Third street and complete remodeling of the interior of the building. Clifford Shopbell & Co. are the architects.

Mr. William J. Garvey, who recently resigned as manager of the New York Telephone Company, Elmira, N. Y., to go into business for himself, has purchased the Thurber Brown cigar stand on the corner of Lake and Carroll streets, for some time run by Thomas Murphey. This is one of the best established cigar and tobacco stores in the city and under the proprietorship of Mr. Garvey, with popular "Jack" Gilson as first mate and Louis McCanna as second mate is certain to become even better and more patronized than in the past.

The Eisenberger Bros., Dayton, Ohio, have obtained a lease from the Taft estate, giving them the room now occupied by the Douglas shoe store, in the Conover Building, Third and Main streets. They intend to establish a cigar store on this corner and will continue to run the one they now have on South Main street.

E. Godfrey Leffler and Clifford B. Stoll have taken over the Smiley News and Cigar Store, 115 West Center street, Marion, Ohio, and under the leadership of these able men it will undoubtedly make rapid strides forward.

Detroit Trade Shows no Abatement

January Sales Excellent

DETROIT, Feb. 12, 1912.

DESPITE New Year surveys, and customary relaxation, the triumphant grind of Detroit industrial and commercial progress shows no abatement. The almost unanimous report of local cigar and tobacco merchants is that January sales have been excellent. The complexion of the manufacturing end shows no pallor with internal revenue sales of stamps for January, 1912—$64,200.92 for cigars, $167,537.14 for tobacco; as against $60,057.87 and $120,614.85 for the corresponding period last year.

The very large increase in sale of tobacco stamps indicated in the foregoing is due almost entirely to the remarkable development of the business of The Scotten-Dillon Tobacco Company. The history of this organization is one of the most remarkable of Detroit's many industrial marvels of recent growth. On a capitalization of $500,000 the company last year paid cash dividends of 50 per cent. To further dispose of an accumulated surplus of some $800,000, an additional melon was cut in the shape of a 100 per cent. stock dividend. This happened about a month ago, but in that short time the stock, which had fallen around $30 after the distribution, has advanced about 100 per cent in the open market, and limited amounts only are offered at $60 to $65 per share. The par value of the stock is $10 per share.

Here is an infant industry that waxed fat on trust competition. Its sales, however, seem in no wise unfavorably affected by the dissolution of the A. T. Co., and the less organized, though none the less harassing, opposition of its detached, but now more numerous, competitors.

Boys, and especially you fellows who stop at the Hotel Cadillac, when tarrying here have you seen Miss Daisy Meldrum's sealskin coat? If not, step over to the cigar department and ask her about it. Miss Daisy scrimped and scraped for four years before she had saved enough to buy that coat, but "Its a dream," said she, "its fifty inches long. I paid for it yesterday, and I've got just one dollar left for another year's subscription to TOBACCO WORLD. But say," she added, "don't you mention that sealskin coat or all the boys will 'kid' the life out of me." So we won't say a word about it.

The cigar department of The Berghoff Cafe shows an increase of over $1,100 in January sales beyond sales for the corresponding month last year. This shows well for the genial little manager Tommy Burns, as well as for the growth of the Berghoff business in all dimensions. It was announced in these columns some time ago that the premises are to be enlarged and business extended. Wm. D. C. Morbs, proprietor, has been evolving plans for expansion for some time past.

Frank Ponsford, recently at La Fond's Majestic Store, is now behind the Berghoff counter.

J. B. Girard contemplates with pride and satisfaction the newly equipped Hotel Metropole cigar department, the work of the Detroit Show Case Company. It is in solid mahogany throughout; fine wall cases and "Silent Salesmen" show cases of latest device. The Metropole stand, under Mr. Girard's management, has gallantly maintained the pace set by Bert Johnson before Mr. Girard's arrival. Bert is doing something tidy now for himself across the way at The G. & R. McMillan Co.

Frank M. Smith has introduced a novelty recently in "Pontchartrain Squares" (two for 25 cents) under the "Count Pontchartrain" brand. They are ribboned, four to the bundle.

Mr. Smith likewise placed an order recently with The Falk Tobacco Co., of Richmond, Va., for a special brand of smoking to be known as "Pontchartrain High Grade Mixture." It will appear in ¼ lb. and ½ lb. cans. Price, $2.60 lb.

Davey Jones, star left fielder of the Detroit Tigers, has not been worrying about condition, but has been right on the job at his drug store, corner of Brush and Adams avenue, ever since the close of the league season. Davey enjoys a neat cigar business. Conspicuous in the case are such brands as "Sanchez & Haya," "La Verdad," "Pastora," "Robt. Burns," "R. B.," "Cinco," "San Felice," etc. A neat calendar, issued by him, has made a hit with the fans. It represents a scene in the memorable game, April 15, 1911, between Tigers and White Sox, when the icy winds were drifting the thickly falling snow in such a cloud the players were for a few moments scarcely discernible. Davey, with visor pulled closely down over the eyes, is at bat. Sullivan is catching, and behind his protecting bulk stands Perrine, the umpire. Seldom, if ever before, has a base been made under such weird conditions, but Davey did the trick on that occasion. The game was won by Detroit, as stated on the calendar, by the score of 2 to 0. "Make a hit," it adds, "by trading with Davey Jones Drug Co."

Another popular idol who has entered trade is "Jimmy" Casey, former Tiger outfielder, and known to all fandom. He has purchased the business of A. L. Walker, druggist, 424 Woodward avenue, one of the oldest and best stands north of Grand Circus Park. There is an excellent cigar business attached.

Superia Cigar Company are shipping ever increasing quantities of "Tionesta's," "Saturday Evening Post's" and other brands. They will thankfully enter larger quarters when their new factory is completed, about April.

The Mazer Cigar Mfg. Company removed to their newly-erected plant February 1st.

The Northwest Cigar Mfg. Company help to keep things looking busy out Gratiot avenue way. So does Jos. Muer. Both concerns coming fine.

Chas. A. Connor, well known to the trade through his former connection with San Telmo Cigar Mfg. Company, just couldn't keep out of harness. He has become associated with L. O. Shinkle in the Queen of the Straits factory, which will relieve "Lee" of the necessity and stress of outside, as well as inside, responsibility. Mr. Connor had been out of the cigar business for some time.

The friends of Mose Eisenberg will be interested in learning of his starting a cigar factory in Windsor, Ont., under the style M. Eisenberg & Co. The plant begins operations today, I am informed, but further details are not yet at hand. Here's wishing success!

C. Elliott & Co. advise me that, while not laying overmuch stress on the cigar department of their business, they have nevertheless had good sales of Rohde & Co.'s "Lygia"; also Newberger's "Picadura" and H. Traiser & Co.'s "Pippin," all five cent brands. The last named is made in Boston.

Chas. J. Waxelbaum, Sumatra importer, spent a couple days here lately, which will be his last prior to his early sailing for the Amsterdam inscriptions. Mr. Waxelbaum is active and aggressive and looks confidently to a successful year for his firm.

Among many visiting salesmen I have learned of the following: O. L. Myers, Lipschutz 44 Cigar Co., Philadelphia; Fred Schloss, R. Steinecke Co., New York; Mr. Franklin, A. & G. Kaufmann; Leo Schoeneman, Celestino Vega & Co., Tampa; Frank Horning, H. Anton Bock & Co.; Wm. Higgins, Park & Tilford; Jos. Carlisle, A. Santaella y Ca; Stephen Herz, Bustillo Bros. & Diaz; Jacques Planco, Rey Suarez & Co.; Geo. W. Becker, Calixto, Lopez & Co., Tampa; Willis Andrus, F. Garcia & Bro.; —— ——, Calero y Ca, New York; Wm. Charles, G. S. Nicholas & Co., New York; Val Keogh, Jas. Merriam & Co.; —— Nipley, Louis Ash & Co., New York; Wm. Gorman, Harnet, Hewitt & Co. (formerly Church McConnell Co.), Toledo, Ohio; S. G. Brown, S. G. Brown & Co., New York.

Mr. Alb. Falk, of New York, president of the Albert Falk Tobacco Co., Richmond, Va., was with us awhile planting high-grade smoking in select places.

S. F. HEAVENRICH.

What the Milwaukee Stores are Doing

MILWAUKEE, Feb. 12.

THE Cuba Rica Cigar Co., in the Wells Building, is making attractive window displays of their leading brands.

Pollak Crombie Co. are doing their usual business. A display of "Westers" and nickel goods is being made. A postal card bears the words "Gentlemen, The Webster Sufficiency," and sufficiency seems to be the case, for sales on that brand are most gratifying.

Leo Abraham recently started a cigar factory of his own, manufacturing a high-grade cigar named the "Don Corella." This cigar is meeting with much favor with the trade, and it has been necessary to increase the force of cigarmakers.

Fay Lewis & Bro. Co. report a good business at both retail stores. They are also doing a brisk business in the wholesale department.

The Iola Cigar Co., manufacturers, have increased their capital stock from $10,000 to $50,000.

The schedules in bankruptcy of the Great North Cigar Co. filed a short time ago showed assets of $7,190.40 and liabilities of $1,652.37.

The Wright Drug Co. continue to enjoy a very good wholesale cigar business, especially on the "Robert Burns." S. A. Eckstein, president of the company, recently celebrated his thirty-eighth anniversary with the business. Starting January, 1874, as errand boy, for what was then known as the I. N. Morton store, by close attention he advanced rapidly and later purchased an interest in the business. The Morton store was one of the oldest in the city, changing to Geo. Wright & Brother. In 1892 it was incorporated as the Wright Drug Co., and in 1907 Mr. Eckstein purchased the interests of Geo. H. and Arthur T. Wright. Mr. Eckstein is popular and well-liked by friends and employes, and all those who come in touch with him. He is also president of the Wisconsin Pharmaceutical Association and third vice-president of the National Association of Retail Druggists.

Ralph Wettstein, the popular Grove street cigarrist, is enjoying a nice business. Recently his name became quite famous in theatricals. Sometime ago he staged a vaudeville sketch in this city under the name of "A Night Out," and recently this same sketch was accepted and looked at by Hammerstein's New York theater. We understand Mr. Wettstein will shortly stage several other plays.

Several changes have taken place throughout the State. Kreuger & Netzel, manufacturers at Wausau, dissolved partnership, G. F. Kreuger selling out to his partner, Aug. C. Netzel.

Ed. Scheff sold his cigar factory at Antigo to D. A. Bain. The factory makes the "Noble Roman" cigar, which is quite well known in that section of the State. Frank Williams has been appointed traveling salesman. Scheff is retained as manager of the factory, while Bain gives his attention to his two retail stores.

Chas. and Henry Frey have opened a cigar factory at Darien, Wis. They will manufacture the "Club Favorite."

Edwin Famback will open a cigar factory at Spooner.

The Edgerton Cigar Co., makers of the "Imperial" and "Max No. 10," have increased their output until it now reaches close to 100,000 a month.

Norman L. Carle, of Janesville, is making a business visit at New Orleans; Frank L. Baines is wintering in California. R. C. Bondy, of Bondy & Lederer, New York, has arrived in the State for a brief visit.

O. A. KROMPAS.

Chicago Not Up to the Mark

Jobbers Complain of Slow Collections and Factories Close

CHICAGO, Feb. 10, 1912.

CONDITIONS existing here is only fair, a good many of the cigar manufacturers here are laying men off. There are about six factories closed on account of lack of business. Jobbers report that collections from the country and city are very slow.

Mr. Fleak has captured another prominent space to display a "Pall Mall" cigarette set piece. The architecture is of the "Doric" type on the top of the wall-case of "The Fair" department store. Mr. Fleak and crew have left for Kansas City.

A. J. McBlair, of Marcelino, Penz & Co., spent a few days in this city last week.

Max Hesser, of Hesser Bros., jobbers of cigars, tobacco, etc., on North Halsted street, met death in a peculiar manner while making deliveries. Max was gazing out of the side of the wagon when an axle broke and threw him out on his head, resulting in a broken neck. Death was instantaneous. He leaves many friends to mourn.

A great deal of attention is being attracted to the windows of Graves' jewelry store, on Madison street, wherein a good section of the window is devoted to the display of cigarette cases of the highest quality. Immediately surrounding these fine cases are between fifteen or twenty original boxes of the M. Melachrino's "Non Plus Ultra" cigarettes, as well as the many cigarette cases being filled with their various styles and sizes. It not only serves the purpose desired, that of furthering the sale of the cigarette cases, but proves a very strong advertising feature for this well known cigarette. This also has been placed in the large windows of Peacock & Lebolt's jewelry store, on State street.

John McKay and Mr. Marks have taken charge of the Best & Russell store at Dearborn and Randolph streets. Their friends wish them the best of success. The latter formerly owned a retail store on Randolph street, near Wabash avenue.

E. A. Hasley, manager Hotel La Salle cigar department, reports a very fine business during the Auto Show week.

A new corporation, under the name of National Cigar and Tobacco Co., has been formed. Joe Lewis, Sam D. Seideman and John L. Lewis.

Mrs. Landfield, of Randall & Landfield, has left for a trip to Cuba.

John J. Dolan will open another new store in the new Hamilton Club Building.

Goods which may be hid and still "called for" is the verdict of "La Venga" cigar, manufactured by Celestino Vega & Co., the increased sale of which is not only due to the efforts of Jack Whitaker and a fine force of salesmen, but the untiring efforts of Mrs. A. Strauss, president of the company.

D. W. Humphreys, who has been representing D. Theocarides cigarettes, has resigned his position to return to Fort Worth, Texas, to look after his father's interests, who is in very bad health. He will be missed by his many friends.

A. B. Gurney, a clerk in the Schermerhorn cigar store at Lake and Dearborn streets, was locked in a closet and the store robbed of $50 by a bandit, who shot Gurney through the right hand and hip, and then calmly walked away. Directly across the street while this was going on stood Policeman Charles Gammell. The roar of the "L" trains prevented his hearing the shot, and he knew nothing of the robbery until the thief had escaped.

Ten cases, containing 33,00 cigars, were stolen from a freight car on the Chicago Junction R. R., at 47th street freight house, and the company has asked the police to search for the thieves. Two of the empty cases were found a block from the freight house.

Three cigar store owners were arrested for selling cigarettes to minors. They were fined $25.00 and costs each.

By order of the U. S. District Court the stock and fixtures of Manuel Perez, cigar manufacturer, was sold at public auction.

B. V. Levy, of New York City, after spending a few days here, has returned home.

Out of town visitors: Ed. Wodiska, Corral Wodiska & Co., Tampa; Al. Korn, Furgatch & Co.; Joe Wertheim, José Lovera Co.

A. B. THOMPSON.

Trade in Cincinnati Shows Improvement

Another Stand Opened by Albert Bejach—Re-organization of Lovel & Buffington

CINCINNATI, O., Feb. 10, 1912.

LOCAL manufacturers report that the cigar trade, which made a poor showing the early part of this year, is picking up considerably, owing to the receipt of large and numerous orders, especially from the western states, a locality most favorably disposed toward Cincinnati-made cigars.

The reorganization of the Lovell & Buffington Tobacco Co., tobacco manufacturers of Covington, Ky., is the most important event of the last few days. President B. D. Best has acquired the interests of Joseph E. Mitchell, former secretary Davis and other stockholders. The new corporation is to be known as the Lovell-Buffington Tobacco Co., with a capitalization of $500,000. The incorporators are B. D. Best, F. Stucy, James Ellis, Henry J. James, H. Friedman and R. D. Best, all prominent tobacco men. This business was established about half a century ago, and at the present time employs a force of thirty salesmen to distribute their output.

Albert Bejach, one of our most aggressive wholesale and retailers, opened a new store at 433 Main street yesterday. The fittings are in early English oak, on modern lines, and in accord with the progressive ideas of the owner, making an artistic as well as a practicable display of his popular brands. It is understood that Mr. Bejach will take on one or two new cigar accounts as Cincinnati distributor.

J. S. Hill, head of the well known cigar house of that name, announces that work on the new Gibson House, of which he is president, will be begun at once. Every modern device for the comfort of the traveling men will be installed. The old Gibson House has always been popular with travelling cigar men.

The Philadelphia made cigars, B. Lipschutz's "44," and A. S. Valentine & Sons "La Espanita," are meeting with great success among discriminating smokers. These goods are being distributed by the Geo. A. Voige Cigar Co., which prides itself on handling only brands of proven quality.

E. A. Condex & Co., of New York, is working the local trade on their "Frat" cigarette, which according to all indications, are selling well and will soon become staple.

Roig's Havana clippings, put up in 1½ ounce packages, and retailing at 10 cents, find a ready sale in Charles N. Krohn & Co.'s store in the Commercial Tribune Building, which distributes several well known brands of cigars made by Antonio Roig & Langdorf, of Philadelphia.

Everybody seems to be getting a "Permit" to smoke. President G. J. Brown, of the J. B. Moos Co., states that the "Permit" cigar is showing an increase in volume of sale monthly. The "La Natoma," a high-grade cigar, is being introduced by the Moos Co., which operates branches in Dayton, Cleveland and Toledo.

One of the most popular locally made ten-cent cigars is the "Sonada," of Michael Ibold. The fact that it is "union made" lends much to its popularity among the union element. Mr. Ibold recently moved into his new factory at 9th and Central avenues, which is a model up-to-date plant, with every appliance for the perfect manufacture of high-grade cigars.

Lee Cahn, who conducts a high-grade cigar store in the Union Savings Bank Building, has created a large demand for his "El Lecano" cigar advertised as being made "with some Havana." He has a large box trade on this brand, which is put up in 40's, 20's and 10's.

The usual Saturday auction sale of cigar leaf tobacco has not been held for several weeks, there being no offerings. The Burley tobacco market has been very active, 2,151 hogsheads being disposed of this week, and a total of 8,631 hogsheads since January 1st, of which 6,700 were old tobacco and 1,931 of the new 1911 crop. The price averages for this week were 10.72 for old and 11.21 for new.

F. A. B.

S. C. Chambers, head member of the firm of Chambers & Owen, Milton Junction, Wis., cigar jobbers, has just been re-elected as president of the Milton and Milton Junction Telephone Company, which position Mr. Chambers has held since the company's organization. Mr. Chambers is one of the most prominent business men in his home town.

Late News Briefs

Brooklyn Cigar Retailers Plan to Organize

A MEETING is called for the purpose of organizing Brooklyn retail cigar dealers on the same basis as the Manhattan organization; to take place February 27, at Sheldon Hall, 315 Washington street, Brooklyn. Success.

Isidore Forst, who, for a number of years in his early life was engaged in the tobacco business in the eastern part of the State, died of stricture of the æsophagus about a fortnight ago.

W. D. Carpenter, owner of the cigar stand in the American House, Pittsfield, Mass., has been in the cigar business continuously for fifty years. Congratulations.

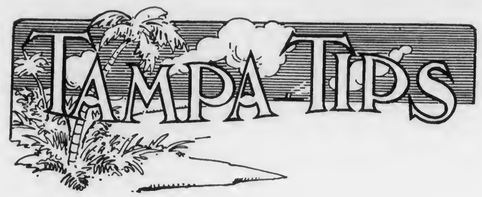
Clark Bros. & Co., are about to rebuild the tobacco factory at Bedford City, Va., recently destroyed by fire.

E. J. James has engaged in the cigar business at Springfield, Ore.

The F. T. Wise Co. is increasing its plant at Suffolk, Va.

At a recent meeting of the stockholders of the Quincy Cigar Stores Company, Quincy, Ills., the following five directors were chosen to serve during the coming year: W. E. Downey, H. R. Hill, W. E. Yarborough, H. H. Brink and James Raymond. A meeting will be held in the immediate future to organize the new board.

D. V. Orrison, of the Bethesda Cigar Co., Zanesville, Ohio, returned from an extended business trip Saturday, reporting business in his line as improving.



TAMPA, Feb. 10, 1912.

IF the custom receipts can be taken as a guide, Tampa, as a cigar-producing city, has made noteworthy progress, as these receipts during the month of January ran more than $18,000 ahead of last year. The report of the collections show the handsome total of $145,848.35 as against $127,554.57 for January last year.

Cuesta Rey & Company, the other day made a shipment of "White Heather" cigars to Bergman & Garling, Stockholm, Sweden, being the first shipment to be made to a foreign country from Tampa for months.

Fred W. Krause, manager of the Havatampa Cigar Company, states that there is a rushing demand for their cigars, and he is working with a full force.

P. G. O'Hallaran & Company, makers of the popular "Victor Hugo" cigar, are progressing nicely. J. A. Rummel, of Kansas City, member of the firm, has removed his headquarters to Tampa and is making things hum with a big H!

The El National Cigar Company, through its president, Currie B. Witt, states that the January business of his firm is far and above expectations. He anticipates the largest year in the history of his factory.

Thomas Englehardt, of the T. Englehardt & Company, is preparing for an extended trip through the Middle West States. Their factory is working to its full capacity and the outlook good.

Guy B. Greason, manager of La Noticia Cigar Company, who manufactures the well-known "William the Conqueror" cigar, says that business is coming his way and no mistake.

A big dredging company, under contract, has begun active operations in the development of six miles more of sea front. The finishing of this work will make Tampa one of the finest harbors of the Atlantic and Gulf coasts.

Val M. Antonio, announces that their local sale of "Duke" and "Belcourt" cigars has increased more than 100 per cent. this winter. Mr. Antonio's retail store is situated on one of the principal thoroughfares in Tampa, and does a rushing bar trade apart from his over-the-counter business.

P. San Martin, of the P. San Martin & Lean Company, is succeeding in creating one of the styliest and classiest lines of clear Havanas ever produced in Tampa or elsewhere. This is one of Tampa's most substantial and best managed cigar manufacturing concerns.

The shipments of cigars during the week ending February 7th, are the largest since New Year, amounting to 4,760,000 cigars. It is expected that the average will soon be back to the normal of one million a day.

N. B. Rhoads, the Key West correspondent for THE TOBACCO WORLD, was given the honor and distinction of being the first Key Wester to make a flight in an aeroplane last Sunday. Aviator Beckwith Havens made four flights here and in one of them he took the WORLD correspondent as a passenger. This was the second time that an air craft had been seen in action at Key West and the first time that a passenger had been taken up. Mr Havens used the Curtiss hydro-aeroplane.

KEY WEST, FLA., Feb. 9, 1912.

THE past two weeks have not been all that could have been desired in the cigar trade, but the prospects are much brighter. Several of the factories have been closed down and others have been working with decreased forces. The present plans are for a re-opening of a majority of the shops on Monday, and those which have been working short handed will increase their forces materially.

All of the manufacturers are optimistic and they firmly believe, and with reason, that within a few weeks the business will be up to the standard and that the output will assume normal proportions.

As an evidence of this fact, some of the shops are now receiving telegraph orders from their customers. True, the orders are not for large amounts and are apparently sent to fill in with sizes which have run short. Other factories, which have made up large quantities of goods for later delivery, are receiving orders to let these goods come forward at once.

While a let-up in business is not to be desired by any manufacturer, and they are all better pleased if they can be kept busy at all times, the slack business which has prevailed for some time has not hurt any of the manufacturers here to any extent, for the reason that without exception they all had a most prosperous year during 1910 and can stand a little depression at this time. They are not the least bit worried, and as the indications point to a resumption of good conditions within a very short space of time they are all very cheerful.

There have been several changes in locations within the last two weeks, caused by the fire in the R. Fernandez Havana Cigar Company's factory and the removal of the Havana-American Company to its new quarters on the County Road.

The Havana-American Company vacated the two buildings at Greene and Ann streets and the building on the corner has been occupied by S. Wolf's Sons, who have taken one end and J. M. Navarro has taken the other.

The other building, formerly occupied by the H. A. Co., has been occupied by the Key West Cigar Factory, who have moved from their former quarters on Duval street. For some time this factory has been crowded and they have experienced considerable difficulty in transacting their business. They now have ample room and will find things much more convenient.

The R. Fernandez Havana Cigar Co. has moved to the factory building on Simonton street formerly occupied by J. M. Navarro. This company will open within a few days. They are now awaiting a shipment of filler.

The E. H. Gato Company is now working nearly 600 cigarmakers and the limit has been taken off. President E. H. Gato, who has been in Key West for several days, returned to Cuba this week and he was accompanied by his son, Frank, with his family. They will remain in Cuba for some time.

The Key West Cigar Factory is now working about two-thirds of its regular force and will increase to a full force within two or three weeks.

The Ruy Lopez Co. will open on Monday with about three hundred men and this number will be maintained for some time. It is expected that the number of men will be increased shortly.

President Luis Martinez, of the Martinez-Havana Company, has been spending the week in Key West and will return to Cuba on Monday. His son, Eladio Martinez, returned to Key West last Monday with his bride. He was married on January 31st to Miss Josefa Antoniza at Guira de Melena, Cuba. The ceremony was a brilliant one and was attended by many distinguished guests from the surrounding country and from Havana. Mr. and Mrs. Martinez will make their home in Key West.

J. H. Cayro, a prominent leaf dealer of Havana, who has been visiting Mrs. W. S. Lightbourn and family, has returned to Cuba after a pleasant stay.

Manager H. E. Mahoney, of the Havana-American Co., has been confined to his home for several weeks on account of illness. He is much improved at the present time and hopes to return to duty in a short time.

A. L. Sylvester, of the American Cigar Co., was a business visitor during the week.

E. H. Gato, Jr., Thos. H. Gato and Office Manager Jas. R. Curry, Jr., of the E. H. Gato Cigar Co., will make a short trip to the famous Long Key Fishing Camp on the Florida Keys tonight for a day's fishing. These gentlemen are enthusiastic and successful fishermen and their friends are expecting them ot return with a big catch.

N. B. RHOADS.

Steady Trade in "Frisco" with Jobbers and Retailers Anticipating a Good Normal Year

San Francisco, February 5, 1912.

THE city trade has enjoyed a very satisfactory month for this time of year, though there has naturally been no great rush.

Some improvement is looked for during February, as a period of pleasant weather is expected about this time, and the tourists who have been in Southern California for the early winter are beginning to drift in this direction. Both jobbers and retailers are looking for a good normal year, but do not anticipate any particular boom before 1913. Many retailers who are just starting are perhaps taking too optimistic a view, as competition is likely to be pretty strenuous until population is somewhat larger than at present, and a good many will doubtless find difficulty in holding on until this takes place. On the whole, however, the business is in more reliable hands then at times in the past, and under the present city administration there is little inducement for irresponsible dealers, "floaters," and men who would make the business a side issue to sporting propositions.

Jobbing business through the country has been rather above expectations. With much less than the normal rainfall, some gloomy predictions have been made regarding the agricultural outlook, but apparently the open winter has favored the demand for smokes, as the country dealers have bought freely since early last month. Regarding the outlook for the basic industries of California, the statement of a prominent fruit canner is of some interest. He predicts a famine in his line of merchandise, due to increased demand, which in turn he attributes to improved shipping facilities in anticipation of the Panama Canal. By this means the European markets are opened to California products to an extent never before equaled, and a new inducement is offered to prospective settlers.

John Conner, the well-known retailer at Davis and California streets, is having his stand materially enlarged, and when the alterations are complete he will have an enclosed store, to which will be added an office. Mr. Conner has for some time maintained one or two branch establishments, and while he is keeping quiet as to his intentions it is believed that he will extend his chain of stands into other desirable locations before long.

The death was announced recently of Joseph Sunderland, for many years a member of the firm of Kingsbaker Bros., the Los Angeles jobbers, and one of the best known traveling men in the State.

J. Wertheim, head of the United Cigar Manufacturing Company, has returned to his home office after spending some time in San Francisco, making a short stay in southern California on his way home.

H. Cladstone, factory representative for the Watt cigar, has been calling on the Oakland trade for the last week or so, and is doing some effective work on the east side of the bay. Emil Judell, of H. L. Judell & Co., returned a week ago from a very successful trip to the Oregon line, and since then has been boosting the Watt and Elisardo cigars in the San Joaquin valley.

Chas. H. Knubel, coast representative of the Salvador Rodriguez Company, has just returned from a trip South.

I. Danzinger, factory representative for a number of Manila and other lines, has been ill for several days, but hopes to be at work again very soon.

Wm. Bercovich, of the Bercovich Company, agents for the Luis Martinez cigar, is making another visit to Southern California. He will go as far as San Diego, and on the return trip will call on the trade in the principal towns along the coast.

The sales force of H. L. Judell & Co. has been augmented by the addition of S. Graf, who is well known to the local trade, having been for some time in the jobbing business on his own account.

Geo. Cacematis, traveling from the factory for the Nestor cigarettes, has been calling on the the Edw. Wolf Company, California agents for the Nestor Gianaclis Company. Mr. Wolf is well satisfied with the way this line has taken hold in the last year, and hopes to realize material benefits this year from the introductory work that has been done in the past. The cigar force has been increased by the employment of C. J. Andrews, formerly of Manila. Another large lot of Manila goods is due this month, and the large arrivals in this land are kept moving without difficulty.

R. Dimmick, traveling for the Weyman-Bruton Company, snuff manufacturers of New York, is now in the North, having spent several days in San Francisco.

Emil Frank, the Los Angeles jobber, and Harry Haussman, of the Hart Cigar Company, of Portland, Ore., were recent visitors to the local trade.

D. Frankel, of Frankel, Gerdts & Co., the local manufacturers, made a short visit to the Stockton trade last week, accompanied by Carl Koenig of his traveling force. It is understood that an agency for this house will be opened shortly at Salt Lake City.

W. J. Epes, representing the plug and smoking tobacco department of the Liggett & Myers Tobacco Company, has just returned from his first northern trip under the new regime.

I. I. Hess, representative of A. Santaella & Co., returned about the end of the month from a highly successful trip to Southern California, where he found business normally active in jobbing and retail circles.

M. Falkenstein, of S. Bachman & Co., is making a visit to several factories in the East, but is expected back at the office before long.

The convention of Gunst managers last month, upon the consolidation of the Gunst interests, was made rather longer than the usual annual meeting, as there were many important matters up for discussion in addition to the regular routine work. The formal re-organization has now been completed, and all the managers are back at their regular quarters. The Gunst business locally is keeping up in good shape in both retail and jobbing departments, and there is some difficulty in filling orders in certain lines.

Chas. Frankenthal, the well-known pipe man, has gone North after a visit to the local trade, and Mr. Rubin, representing M. Linkman & Co., the Chicago pipe manufacturers, is now in the city.

The Petri Italian American Cigar Company has been incorporated in San Francisco, with a capital stock of $100,000, by J. F. Gavagnara, John Gavello, D. Foresti, A. and R. Petri.

Louisville Cigar-Trade "Exceedingly Encouraging"

Louisville, Ky., Feb. 13, 1912.

REPORTS from the Louisville cigar trade during the early part of 1912 are exceedingly encouraging and as a general rule, merchants are well pleased with the business. There has been a strong demand for the higher grade of cigars and every branch of the five-cent class has gotten its share of a generous sale.

That the cigar jobbing and retailing business have brought large returns to this city, is shown by the fact that during the past month two new concerns have been opened by local merchants. About three weeks ago, articles of incorporation were filed by Koch, Schmitt and Cohn Company, who will do an exclusive jobbing business in the city and State. All of the members of the concern are well known in local tobacco circles and are recognized as able managers and experienced handlers of cigars. Their five-cent specialty is the small size "Little Minister," and they are featuring the "Englo" and "Flor de Moss" as ten-cent headliners. Adolph Cohn, secretary and treasurer of the new corporation, reports that business has been more than he and his partners had expected at this early stage of the game, and that they had had little or no difficulty in introducing their brands into this territory. He also said that they had found an almost phenomenal demand for the "Kink Stogies," which they brought into the city with their advent.

Another addition to the retail stores of the city was made a short time ago, when C. W. Hecktor, prominent tobacco merchant of the Gateway City, opened his store, on West Jefferson street. Mr. Hecktor now is handling the brands of the local manufacturers, but is making arrangements to take up some new lines from the Cuban producers. He is carrying a full line of tobacco and cigarettes, and reports that he is very well pleased with the prospects for a large business in his new venture.

At a meeting of the officers of the Peter-Neat-Richardson Company some time ago, it was decided that it would be advisable to close out the department which was formerly taken up with the manufacturing of cigars. This concern made the well known "N. A. R. D.," and "K. & I.," and "Francis Marion" brands and had been engaged in the trade for a number of years. B. C. Neat, who formerly had charge of the department, said that it was not for any direct financial cause that that section of the business had been discontinued, but that the space was needed for the exploitation of other lines which they had recently taken on. They have retained their license and may at some later date, again resume cigar manufacture.

One of the best cigar stands in the city changed hands recently when M. E. Bierman bought out M. Edelmuth, "lock, stock and barrel." Mr. Edelmuth was one of the oldest and most prominent cigar dealers in the city, as he has had some connection with some branch of the tobacco trade of Kentucky for the past quarter of a century. For the past year he has been confined to his room and turned his business over to one of his manufacturers. It was only a short time ago that Mr. Bierman closed the deal and will continue to manufacture the "M. E." and the "Moxie," which were Mr. Edelmuth's leaders.

During the past week, Ray Lovenstein, representing some prominent Key West factories, was in the city doing some detail work through Robinson-Pettet Company, who are now distributing the lines which he is handling. Mr. Lovenstein remained in the city for about a week and then proceeded East, where he has other business to attend to along the same lines. The Robinson-Pettet are now exclusive handlers of the "Preferencia" and "Prince de Gales" brands.

D. H. Stiebel, division manager for Kentucky and Tennessee for the Patterson branch of the American Tobacco Company, left a few days ago for New York, where he has been called by the management of the company.

Mose Grenebaum, at one time a prominent Louisville cigar dealer, but at present Secretary and Treasurer of the Francisco Bolaxo y Ca, a new cigar concern of Tampa, Fla., recently visited his old friends in Kentucky, and also solicited some extensive business from them.

With the Salesmen

D. E. Fishback, of M. Melachrino and Company, has been drumming up new trade in Boston during the early part of February.

Flint B. Aniba, representing the G. E. Johnson Cigar Company, Minneapolis, Minn., states that he expects his house to sell 5,000,000 cigars of the "El Portano" brand during 1912. After February Mr. Aniba will go on a trip through North Dakota and Montana.

C. J. Duddleson, resident representative of G. W. Van Slyke & Horton, at Indianapolis, Ind., is on a trip through the East, commencing at Albany, N. Y.

A. Dahlman, of Wm. Demuth & Company, has visited the trade in Seattle, en route to San Francisco, where the report has it that he is to be married.

C. Walt Kendig, with the Imperial Cigar Company, Lancaster, Pa., having recovered from an attack of sickness has started on a six weeks' trip covering the Eastern trade.

Detroit, Mich., during the first part of February has been visited by many representatives for out-of-town houses, among which were I. Meyer, of Jeitles & Blumenthal; Bill Higgins, of Park & Tilford; A. W. Lenox, of Garcia Pando & Company; Frank Horning, of H. Anton Bock & Company, and Van Winter, of Samuel I. Davis & Company.

W. E. James, of Guesta Ruy & Company, visited his Cincinnati trade in the early part of February.

W. A. Charles, representing the cigar department of G. S. Nicholas & Company, New York, was a recent visitor in Buffalo. He was on his way back to New York from a Western trip, during which he closed some nice accounts.

Sol Rosener, representative of E. M. Schwarz & Company, New York, called on their Denver trade in the first week of February.

N. B. Shapera, of M. A. Gunst & Company, visited their Denver trade in the course of a trip through the West, during the first week of February.

Charles H. Storm, member of the Chicago firm of Storm, Fisher & Company, is in New York visiting their factory there.

E. E. Chapman, representing the Wm. A. Stickney Cigar Company, St. Louis, Mo., is back in St. Louis from a trip to Davenport, Ia., where he went to attend his mother's funeral.

Novel Advertising Campaign

A NUMBER of cigar and cigarette manufacturers have signed contracts with the Coast to Coast Advertising and Sales Company and they expect to receive considerable benefit in the way of sales and advertising from this most novel of advertising propositions. This advertising company is equipping a Pullman car with various industrial exhibits. The car will make its initial trip through Pennsylvania and Ohio starting on February 15th.

N. C. R. Dedicates $100,000 Hall of Modern Salesmanship

A CONVENTION of the National Cash Register Company's Hundred Point Club was held in Dayton, Ohio, a few weeks ago, where a new $100,000.00 Convention Hall was dedicated to industrial education.

The Hundred Pointers, who represent the cream of the National Cash Register selling force, spent a week in this hall studying ways to help merchants increase their profits.

Twenty-five years ago, salesmanship was measured by a man's ability to go out on the road and, through trickery and deceit, load up the merchant with a line of goods at a price beyond its value. This situation has changed and the loudly dressed drummer with the shady story and the exaggerated statement has given way to the man who would meet the merchant in his store on the same basis that he would meet him in his home.

Much has been said and written within the past few years about honesty in business. Many of the most successful concerns teach their representatives that to be a successful salesman, a man must conform to a high standard of honor in business. The National Cash Register Company, Marshall Fields, John Wanamaker and some of the other greatest business concerns in the world today, were pioneers in this movement. Their success is a monument to the principles.

It has been demonstrated that a square deal and the golden rule are the ABCs of successful commerce. Now comes the National Cash Register Company promoting its representatives from this premier class and teaching the new lesson that, not only must the salesman deal fairly but he must also study until he can intelligently advise the merchant on whom he calls in regard to the best methods of conducting business, and how to get the greatest profit out of it by honest and honorable means.

The company's confidence in the belief that the business world will respond to this idea with increased confidence and increased trade, is evidenced by the fact that they have spent the money necessary to erect the National Cash Register Hall of Industrial Education. They have equipped it with all the appliances to teach the latest ideas in merchandising, brought business specialists from all parts of the world to teach their representatives at this recent convention and rated their salesmen as hundred pointers, only after the salesman had shown positive evidence that he had helped the merchants in his territory make more money.

Imports and Exports for 1911

THE total quantity of leaf tobacco, including filler and wrapper of all types, imported by the United States in 1911 is 52,900,000 pounds, against 42,300,000 pounds for 1910, the increase amounting to 10,600,000 pounds.

The total value of our 1911 leaf imports was $32,100,000, against $24,700,000, an increase of $7,400,000.

Our exports of domestic leaf tobacco reached the enormous figure of 365,000,000 pounds in 1911, worth $47,000,000. The exports for the previous year were 324,000,000 pounds, worth $35,000,000, an increase of 41,000,000 pounds and $12,000,000 in 1911.

The increase in imports is accounted for by the fact that the owners of Turkish tobacco, during the war, made haste to remove their holdings from the danger zone.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

February a Dull Month For Lancaster

Fred C. Duff Dead

LANCASTER, PA., Feb. 14, 1912.

CONDITIONS in the cigar trade have been intermittant. One of the more active manufacturers reports that during January business was all that could be desired, and since it has been extremely dull. In fact, at some other factories I find a similar state of affairs.

Fred. G. Duff, senior member of the cigar manufacturing firm of Duff Brothers & Company, of this city, died at his home here on Friday last, after several weeks' illness and much suffering. As the result of paring a corn on his foot he inflicted a wound which culminated in blood poinoning and finally-gangrene from which he died.

He had been prominently identified with the cigar trade for more than a quarter of a century, and for many years was the manager for Oblinger Brothers & Company, at their Lancaster factory. Several years ago he and his brother, Saml. C. Duff, purchased the Oblinger business and continued to manufacture the "Vesper" and other well-known brands. The business will no doubt be continued.

York and Reading Trade Improving

Factories Work With Full Forces

YORK, PA., Feb. 14, 1912.

THE cigar trade still lacks vim, although manufacturers as a rule are working along with usual forces, and comparatively few idle cigarmakers are around.

February, although a short month, will probably show some improvement over the previous month. There were only a few new factories licensed this month, which, however, has no particular significance.

Saml. Kaufman, of Kaufman, Pasbach & Voice, New York Lithographers, who was taken ill at Red Lion two weeks ago, was removed to his home in New York, on Thursday last. His condition remains unchanged. No ill effects from his removal were noticeable.

T. D. Hene, cigar manufacturer and leaf dealer, spent last week in New York City.

Robt. M. Granat & Company, leaf packers and dealers, will remove their headquarters to Lancaster this spring. A warehouse is under consideration, but not yet definitely decided on.

The "Flor de Morrow," a ten-cent cigar made by Ibach & Rader, at Newmanstown, is on sale in this city. Chas. Beck & Company are local distributors.

Several manufacturers from this vicinity are victims of the recent failure of the Kensington Tobacco Company, of Philadelphia.

John A. Shuhart, broker and manufacturing agent has just returned from a successful trip among his old customers.

Mrs. John W. Minnich, wife of the well-known Dallastown cigar manufacturer, died last week after a brief illness.

Mrs. Minnich had attentively nursed Mr. Minnich through a severe spell of pneumonia, when she was herself stricken with the fatal result. She was buried on Tuesday of last week.

Several pro-April changes have already taken place in the tobacco trade. Robt. M. Granat, of York, has leased the residence of M. Michaelis, in this city and will make his home here. F. E. Eberly has removed his office into the Woolworth Building, and now J. K. Leaman has also secured quarters in the building and will take possession at an early date.

W. H. McLaughlin & Son, at Prince and W. Orange streets, have secured the local distributing agency for the "44" cigar. These goods are being carried in all sizes, and a goodly number of accounts have already been opened. They are also on sale at all leading hotels.

Dan. Manheimer, of the Imperial Cigar Company, is preparing for a Western business trip. He will be gone some weeks.

The statement made in my last report that J. W. Breneman had removed his Lancaster office to Millersville seems to have been a misapprehension of the facts.

Through a misunderstanding with the owner of the building, Mr. Breneman had determined to move, and a "for rent" sign was displayed. Subsequently, however, the landlord agreed to make certain improvements and Mr. Breneman decided to remain in the building now occupied by him on West Walnut street.

READING, PA., Feb. 14, 1912.

THE cigar business during January was somewhat of a disappointment to a number of manufacturers, because the volume of trade was smaller than they anticipated. This month, however, is showing some gains, and if weather conditions become more favorable a further improvement is looked for.

One of the larger factories in this city has reported a very large demand for its product in January, and yet nearly twenty-five per cent. of their force of cigarmakers were given the opportunity of looking for other jobs.

Charles M. Yetter returned on the 3rd, inst., from a flying rip though the Middle West and reports a fairly satisfactory condition of trade in the places he visited.

John G. Spatz has made a prolonged stay on his trip among the principal jobbers, with the result that the factory is well supplied with orders for their leading brands, including the "Heidelberg," "American Empire" and others.

Julius G. Hansen was a visitor in the New York trade last week.

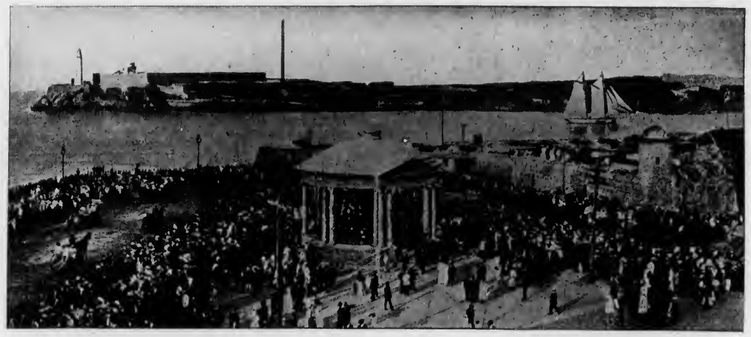
W. H. Yocum is making his annual visit to Cuba selecting choice vegas of Havana tobacco for the "Y-B" and other brands. Immediately upon his return he will make his spring visit among Western distributors of their product.

At several of the leading retail stands I was informed there is a steady gain in the sale of the "John Hay" ten-cent cigars, made by W. W. Stewart & Sons, of this city.

Representative Richardson of Alabama Introduces "Pure Tobacco" Bill

A SO-CALLED "pure tobacco" bill has been introduced in the United States Legislature by Representative Richardson, of Alabama. The bill provides that all manufactured tobaccos shall be labelled according to actual contents before entering interstate commerce, and forbids the use of injurious adulterants.

The bill undoubtedly will cause considerable comment, as it interests the entire tobacco trade.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, February 6, 1912.

THE bulk of the crop is still growing, some plants, however, have been cut, or the ripe leaves have been plucked and strung upon lines, and which is mostly of a light nature, therefore as far as Vuelta Abajo is concerned it may turn out to be of an acceptable nature, while as far as Remedois is concerned the same may be unfit for mixing purposes, and unless the later growth should be favored by cooler weather, as well as a continuous dry spell, the chances of obtaining a heavy bodied leaf are very poor indeed. This is about all that can be said at present with respect to the coming crop. Instead of our usual dry, cool temperature during the month of January, we have had too much rain and southerly hot winds, just the reverse of our ordinary kind of weather.

Leaf Market Continues Active.

Our leaf market has continued to be fairly active and a few large transactions have taken place, which, added to the number of smaller sales, have resulted in a total of a respectable amount for the past fortnight. Prices have ruled firm, although as our holders of leaf are quite anxious to liquidate their holdings, and there are still enough stocks to be had in our market, northern buyers should make up their minds to come to our city and pick all the good Vegas which could still be found in first hands here. Sales during the past fortnight summed up to 8,073 bales in all, or split into its component parts, represent: Vuelta Abajo, 4,072; Partido, 747, and Remedios, 3,254 bales. Buyers were: Americans, 5,148; exporters for Europe, 83; shippers to South America and Australia, 455, and our local manufacturers, 2,387 bales.

Leaf Exports From Havana.

Exports of leaf tobacco from the port of Havana, from January 15th to February 3rd inclusive, were:

To all ports of the United States	12,119 bales
To Europe (London)	83
To South America	693
To Australia (Melbourne)	125
To Mexico	50
Total	13,070 bales

Receipts of Tobacco From the Country Were.

	From January 13th to January 27th, 1912.	Since January 1st, 1912.
Vuelta Abajo	618 bales	678 bales
Semi Vuelta	—	5
Partido	70	85
Remedios	760	1497
Mayari	30	34
	1478 bales	2299 bales

Principal Buyers of Leaf Tobacco and Cigars That Come and Go.

Arrivals—From New York: Sidney Goldberg, of S. Batt & Co.; S. J. Janover, of Teodoro Perez & Co.; Frank Tilford, of Park & Tilford; E. H. Smith, of Hinsdale, Smith & Co.; Emilio Cordero, of E. P. Cordero & Co.; Allie Sylvester, buyer of the American Tobacco Company; Robert E. Lane, United States representative of the Partagas factory.

From Tampa: José Lovera, of José Lovera Co.; Colonel Alvaro Garcia, of Garcia & Vega; Faustino Lozano, of F. Lozano, Son & Co.; Bernabé Sanchez, of F. Lozano Son & Co.

From Boston: J. E. A. Blaise, of S. S. Pierce Co.; Mr. Rowley, of S. S. Pierce Co.; B. A. Kaiser, of B. A. Kaiser.

From Chicago: Harry Landfield, of Landfield & Steele; W. E. Erieson, of C. Jevene & Co.

From Elmira: F. Inksater, of John Brand & Co.

From Montreal: Max Elkan, of Edward Yonngheart & Co.

From Reading, Pa.: Wm. H. Yocum, of Yocum Bros.

From Cincinnati: M. Haas, of Haas Bros.

From London, England: P. J. Woods, of Walters & Co.; G. A. Padró, representative in Europe of the Partagas factory.

From Berlin, Germany: W. Dreyer, of Carl Gustav Gerold.

From Philadelphia: Theo. H. Vetterlein, of Julius Vetterlein & Co.

From Minneapolis: George Doerr, of Winecke & Doerr, Minneapolis Drug Company.

Mr. Allie Sylvester arrived here again on one of his flying trips on the evening of February 5th by the S. S. Governor Cobb, and it seems really wonderful with what precision he is calculating his future movements, in order to make connections and in order to save time, and he has arranged to make the trip from here to San Juan, Porto Rico, by the S. S. Augusta Victoria on the 10th instant.

Departures—For New York: José Menendez, Joseph Mendelsohn, Louis A. Borneman, Ernest Ellinger, Richard Sichel, Rudolph C. Faber, Herman Stern, S. Holmes, Harold Fitzgerald, Carlos M. Wintzer, Jr., Sidney Goldberg and Frank Tilford, via San Juan, Porto Rico.

For Montreal: George Thompson, Harry Hyman, H. C. Fortier, Michael Landau and Max Elkan.

For Philadelphia: Frank Dominguez and Ventura Blanco.

For Boston: Sam. Gryznich, Mr. Rowley and B. A. Kaiser.

For Newark: J. Dimond.

For Winnipeg: Wm. J. Clubb.

For Elmira: F. Inksater.

For Tampa: Colonel Alvaro Garcia, Faustino Lozano and Bernabé Diaz.

For Key West: Luis Martinez.

Returned to Havana—Nicholas Cardenas, of Cardenas & Co.; E. Cartaña, of Manuel Campos; Manuel Rodriguez, of Rodriguez, Menendez & Co.; José (Pepin) Rodriguez, of Romeo y Julieta; George H. Wyatt, of Sylvester & Stern; Antero Prieto and Augustin Gonzalez, of Sobrinos de A. Gonzalez; Ignacio Gonzalez, of Gonzalez & Benitez, and José C. Puente, of José C. Puente. Also returned Herman Diehl, of Heinrich Neuberger.

Cigars.

The exports during the first half of January show a further retrograde movement, as can be seen by the following official figures from our customhouse returns, viz:

From January 1st to January 15th, 1912	5,261,302 cigars
From January 1st to January 15th, 1911	6,469,206
Decrease in 1912	1,207,904 cigars

The big shrinkage has been in our exports to the United States, as we shipped 922,266 cigars less this year, but there was also a considerable falling off to Australia and Germany, with respectively 318,000 and 257,879, while on the other hand Canada and Chile showed increases of respectively 176,850 and 188,811 cigars. At the moment there is a better feeling prevailing, and through the many importers of cigars who have visited us a fair distribution of orders has taken place, so that several of our factories had to increase the number of their cigarmakers. It seems that the heavy holiday shipments have been consumed, as the demand from the United States has improved considerably, and there are also good calls from Great Britain, and even Germany is sending us some orders, so the outlook for the future is more cheering, aided also by the more hopeful news from the country, as regards the coming crop.

General Trade Notes.

H. Upmann & Co. have turned on more steam again, and if the present demand should increase only a little more yet, they would have to work with full steam again, although this is never any season of great activity. Orders appear to arrive, however, from all parts of the world. Charles Landau, their United States and Canadian representative, is still here, but notwithstanding his assistants are demonstrating that they are not asleep, as the sending of new orders keeps right along.

Partagas is also fully occupied and reports a fine, steady demand for its well-liked cigars from the United States, England, South America and Australia. Their European representative, Don G. A. Padró, arrived here on the 4th inst., and expresses himself as very hopeful for this year, as he has secured many new customers for Partagas.

Sol has increased the number of its forces, owing to the steady influx of new orders from all the principal consuming countries.

Castañeda has captured the coveted prize, as eight of its sizes have been selected by the French Regie, and will in future be handled and sold in France. Don Nicholas Cardenas engineered this desirable business, while in Europe, and was warmly congratulated by his friends upon his successful accomplishment.

La Diligencia has noted a welcome increase in the amount of orders received lately from the United States, the United Kingdom and also Germany.

La Flor de P. A. Estanillo continues to receive very good (and in the majority for high prized sizes) orders from the chief cities of the American Union, England, South America and Germany. This factory is working to the utmost extent of its capacity, and Don Felipe Rodriguez is only waiting for the slack season in order to find a larger building more suited for the steadily increasing volume of his business.

Henry Clay, Bock & Co., are fully occupied in the execution of orders in their various factories, some of which are so crowded with calls for special sizes that they are unable to ship them as fast as their customers would like to have them. Chairman Percival S. Hill arrived here on February 5th, accompanied by Allie Sylvester, the famous buyer of the American Tobacco Company.

Don Pepin Rodriguez, of the celebrated Romeo y Julieta factory, arrived here on the 31st of January from his prolonged trip to Europe, via New York, and was warmly welcomed by the large number of friends that always receive him upon his return.

Other factories which are working well are: Romeo y Julieta, Hija de José Gener, C. E. Beck & Co. and Figaro.

Buying, Selling and Other Notes of Interest.

Mendelsohn, Borneman & Co. had purchased 682 bales of leaf tobacco additional, thus making their total new stock acquired here 1,432 bales, and not as stated in the previous report, which had been a wrong information.

Gutierrez & Zabala sold 1,100 bales of Vuelta Abajo and Partido during the fortnight.

Teodoro Perez & Co. were buyers of 1,200 bales of leaf in our market.

Gonzalez & Benitez were sellers of 1,000 bales of Remedios.

Hija de José Gener bought 1,100 bales additionally of Vuelta Abajo, clean styles and colas.

José F. Rocha made one sale to a Tampa manufacturer of 897 bales of Vuelta Abajo and Partido tobacco.

Faustino Lozano evidently is satisfied that he has enough orders on hand to warrant his laying in of sufficient stocks, to tide him over until this year's crop should become a fact, and for this reason he purchased 1,000 bales of Vuelta Abajo from the best sections, paying the ruling market figures for these goods, without any hesitation.

Sobrinos de A. Gonzalez sold 723 bales of all kinds of leaf during the past two weeks.

F. Inksater purchased 500 bales of choice leaf for his firm of John Brand & Co.

Sierra & Martinez turned over 700 bales of Vuelta Abajo and Partido.

B. A. Kaiser was a buyer of 500 bales of leaf for his customers.

Miguel Gutierrez disposed of 620 bales of his choice packings of Remedios and Vuelta Abajo to his customers.

Theodore H. Vetterlein made one purchase of very excellent Remedios, first and second capaduras, amounting to 400 bales.

Herrera, Calmet & Co. turned over 441 bales of their prime Remedios packings.

Leslie Pantin, besides the tobacco bought for account of his customers in town, also acquired 375 bales additionally, upon cable orders, during the two weeks gone by.

José Menendez was a seller of 500 bales of Vuelta Abajo and Partido.

Manuel Garcia purchased 300 bales of excellent Vuelta Abajo fillers for his firm of Perfecto Garcia & Bro., at Tampa.

Perez Hns. closed out 400 bales of Remedios leaf.

Theodore Smith bought 282 bales of leaf for their firm of Hinsdale Smith & Co.

A. M. Calzada & Co. sold 320 bales of all kinds of leaf to their customers.

R. Sichel was a buyer of 278 bales of Vueltas and Partido.

Aixala & Co. disposed of 300 bales of Remedios and Partido

The following buyers took smaller quantities below 250 bales each, viz: Ernest Ellinger, Mark A. Pollack (upon cable orders), Max Elkan, Sidney Goldberg, José Menendez (of New York), Böning & Co., Garcia & Co., Sylvester & Stern, Diego Montero and various small manufacturers here.

The following leaf dealers also sold in smaller quantities below 250 bales each, viz: José C. Puente, Jorge & Castañeda, José Diaz Longo, Llopart & Co., Camejo & La Paz, B. Diaz & Co., Celestino Medio and Sucesores de Candido Perrote.

The many friends of Don Antero Prieto (of Sobrinos de A. Gonzalez) will be extremely sorry to learn of the sad home coming that he had, when he was advised by aerogram on board the S. S. Corcovado that his elder brother, Don Ramon Prieto, had died suddenly in Spain. The latter belonged to the same firm, although he had retired to his native home in Austria several years ago, and only was a silent partner. He died in the full manhood of his years, as he only reached the age of 55 years. What a contrast is life. When the Corcovado discharged her passengers on Sunday, February 4th, the many friends of Don Antero were condoling him, while at the same time they were congratulating Don Augustin Gonzalez upon the return with his bride.

By the same steamer also arrived Don Ignacio Gonzalez, of the firm of Gonzalez & Benitez, who returned from a long trip of vacation with his family.

Don José C. Puente, the well-known leaf dealer of the Calzada del Monte, arrived on the 4th inst. by the French liner "La Navarre" from his trip of recreation.

José Diaz Longo is still hard at work on his escojida of choice Vuelta Abajo at 129 San Nicolas street. This class of tobacco is really "Crême de la Crême" as regards the texture of the leaf, color of an exceedingly light brown, elasticity, and of a perfect burn, with a sweet taste even, without having been baled yet. Naturally the price will be high, and in all probability the packing when finished will be bought by one of our factories.

Sidney Goldberg, of the firm of S. Batt & Co., stopped during his stay in town with his friend, Sidney Rothschild, at 158 Industria street, and besides selecting what he needed to tide the factory over until the next crop he went all over the country to study personally the prospects of the coming crop. As he has been formerly in the leaf packing business here, for many years, he is certainly a good judge to appreciate a growing crop not alone, but also when the same has been cut and is hanging up to dry.

Mr. Frank Tilford, who arrived here in the S. S. Moltke, came only as a member of an excursion party and did not bother about business, although he spent a short time with his friends, Don Leslie Pantin and Don Ramon Arguelles, while on shore.

We have had two excursion parties here, one from Chattanooga, Tenn., and one from Chicago, both composed of manufacturers, merchants, bankers and other men of mark and means, who have been treated with a great deal of attention, as they were feted and shown the sights, therefore it is to be hoped that they have been pleased not alone, but that they have had an opportunity to study our possibilities for the future, and that mutual, profitable connections may be opened up in the sweet bye and bye. While our National Government is rather slow to help our industry and commerce generally, our City Municipal Government has not hesitated to spend some money on banquets, and an excursion to Matanzas to show them the sights of this charming town.

Don Carlos Cano, one of the pushing and sympathetic members of the Board of Directors of our Association of Leaf Dealers, Packers and Growers of Tobacco of the island of Cuba, has intervened actively in bringing about the settlement of two delegations at Alquizar and Los Palacios with a full membership.

Principal Shippers From Havana.

Principal shippers from the port of Havana, over 300 bales, from January 16th to February 3rd inclusive, were: Leslie Pantin, 2,098; Sylvester & Stern, 1,025; Mark A. Pollack, 961; J. H. Cayro & Son, 785; J. Bernheim & Son, 643; Manuel Suarez, 643; Diego Montero, 643; Miguel V. Perez, 470; I. Kaffenburgh & Sons, 373; Garcia & Co., 366; Rodriguez, Menendez & Co., 350; Suarez Hns., 341, and Sobrinos de A. Gonzalez, 302 bales.

ORETANIV.

The Public Cigar Cutter to Go?

AT a recent meeting of the Travellers Protective Association of America, a resolution was passed with the object of abandoning cigarcutters in public places. According to prominent cigar dealers who expressed themselves at the meeting, the cigarcutter in public places is even more apt to convey diseases than is the public drinking cup in railway trains which has recently been prohibited in several of the States.

Those who are behind the movement claim that a great many smokers who enter a cigar store and purchase cigars, first moisten the end of the cigar with their lips and then insert it into the cigarcutter. Their contention is that if a smoker suffers from some contagious malady it is more readily conveyed by means of the cutters than through the generally used drinking cups. The T. P. A. has started a most vigorous campaign and they have already selected a strong publicity committee which will endeavor to gain the support of the daily press in their efforts to abolish cutters in public places. Up to date the committee has already succeeded in engaging the support and co-operation of some of the most influential Metropolitan dailies, and within the next fortnight a series of feature articles will appear in the New York dailies which will depict and describe the danger and infection which the use of public cigarcutters present.

Firm Trade and Cut-price Retail Sales in Hub

BOSTON, MASS., Feb. 12, 1912.

About 40,000 to 50,000 people visited the magnificent new drug store of the Liggett corporation, formally opened last Saturday; this store is located at the corner of Washington and Avon streets. No expense was spared to make the formal opening memorable, complimentary boxes of chocolates and other valuable souvenirs being distributed freely. This makes the company's 47th store throughout the United States and Canada. The cigar department is especially attractive, carrying, as it does, all of the more popular brands, together with all manner of smokers' accessories, as humidors, automatic lighters, ad infinitum.

General business throughout the Boston trade continues firm; many retailers are featuring cut-price sales, which seem to appeal to the public, as they are responding freely. Driscoll & Fitzgerald, manufacturers of the "Elcho" domestic, have recently purchased a large supply of Havana tobacco leaf to be used in the manufacture of this popular brand. Many others have purchased large lines of Havana leaf.

The Manchester branch, No. 192, Cigarmakers' Union of America, recently sent $384. to the secretary of the strike committee at the great mill strike at Lawrence, where 20,000 employees are holding out for wage increase. This is but part of the relief fund which this Union is solicitous of offering the committee in charge making more collections this week, hoping to finally touch the $1000 mark.

Spaulding & Merrick, Chicago, are vigorously exploiting the merits of "Velvet" smoking tobacco, in an expensive advertising campaign in all of the local newspapers, and other publications, not excluding our foremost medical journals.

Waitt & Bond, Inc. (C. A. Sullivan, Treasurer), report assets of $682,706, with surplus of $255,093.

Dickey & Hodgdon's new store, on School street, opened in a blaze of glory last week, at which evidences of the good will of the Boston trade were presented in the form of floral set-pieces. The store was well-filled on the opening day, and bids fair to remain so, as their new stocks are very attractive.

H. Wyman, representing the American Tobacco Company, visited the jobbers last week.

Augustus H. Hall & Co., 3 Water street, have a unique window display of yellow calabash pipes this week, imported direct from London.

Estabrook & Eaton are receiving a steady call for their "Lords of England" Havana, selling at 15 cents straight. Their panatela shape, "Fabula" is holding the demand among the low-priced domestics. The branch at Masonic Temple has a striking window display this week, even non-smokers stopping to admire.

C. B. Perkins & Co., Kilby street, importers of clear Havana cigars, attest a pleasing demand for their product, which is slightly above the average for this time of the year.

S. S. Pierce Co., Tremont street importers, are enjoying a firm demand for their entire cigar line, ranging from their several shapes of "Overland" domestic to the individual boxes of —?—?—? retailing for one dollar each.

L. D. Mayhew, representing the plug department of American Tobacco Company, visited the trade last week.

HENDERSON.

GAYS MILLS, WIS., Jan. 18, 1912.

C. O. CROGAN, of Utica, delivered his acre crop here Saturday, taking home the neat sum of $909.96.

Henry Barlow, of Gays Mills, delivered his four and a half-acre crop, raised on his Yankeetown farm to the American Cigar Co., at Soldiers Grove, on Thursday of last week, receiving $1179.25 therefor. On the day following Norman Barlow, Henry's father delivered five acres to the same parties, receiving over $1200. We were unable to get the exact figures.

On Friday, M. D. Malone, of Yankeetown, delivered two and a half acres to the American people at Soldiers Grove for which they paid him $777.15. The returns per acre of this crop will probably compare favorably with any crop in the State.

James Campbell, of Steuben, delivered four acres a few days ago to Einer Peterson, which brought him $785.

John Glimsdale, of Harmony, Wis., has delivered to the American Cigar Co., at Visagua, his three-acre crop of 5350 pounds, which yielded in returns $705.06. This is one of the strong crops so far brought in.

Opposing Parcel Post

THE American League of Associations has recently been circularizing tens of thousands of wholesale and retail merchants, urging them to send letters of protest against a parcel post law to President Taft and to their senators and congressmen.

Factory Notes

Eisenlohr to Open New Factory

OTTO EISENLOHR & BRO., of Philadelphia, are arranging to open a new factory at Pennsburg, where several hundred cigarmakers will be employed.

Fred D. Grave, manufacturer of the "Judge's Cave" cigar, was largely responsible for the settlement of the Cunningham factory strike at New Haven, and deserves much credit for his good offices and success.

Adam Hofferbert, an experienced cigarmaker, will soon open a cigar factory in the 100 block of Court street, Peoria, Ills., directly east of the Geo. O. Kraeger grocery.

The cigarmakers at the factory of Thomas Cuningham & Co., in Franklin street, New Haven, Conn., who quit work about two weeks ago, have returned to their benches, following their acceptance of the ultimatum issued by the Manufacturers' Association.

Hemes Bros., the Peoria cigar manufacturers, are now settled in their new quarters on West Eighth street, opposite the St. Francis Building.

Allston A. McCoy has established in the Manion block, on North Main street, Utica, New York, a cigar manufactory. Mr. McCoy is manufacturing a cigar known as "Pa's Favorite."

At the annual meeting of the Penn Tobacco Company, of Wilkes-Barre, Pa., January 26th, it was decided to increase the capital stock of the company from $200,000 to $1,000,000. The great increase of business during the past year is the reason for the increase.

Charles M. Yetter, cigar manufacturer, at Wyomissing avenue and Broad street, Reading, Pa., is on a two weeks' business trip to Illinois, Michigan, Indiana, Missouri and other Western States.

On account of a cut in price from 40 to 38 cents per hundred, according to a statement made by employees of the Bucher & Bucher cigar factory, on Burns avenue, Dayton, Ohio, half of the entire force of cigarmakers, or between 50 and 75, walked out Friday morning.

George R. Coad, in partnership with Charles Burch, will commence the manufacture of high-class popular cigars at Dallas, Ore., in the near future.

A. S. Valentine & Son, cigar manufacturers, have removed their Pottstown, Pa., factory to the building formerly occupied by Factory No. 131, in Womelsdorf, commencing operations there with 75 hands.

Porto Rico Cigarmakers Strike Settled

THE strike among Porto Rico cigarmakers has been settled amicably. This will be a relief to the jobbing trade dealing in Porto Rico cigars.

Ohio As a Producer of Smoking Tobacco

THE State of Ohio is the second largest producer of smoking tobacco in the Union, being exceeded only by North Carolina. Of the total output of 214,056,402 pounds for the calendar year 1910, Ohio manufactured 32,687,954 pounds, or 15 per cent., and North Carolina 43,652,231 pounds, or 20 per cent., the two States together producing 35 per cent. of the entire amount of smoking tobacco made.

A number of porters on the Great Northern road were arrested the other day in Seattle and Tacoma, charged with swindling. It is alleged that they have consistently substituted the brands of cigars supplied for sale by the road with less fragrant weeds purchased by themselves, the same holding good of the liquid refreshments served on trains and at the depots.

Worth Knowing

As an exporter of tobacco, the United States leads the world.

Los Angeles Forging Ahead

Business With Both Jobbers and Retailers "Very Good"

LOS ANGELES, CAL., Feb. 10, 1912.

JAMES McCORMICK will open a new store. "Post Dispatch" in big demand. The cigar business here with both retailers and jobbers is very good. With the majority of our jobbers, the new year has started off with unusual activity, and all indications favor a very prosperous year.

Morris Samuels, of the Baer Cigar Co., is sending in some good-sized orders from Arizona for the "El Templo" cigar.

Jud C. Wood (Berriman Bros.) expects to leave soon for the North as far as Portland, in the interest of the "Jose Vila" cigar. Mr. Wood informs me that he is well pleased with the sale of the "Jose Vila" all over his territory.

C. Barnes (Klauber & Wangenheim Co.'s representative) left today for Santa Barbara, in the interest of his firm. Mr. Barnes always carries an extra order book on this trip.

Robert Gans (J. J. Gans Bros.) reports a successful year and a healthy distribution of "La Natividad," "Lawrence Barrett" and "Tom Keene."

Sam Friend, city salesman of the Kingsbaker & Klingenstein Co., has made a new resolution for the new year, to double the business on "Y. B." and "Cinco" cigars. "Here's hoping you triple it, Sam, as you are always on the job."

The B. & L. Cigar Store has an attractive window display of "Sanchez y Haya."

I. J. Hess (A. Santaella y Co.) left today for San Francisco. Mr. Hess was pleased to see how the "Optimo" is selling here. Klauber & Wangenheim Co. are distributors of the "Optimo" cigar.

Max Roth reports a big demand on the "Bachelor" cigar.

The "Post Dispatch" cigar has made a hit with the Los Angeles public from the start. Klauber & Wangenheim Co. report that repeat orders are coming in fast.

The Royal Cigar Store, at 518 South Broadway, has a neat window display of "Post Dispatch" cigars this week.

Albert Greenwood, general manager of the Klauber & Wangenheim Co., made a flying trip to San Diego in the interest of the firm.

Chambers & Smith are displaying the "Bachelor" cigar in their windows this week.

J. Weinberger, at Temple and Spring streets, reports "San Felice" and "Pippins" as best sellers in the five-cent line. He also carries a complete line of clear Havana cigars, such as "Lovera," "Optimo," "La Natividad," "St. Elmo," "Jose Vila," "Americans," "Webster," "El Templo" and "Sanchez," in all sizes.

Louis Gold, the popular cigar man, corner Winston and Main streets, is showing an attractive window display of "El Wadora" cigars this week.

Will H. Wood has resigned his position with Harry F. Gadeky, at 218 South Spring street, having accepted a position as chief clerk in the new hotel at Planada, Merced Co., Cal., "The City Beautiful." He expects to leave for that place about March 15.

Klauber & Wangenheim Co., report a big demand for "Lucky Improved Stogies" all over their territory. The sale of these stogies is phenomenal, as they are turning them out at the rate of ten thousand per day, and the dealers are continually calling for increased orders.

L. C. Erdt (M. Melachrino & Co.) left today for San Francisco, after a hard campaign just finished, on "Melachrino" cigarettes. Mr. Erdt has engaged Mr. C. E. Means to look after the interest of the "Melachrino" cigarettes. He predicts to make this brand of cigarettes the best sellers here.

James McCormick, the baseball magnate, will open a new cigar store at 610 South Spring street, in a few days.

M. BURKE.

Where Did Tobacco Originate?

THE tendency now is to rob the North American Indian of the credit of having given to civilization the boon of tobacco. Some ascribe its origin to the Medes and Persians, others to the inhabitants of the Malay archipelago, and still others to the Arabs in general. There appears to be an Arabian word "sakara," meaning to smoke, from which our words cigar and cigarette may have been derived.

Tullahoma (Tenn.) Tobacco District

ATTRACTED by the development and progress of the Tullahoma, Tenn., tobacco market, O. V. Richardson, Ekron, Ky., has organized the Planters' Bank and Trust Company, with a capital of $20,000. A. P. Ray, president; J. A. Richardson, vice-president; O. V. Richardson, cashier.

A cigar salesman recently gave up his position in order to publish a long treastise on salesmanship, but his project failed because he could not dispose of the edition.

Puzzle—Find the value of his advice.

MACDONALD & GOLDSMITH—SALESMEN

The above picture represents two able and efficient salesmen, campaigning for the Davis & Sons' "Don Remo" 5c. cigar, through Southern California. Note the expression in their faces, and it will explain their results.

Duke of Connaught a "Fiend"

THE Duke of Connaught, at present on a diplomatic and social visit to the United States, is a confirmed cigarette smoker.

M. F. Snider Now Chief of Tobacco Division

HE. SNIDER, of Ohio, has been appointed chief of Tobacco Division of the Internal Revenue, to succeed the late J. T. Bivins. Mr. Snider has seen thirteen years active service in the Tobacco Department of the Government. His new position carries with it a salary of $2,250 per year.

Assemblyman Ruland, of Broome, N. Y., as the result of extensive correspondence with cigar merchants, has introduced an anti-coupon bill in the State legislature at Albany, which bars the use of coupons in New York State as a means of stimulating either cigar or liquor sales.

Assemblyman George Baker has introduced a bill in the Kentucky legislature prohibiting the manufacture and sale of cigarettes in the State.

The cigar stand at Powers Hotel, Rochester, N. Y., enjoys a liberal patronage by leading cigarmen, and recently was visited by such well-known cigar firms as Isidor Meyer, (Jeitles & Blumenthal); L. Meyer, (44 Cigar Company); I. M. Fleischman, (The American Cigar Company); Joseph B. Wertheim, (Jose Lovera & Company), and many others. The stand is conducted by Coventry & Klem, two popular enterprising men.

New Factory of A. B. Smith Co.

New Factory of A. B. Smith Co., Striking Architectural Feat

THE firm of A. B. Smith & Co., manufacturers of the "3-20-8" brand of cigar, Boston, Mass., has just moved into its new factory, to be known as the daylight cigar factory.

The building is constructed entirely of reinforced concrete, and is modernly equipped in every particular. As shown in the accompanying illustration, it is right-triangular in shape. The A. B. Smith Co. occupy the two upper floors, while the lower floors are used as stores. The entire building, which was designed with the future intention of putting on another story, rests on concrete footings placed on hard pan. Although it might properly be called "absolutely fireproof," a serious loss might even here occur by the burning of the combustible contents, and this has been provided against by the installation of about 340 Grinnell automatic sprinklers, in accordance with specifications furnished by the General Fire Extinguisher Company of Massachusetts. The building was erected by the Concrete Engineering Company of Boston, Mass., in accordance with plans and specifications of Manks and Johnson, architects and builders, 7 Water street, Boston.

Mr. A. B. Smith, who heads the firm, paid a visit to New York the other day for the purpose of looking after the distributing interests of his house in the metropolis. His cigars are reported great sellers by The Interborough Cigar Co., New York; George Hirsch, Brooklyn; Jacob Schenker, Brooklyn; L. Singer Cigar Co., Jersey City, N. J.; Charles Tilp, Astoria, L. I.; the Crawford Cigar Co., Newark, N. J., and many other well-known retailers.

Comparison of Tobacco Crop Statistics

The census statistics on tobacco cover acreage, production and value for the crop of 1909 as compared with that of 1899. In making comparisons, the data for acreage are the most important, as changes in the area planted to a given crop are due to a great extent to broad economic tendencies which are well indicated by returns every ten years. The production, however, fluctuates from year to year in accord with current conditions—rainfall, temperature, etc., so that a comparison between one ten-year period and another may not show true general tendencies. There may be temporary fluctuations in production which will affect current prices and consequently the aggregate value of the crop for any given year.

The area in tobacco increased from 1,101,000 acres in 1899 to 1,125,000 acres in 1909, an increase of 194,000 acres, or 17.6 per cent. The percentage of increase in production is somewhat larger, the crop in 1909, being 1,055,765,000 lbs., as compared with 868,113,000 lbs. in 1899, being an increase of 187,652,000 lbs., or 21.6 per cent. The average production per acre increased from 788 to 815 lbs. The increase in value is enormous, having advanced from $56,988,000 to $104,303,000, an increase of almost $50,000,000 or 83 per cent. The average value per pound rose from 6.6 cents to 9.9 cents or 50 per cent. The acreage has increased from 639,000 in 1879, 695,000 in 1889, 1,101,000 acres in 1899 to 1,295,000 acres in 1909. The acreage in the latter year, shows that it has more than doubled in the last thirty years. The production during the same period has increased from 472,661,000 lbs. to 1,055,765,000 lbs.

The Editor's Letter-Box

Editor THE TOBACCO WORLD.

Dear Sir: Will you give me the owner and address of cigar factory 505 First District of Pennsylvania.

Yours truly,
WM. J. SWANNELL,
Red Bank, N. J.

Answer.—Factory is conducted by Edward J. Adamson, Jr., Eastern Penitentiary, Philadelphia.—EDITORS.

JANUARY 27, 1912.

Editor THE TOBACCO WORLD.

Dear Sir:—Kindly let me know by return mail, how many cigars were manufactured last year in the United States and Cuba, not including stogies and small cigars, Thanking you in advance, I am,

Very truly yours,
CHARLES C. L. KEYER,
225 Park Avenue,
Dayton, Ohio.

Answer: The figures we have at hand do not discriminate between cigars and stogies.

Total amount of cigars manufactured in this country in 1911 was 7,270,144,822, an increase of 200,336,076 over 1910. "Little cigars," which include cheroots and some of the smaller stogies, showed a total production of 1,207,749,111.

Cuban production for 1911 showed 188,129,188, as against 171,428,724 in 1910.

Editor THE TOBACCO WORLD,

Dear Sir: Will you kindly tell us who manufactures the "Havana Plantation Cigar," under Factory #382, Second District of New York?

Answer.—A. P. Garcia is the name, but he has removed from his old address, #98 McDougall St., New York City.

ALTOONA, PA.

Editor TOBACCO WORLD.

Dear Sir:—Please let me have a list of books and prices, on the subject of tobacco.

Yours truly,
R. C. VALENTINE.

Answered by letter.

GREENVILLE, O.

Editor TOBACCO WORLD.

Dear Sir:—I wish to ask you if you have a later directory of the United States directory of cigar manufacturers, leaf tobacco packers, importers and dealers than the one you published in or about the year of 1908. If you have a later one than this, please mail, as I need one very much.

Respectfully yours,
G. W. RHOADS,
Per LEE MCFARLAND, *Sec.*

Answered by letter.

Plug Business of Liggett & Myers in "Frisco."

W. J. Epes, previously manager of the Star department on the Coast, has been placed in charge of the plug, plug smoking, fine cut and scrap tobacco business of the Liggett & Myers Tobacco Co. Mr. Epes will have his headquarters with the John Bollman Co., on Battery street, which concern is also part of the Liggett & Myers Co. Mr. Epes will have charge of the plug business in the following six States: California, Arizona, Nevada, Oregon, Washington and Idaho. F. B. Harris, previously manager of the Horseshoe business for the old A. T. Co. plug department, has been made division salesman for the Liggett & Myers plug business in California, Arizona and Nevada.

The Farmers' Co-operative Leaf Tobacco Warehouse Co., W. Baltimore, has organized with $10,000 capital. Directors, Hiram Snoff, C. F. Bliss, John Ashbaugh, Sam Fisher and Cyrus B. Beseeker.

LEAF TOBACCO MARKET

Strong New York Demand for Shade Grown Connecticut---Philadelphia and Lancaster Trade Improving---Main Problem of Wisconsin is the Receiving and Warehouse-handling of Crop Contracted for---Zero Weather Hampers New England Trade---Buying of 1911 Ohio Confined Mainly to Dutch

NEW YORK.

NEW YORK CITY.

BUSINESS in the leaf tobacco market seems to be responding to present needs, but as yet the trade does not appear to be in full swing. The chief demand at present is for shade-grown Connecticut, which seems to have caught the fancy of the manufacturer, and which therefore is likely to become a rapid seller. The shade-grown Connecticut set the pace last year, and it seems as if this fashion would be kept up during the current year. As long as this fashion lasts the shade-grown will undoubtedly make some inroads into the use of the Sumatra, but the latter has by no means lost its prestige.

The binder situation has not improved, nor is it likely to improve.

To filler tobaccos the market seems to be at present indifferent. The 1911 Pennsylvania and Ohio are inferior to the 1910 crops, and holders of the latter are in no hurry to dispose of their stocks.

PENNSYLVANIA.

PHILADELPHIA.

WHILE the greater part of the month of January was dull and disappointing, the first two weeks of February show a gratifying improvement in both the leaf dealers' and manufacturers' trade. The latter are commencing to get in good-sized orders from the West, and this encourages them to look around to replenish their leaf stock. The big factories are pretty well supplied with leaf, but if trade continues to pick up apace, they may still be in position to place some orders now and then. The small factories, on the other hand, are very short of stock, and on account of the high prices, they are ordering only for immediate needs.

LANCASTER.

Things are commencing to brighten up very nicely in the local leaf tobacco market, especially as regards trade in old goods. During the early part of February there was quite a lot of this stock changed hands, and although the deals, as a rule, were for small lots, the sum total would make a very nice figure. Packers are now paying most attention to the receiving of the new goods, and deliveries have been quite heavy. There appears to be less complaint than ever about the goods this season and as a rule the tobacco seems to be in fine condition when delivered. The cigar business is beginning to show its anticipated improvement and will soon be in full blast. Buying up the new crop continues in spite of a tendency to higher prices. It is estimated that more than half the crop has now been contracted for, the buyers being busy completing their rounds in spite of the unseasonable weather of the early part of the month.

WISCONSIN.

EDGERTON.

THE receiving and warehouse handling of the tobacco crop contracted for months ago is likely to be the absorbing topic of interest in the local tobacco market for some time to come. This crop is now being taken and settled for as fast as the facilities for packing will warrant. Weather conditions are yet somewhat unfavorable to the crowding of this work, although most of the warehouses are running with full forces and will be kept busy until the spring months.

In old leaf business is still confined to moderate-sized transactions to meet pressing needs of the manufacturers. There is a steady line of deliveries coming to this market each day and much receiving is done at outside points by the large operators.

VIROQUA.

RIGOROUS, inclement weather, attended by snow storms, are keeping trade here somewhat dull, but thanks to the hardihood of the growers there is nevertheless a procession every day of wagons upon the highways leading to town. Every grower appears to be anxious to make delivery of his holdings, but the brakes are applied by the buyers, who are not able to handle or receive faster than the capacity of their crews and warehouse room permit. It will be next April before all can make deliveries.

NEW ENGLAND STATES.

SPRINGFIELD, MASS.

SALES of 1911 Connecicut tobacco are at a minimum owing to the fact that only a small part of the crop remains in growers' hands. Warehouses are well employed. The extreme low temperatures, the thermometer going below zero for a prolonged period in a number of tobacco towns, has tended to restrict activities.

A real good damp is needed to enable Connecticut valley growers to take down tobacco which will soon be wanted in the warehouses. The principal sufferers from the prolonged spell of dry weather are growers owning tobacco still in the barns, who, of course, lose the use of the money which is tied up in their crops until delivery. Growers who have not heretofore primed their tobacco are making inquiries which indicate unmistakably the trend of their thoughts, and it can be put down for a certainty that there will be another large increase in the primed tobacco acreage this season, including the shaded crop; it would not be surprising if more than fifty per cent. of the 1912 crop were primed.

OHIO.

DAYTON.

BUYING of the 1911 Ohio tobacco continues to be confined mainly to Dutch, and while there has been quite a good deal of driving, the buying has been going slowly. The growers are beginning to admit that there is considerable shed damage and that they have a hard proposition on hand in assorting their goods so as to be able to deliver sound tobacco.

Most of the packers are having calls for Dutch and are anxious to get some 1911 Dutch in their warehouses as early as possible and have it on the market early; this condition accounts for the buyers giving their attention almost entirely to Dutch. The buying of the Seed and Spanish will likely not become very general until the growers have finished stripping.

The 1910 tabled and re-sweat Zimmer Spanish is now being offered and it is unquestionably an unusually fancy filler tobacco, A great many of the packers claim it is the best tobacco since the 1904 crop.

Bill to Show Leaf Supply at Hand

SENATOR McLEAN, of Connecticut, has been assisting as a member of the Senate committee on census in perfecting the bill, passed by the House, directing the director of the census to collect and publish statistics to show the amount of leaf tobacco on hand and by whom it is owned, April 1 and October 1, of each year. Senator McLean informed the committee that he had called the bill to the attention of the president of the New England Tobacco Growers' Association, and that the president of the organization, in turn, notified its members and that no opposition had developed.

Leaf Items

Messrs. Landsfield & Steele, Chicago, Ills., are in receipt of a shipment of 43 bales of Havana tobacco, shipped to them under date of January 30, by Manuel Suarez, of Havana, Cuba, per steamship "Mexico," via New York.

The American Cigar Company, Springfield, Mass., have closed their tobacco warehouse on Main street, after packing about 1000 cases of tobacco, which has been shipped to York, Pa. The closing of the warehouse will throw nearly seventy people out of employment.

The Housatonic Valley Tobacco Company, of New Milford, Conn., is to start with $1000 capital, incorporated by William D. Wanzer, James H. Dodd and Fred I. Wanzer.

The Darke County Farmers' Leaf Tobacco Company, Greenville, tobacco warehouse, Cincinnati, Ohio, $10,000 500 shares of $20 each; by J. E. Brown, J. K. Albright, George W. Rhoades, John Robeson, Stephen Rhoades, J. C. Ross, B. G. Edison and H. Puterbaugh.

Mr. Philip G. Frank, representing Philip & John Frank, the well-known importers and packers of leaf tobacco, has started out on an extensive trip for his firm, carrying the large line of samples of various grades of leaf. His first stop will be Philadelphia. He will then take in a few of the cities in the South, and make a flying trip to the section of the Western territory before returning home.

Royal Thompson, of Hartford, representing Connecticut tobacco growers, recently visited Washington, in connection with the Cantrill bill, providing for the collection of additional tobacco statistics and other matters.

Assessors Joel H. Brewer, Joseph E. Carroll and Samuel N. Brainard have made a tour of the tobacco warehouses in East Hartford, Conn., with the intention of having the cased tobacco put in the tax list. Cased tobacco has never been included in the taxable property in this town, although it is included in other towns, it is said.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ **One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.**

PANAMA ROSE:—23,776. For cigars, cigarettes. January 25th, 1912. Symons-Kraussman, New York City.

THE ROSE OF PANAMA:—23,777. For cigars, cigarettes. January 25, 1912. Symons-Kraussman, New York City.

CASINO PUFFS:—23,778. For cigars, cigarettes, cheroots, smoking tobacco. January 25, 1912. American Litho. Co., New York City.

COMMERCIAL DRAFT:—23,779. For cigars, cigarettes, cheroots. January 25, 1912. A. C. Henschel & Company, Chicago, Ill.

MILLIONAIRE CROOKS:—23,780. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 25, 1912. Peter McGuigan, Red Lion, Pa.

SEAL OF BOISE, IDAHO:—23,781. For cigars. January 25, 1912. Empire Cigar Factory, Boise, Idaho.

STATE SEAL OF UTAH:—23,782. For cigars. January 25, 1912. Empire Cigar Factory, Boise, Idaho.

WOBURN:—23,783. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Lettieri Bros., Boston, Mass.

OCASO—23,784: For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 26, 1912. American Litho. Company, New York City.

HIGH TRESSERS:—23,785. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 00, 1912. Coraza Cigar Company, Milwaukee, Wis.

CRAFT:—23,786. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 26, 1912. Heineman Bros., Baltimore, Md.

TWO CENT CIGAR, 5 FOR TEN CENTS:—23,787. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 26, 1912. T. E. Brooks & Co., Red Lion, Pa.

7-20-9:—23,788. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 26, 1912. Green Bros. & Co., North Adams, Mass.

SELINAS:—23,790. For cigars. January 27, 1912. Mr. H. W. Finck, San Antonio, Tex.

MARY THORN:—23,791. For cigars. January 27, 1912. Leland O. Skinkle, Detroit, Mich.

KEY ROSE:—23,792. For cigars, cheroots, stogies. January 29, 1912. Petre, Schmidt & Bergman, Philadelphia.

DON MURAL:—23,793. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1912. Chicago Box Co., Chicago, Ill.

EL CHILLI:—23,794. For cigars, cigarettes, cheroots, chewing and smoking tobacco, stogies. January 29, 1912. Chicago Box Co., Chicago, Ill.

DON MILLO:—23,795. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1912. Chicago Box Co., Chicago, Ill.

LORD ELAM:—23,796. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1912. Chicago Box Co., Chicago, Ill.

DON BEDA:—23,797. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1912. Chicago Box Co., Chicago, Ill.

QU-VANA:—23,798. For cigars, cigarettes, cheroots, stogies. January 29, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Ia.

N. T.:—23,799. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1912. Briskol Cigar Company, Tampa, Fla.

A. D. S. (A DAINTY SMOKE):—23,800. For cigars, cigarettes, stogies, chewing and smoking tobacco. January 30, 1912. Sidney S. Rice, Los Angeles, Cal.

A. M. S. (A MILD SMOKE): 23,801. For cigars, cigarettes, stogies, chewing and smoking tobacco. January 30, 1912. Sidney S. Rice, Los Angeles, Cal.

ELIAS HOWE:—23,802. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 30, 1912. Heywood, Strasser & Voight Litho. Co., New York City.

CONTENTAR:—23,803. For cigars, cigarettes, cheroots. January 30, 1912. The Ruy-Lopez Company, New York City.

LIOBA:—23,804. For cigars, cheroots, cigarettes. January 30, 1912. Chas. Stutz Company, New York City.

N. Y. WESTCHESTER & BOSTON DIVISION:—23,805. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January ?, 1912. Robt. Friedman, White Plains, N. Y.

ALLUSTRO:—23,807. For cigars, cigarettes, cheroots. January 31, 1912. Moller, Kokeritz & Co., New York City.

RACENDO:—23,808. For cigars, cigarettes, cheroots. January 31, 1912. Moller, Kokeritz Company, New York City.

INFORMER:—23,809. For cigars, cheroots, stogies. January 31, 1912. Messrs. Petre, Schmidt & Bergmann, Philadelphia.

OLD PETE:—23,810. For cigars, cheroots, cigarettes, stogies, chewing and smoking tobacco. P. Letteri Company, Boston, Mass.

SPECIAL PRIVILEGE:—23,811. For cigars, cigarettes. February 1, 1912. Mr. Walter S. Bare, Lititz, Pa.

SUSQUEHANNA GIRL:—23,812. For cigars, cheroots. February 1, 1912. Uganda Cigar Company, Danville, Pa.

BEST BET:—23,813. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 1, 1912. Messrs. Kraus & Company, Baltimore, Md.

CYPHER CODE:—23,814. For cigars. February 1, 1912. Mr. John J. Sloop, Dayton, Ohio.

TED AND TESS:—23,815. For cigar, cigarettes, cheroots, stogies, chewing and smoking tobacco. February ?, 1912. Kaufman, Pasbach & Voice, New York City.

JOSEPH F. GLIDDEN (By Permission):—23,816. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 1, 1912. Wm. Steiner Sons & Co., New York City.

SOL. H. COHN'S HAND MADE PERFECTO:—23,817. For cigars. February 2, 1912. W. E. Jenkins Cigar Company, Kansas City, Mo.

FLOR DE KNISPEL:—23,818. For cigars, cigarettes, cheroots, February 2, 1912. Mr. George C. Knispel, St. Paul, Minn.

A. O. C. (ASSOCIATION OF COMMERCE):—23,819. For cigars, cigarettes, cheroots. February 2, 1912. Mr. George C. Knispel, St. Paul, Minn.

WILL'S JEWEL:—23,820. For cigars. Feb. 2, 1912. W. M. Siers Cigar Co., Wilkes-Barre, Pa.

X BROS. GUARANTEE:—23,821. For cigars. February 2, 1912. Mr. George Ximanies, Miami, Fla.

XIMANIES CIGAR FACTORY:—23,822. For cigars. February 2, 1912. Mr. Geo. Ximanies, Miami, Fla.

XIMANIES SPECIAL:—23,823. For cigars. February 2, 1912. 2, 1912. Mr. Geo. Ximanies, Miami, Fla.

MOORE'S #16:—23,824. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 2, 1912. Harry H. Moore Tobacco Co., Lockport, N. Y.

PYTHOGORAS:—23,825. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

ATAHNALPA:—23,826. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

GABRIEL DE ROJAS:—23,827. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

PEDRO DE VALDIVIA:—23,828. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

PASTENE:—23,829. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

DIEGO DE ALMARGO:—23,830. For cigars, cigarettes, cheroots, chewing and smoking tobacco, stogies. February 3, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

THREE INDIANS:—23,831. For cigars, cheroots, stogies. February 3, 1912. Mr. C. E. Acton, Belmont, Ohio.

INDIANETTES:—23,832. For cigars, cheroots, stogies. February 3, 1912. Mr. C. E. Acton, Belmont, Ohio.

THREE PENNAS:—23,833. For cigars, cheroots, stogies. February 3, 1912. Mr. C. E. Acton, Belmont, Ohio.

PENNAETTES:—23,834. For cigars, cheroots, stogies. February 3, 1912. Mr. C. E. Acton, Belmont, Ohio.

BUTLERETTES:—23,835. For cigars, cheroots, stogies. Feb. 3, 1912. Mr. C. E. Acton, Belmont, Ohio.

EL BOSAL:—23,836. For cigars. February 3, 1912. Royal Havana Cigar Mfg. Company, Baltimore, Md.

PEROMO:—23,837. For cigars. February 3, 1912. Mr. Ben F. Shearer, Des Moines, Ia.

BELLE BON:—23,838. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1912. Kaufman, Pasbach & Voice, New York.

F & M

F. & M.—23,839. For cigars, cigarettes, cheroots, chewing and smoking tobacco. Mr. Robert L. Thornton, Lancaster, Pa.

TEMPTATION:—23,841. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1912. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

IT'S THE LIMIT:—23,842. For cigars. February 5, 1912. Mr. Chas. A. Stritzel, Rochester, N. Y.

LITTLE BROWN JUG:—23,843. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 5, 1912. Mr. Frank A. Bronson, Binghamton, N. Y.

LA FLOR DE EMILIO MORAN:—23,844. For cigars, cigarettes, cheroots. February 5, 1912. Mr. Emilio Moran, Tampa, Fla.

JOLLY ROBBERS:—23,845. For cigars, cigarettes, chewing and smoking tobacco. Standard Tobacco Co., Fayetteville, N. Y.

LIGHTS & SHADOWS:—23,846. For cigars, cigarettes, chewing and smoking tobacco. February 5, 1912. Standard Tobacco Company, Fayetteville, N. Y.

UNITY MIXTURE:—23,847. For cigars, cigarettes, chewing and smoking tobacco. February 5, 1912. Standard Tobacco Co., Fayetteville, N. Y.

AUTOGO:—23,848. For cigars, cigarettes, chewing and smoking tobacco. February 5, 1912. Standard Tobacco Company, Fayetteville, N. Y.

ATLASTA PERFECT BLEND:—23,849. For smoking tobacco. February 5, 1912. Standard Tobacco Company, Fayetteville, N. Y.

PERTERVA:—23,850. For cigars, cigarettes, chewing and smoking tobacco. February 5, 1912. Standard Tobacco Co., Fayetteville, N. Y.

SPECIAL SERVICE:—23,851. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1912. American Litho. Co., New York.

VERY SPECIAL:—23,852. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1912. American Litho. Co., New York City.

CROMETTES:—23,853. For cigars, cheroots, stogies. February 6, 1912. Mr. C. E. Acton, Belmont, Ohio.

FLICK'S 2 for 5¢ CIGAR:—23,855. For cigars. February 7, 1912. Mr. W. G. Altland, Springetts, Pa.

JOLLY FROG:—23,856. For cigars. February 7, 1912. A. C. Henschel & Company, Chicago, Ill.

PATTY RYAN:—23,857. For cigars. February 7, 1912. W. J. Neff & Company, Red Lion, Pa.

SNOW DRIFT:—23,858. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1912. American Litho. Co., New York.

RICONA:—23,859. For cigars, cigarettes, cheroots. February 8, 1912. Phil. D. Mayer & Son, New Orleans, La.

DON CORDORA:—23,860. For cigars, cigarettes, cheroots, chewing and smoking tobacco. Chicago Box Company, Chicago, Ill.

BALRONIA:—23,861. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 8, 1912. Chicago Box Company, Chicago, Ill.

TWO CRACKER JACKS:—23,862. For cigars, cigarettes, cheroots. February 8, 1912. J. W. Minnich & Son, Dallastown, Pa.

CUBAN SMOK-KA:—23,863. For cigars, cigarettes, cheroots. February 8, 1912. Mr. Louis C. Reiss, Rochester, N. Y.

LA PRENDA:—23,864. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February ?, 1912. The Moehle Litho. Co., Brooklyn, N. Y.

PUROLA:—23,865: For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 8, 1912. Blumauer-Frank Drug Co., Portland, Oregon.

DON JAGO DE COMPOSTELLA:—23,866. For cigars, cigarettes. February 8, 1912. Messrs. Moller & Kolb, Chicago, Ill.

STAR CITY CLUB:—23,867. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 8, 1912. Mr. Wm. Koehler, Chicago, Ill.

THE CHOPPER:—23,868. For cigars. February 8, 1912. Woodman Cigar Co., Chicago, Ill.

DOCTOR'S MIXTURES:—23,869. For cigars, chewing and smoking tobacco. February 8, 1912. Standard Cigar Co., Fayetteville, N. Y.

SHANTOM MIXTURE:—23,870. For cigars, cigarettes, chewing and smoking tobacco. February 8, 1912. Standard Tobacco Company, Fayetteville, N. Y.

LIKEABLE:—23,871. For cigars, cigarettes, chewing and smoking tobacco. February 8, 1912. Standard Tobacco Company, Fayetteville, N. Y.

FLOR DE F. E. C.:—23,872. For cigars, cigarettes, chewing and smoking tobacco. February 8, 1912. The Moehle Litho. Co., Brooklyn, N. Y.

H. M. FLAGLER:—23,873. For cigars, cigarettes, chewing and smoking tobacco. February 8, 1912. The Moehle Litho. Company, Brooklyn, N. Y.

TAMPA BRIDE:—23,874. For cigars, cigarettes, chewing and smoking tobacco. February 8, 1912. The Moehle Litho. Co., Brooklyn, N. Y.

SWEET MIGNONETTE:—23,875. For cigars, cigarettes, chewing and smoking tobacco. February 8, 1912. The Moehle Litho. Co., Brooklyn, N. Y.

PICADORA:—23,876. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 8, 1912. Messrs. Melchert & West, Aurora, Ill.

MAZDA:—23,877. For cigars, cheroots, stogies. February 9, 1912. Petre, Schmitt & Bergman, Philadelphia.

L. A. LONO:—23,878. For cigars, cigarettes, cheroots. February 9, 1912. Mr. P. H. Lonergan, Jacksonville, Ill.

EL PATO:—23,879. For cigars, cigarettes, cheroots. February 9, 1912. Mr. P. H. Lonergan, Jacksonville, Ill.

TWO FRIENDS.—23,880. For cigars, cigarettes, cheroots. February 9, 1912. Mr. Samuel Kaufman & Co., Dallastown, Pa.

CONCRUS' SPIKE:—23,881. For cigars. February 9, 1912. Mr. Henry Concrus & Son, Aurora, Ill.

LITTLE BOOSTER:—23,882. For cigars. February 9, 1912. American West Indies Sales Company, New York City.

L. A. RENO:—23,883. For cigars. February 9, 1912. Mr. Fred L. Reno, Allentown, Pa.

BLUE COAT:—23,884. February 9, 1912. Mr. Chas. S. Peiffer, Stouchsburg, Pa.

CANCELLATIONS.

NOW NOTICE DE KALB:—23,769. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 3, 1912. Wm. Steiner Sons & Co., New York City. (Has been cancelled.)

EL TON REY:—23,806. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 31, 1912. Moller, Kokeritz & Co., New York City. (Has been cancelled.)

CORRECTION.

CHINC:—23,679. For cigars. January 9, 1912. H. M. Henzel, Philadelphia; should read **"CHINO."**

Obituary

Noted Tobacco Merchant—Last Treasurer of Confederacy —Dead

CAPTAIN M. H. CLARK, who served as chief and confidential clerk of Jefferson Davis, during the Confederate Government, and was the last acting Treasurer of the Confederacy; for over half a century engaged in the tobacco business at Clarksville, Tenn., and for twenty-five years Secretary of the Clarksville Tobacco Board of Trade, died at Washington, D. C., on February 4th.

Captain Clark did duty in the trenches around Richmond and helped to repel the Dahlgren raid. He was afterward made a staff officer with the rank of captain.

Kilkenny Mourns the Loss of Captain Cuffe

CAPTAIN, the Hon. Otway Cuffe, who died recently in Ireland, aided greatly in starting the Kilkenny Tobacco Factory, which is sighted as a monument to his industry. In fact, Kilkenny, known as a decaying market town ten years ago, owes its position as a flourishing industrial centre, including tobacco handlings, to Captain Cuffe alone.

Scoundrel Causes Death of Morris Unger

MORRIS UNGER, a cigar dealer, of 1109 Second avenue, New York, fell dead at the door of his house, on February 3rd. It is reported that his death was due to heart failure, caused by a despicable act of some person, who called Mr. Unger on the telephone and told him that his daughter had been kidnapped and was being maltreated.

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Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker

18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio

FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

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Leaf Tobacco Brokers, Dayton, Ohio

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Packing shorts for jobbing trade a specialty,
Will pay *net cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

WANTED—A large jobbing house, or an experienced salesman with a large acquaintance to handle a 5 and 10-cent line among the trade in Pennsylvania and New Jersey. A very fine opportunity for right party. Address M. R., Box 89, care Tobacco World. 1-1-a.

THE EATON STOGIE: A large 5½ inch, long filler stogie. Correspondence from jobbers solicited. B. O. B. Cigar Co., Eaton, Ohio.

EXPERIENCED TOBACCO BUYER would represent packing firm in buying in York County, Pa., leaf this season. Best of references. Address Buyer, Box 88, care of The Tobacco World. 1-1-r

Wanted.

Dutch firm, well introduced with the tobacco trade, wants first class American tobacco firms for representation in the Netherlands. Apply to Box K. A. A. 250, "Tobacco World."

WANTED—A reliable, energetic, hustling salesman to sell cigar boxes and labels in Wisconsin and Minnesota for an old established firm. Those with experience in the line, or acquaintance with the trade will be given preference. Write, stating age, experience and give references. Thoroughgood & Co., Janesville, Wis.

For Sale.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old reswept wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

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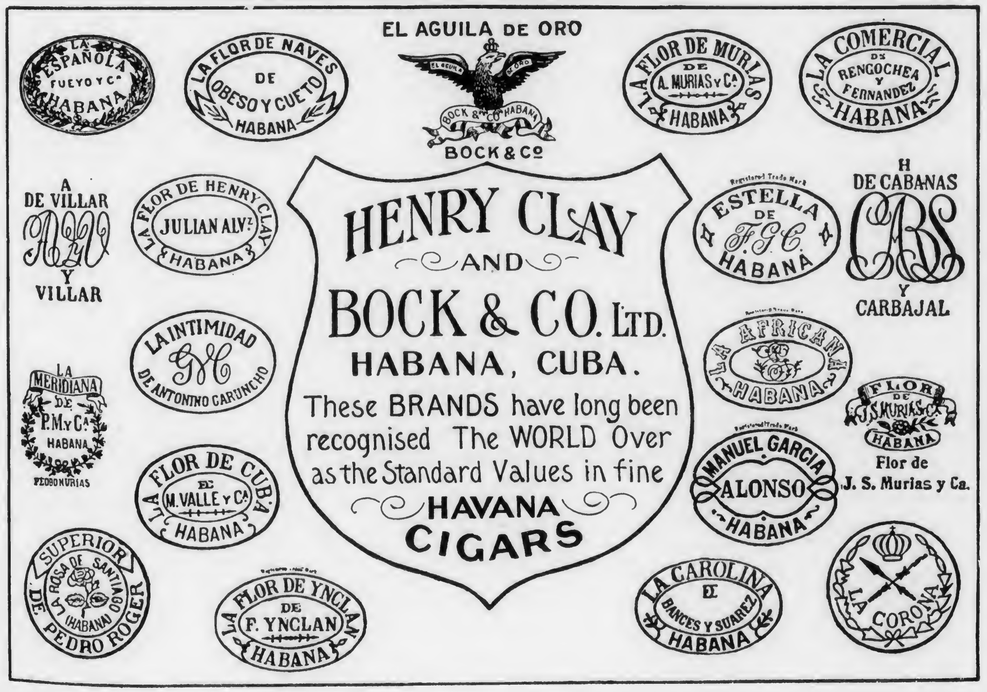

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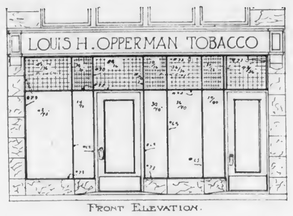

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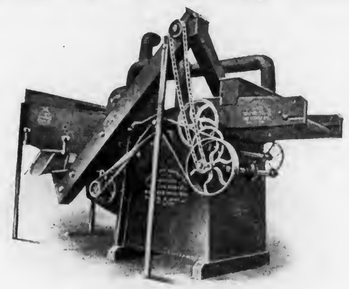

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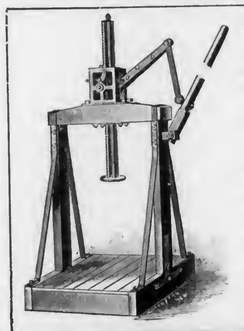

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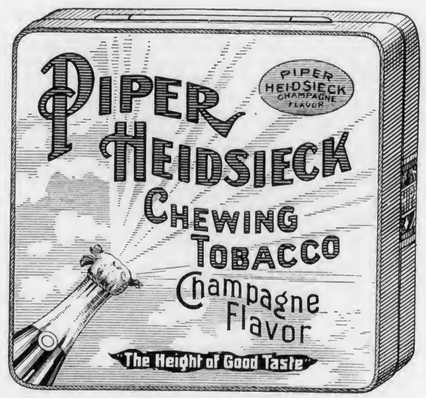

Keep Your Tobacco FRESH and CLEAN

PIPER HEIDSIECK

Chewing Tobacco

In a 10c Metal Box

The Package is sanitary, convenient and very attractive

THE AMERICAN TOBACCO COMPANY

NEW YORK

For Genuine Sawed Cedar CIGAR BOXES, Go to — Established 1880

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Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

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T. J. DUNN & CO.

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LA ALTOONA, Perfecto and CASILDA, 10c. Cigars

Are standards of high quality. They will interest progressive houses

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C. H. Plitt Cigar Company, York, Pa.

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R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.

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SPECIAL BRANDS: ESSIE AND MATTHEW CAREY

"VERTICAL TOP CIGAR MOLDS"

We Make Only One Grade and Have No Second Grade at Lower Price. *We Solicit Your Orders*

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1931-1933 Western Avenue, and 1201-1209 Dayton St., Cincinnati, Ohio.

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¶ The bidding system on a product like printing, which is yet to be made and which you cannot see when comparing "guesstimates" is not the best policy.

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500 pages, cloth bound—$2.00 by mail, prepaid

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BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867
TAMPA, FLA.

Always the Standard of Excellence
in CLEAR HAVANA CIGARS

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL
HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Represeniative for the United States
82-88 Wall Street, New York City

Trujillo & Co.
Key West, Fla.
Factory No. 111

Our cigars stand high always. We have so far this year produced 40% more cigars than last three combined. Is this evidence enough? Write for particulars about our excellent values.

FERNANDEZ, LOPEZ Y CA.

Manufacturers of Strictly Clear Havana Cigars

Ramon Fernandez, Pres.
J. J. Fernandez, Sec'y & Treas.

Manuel Lopez, Vice Pres.
Jose Lopez, Ass't Sec'y

Factory: Tampa, Fla.
Factory: Key West, Fla.

MAIN OFFICE: BOX 293, TAMPA, FLA.

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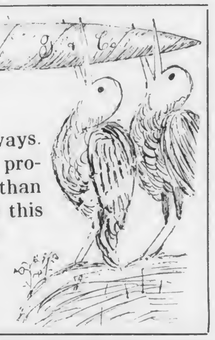

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Factory: Tampa, Fla.

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MAIN OFFICE: BOX 293, TAMPA, FLA.

INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The World's Standard Cigar

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HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

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Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on

REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

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Fifth Ave. and 26th Street, New York

Robert Burns

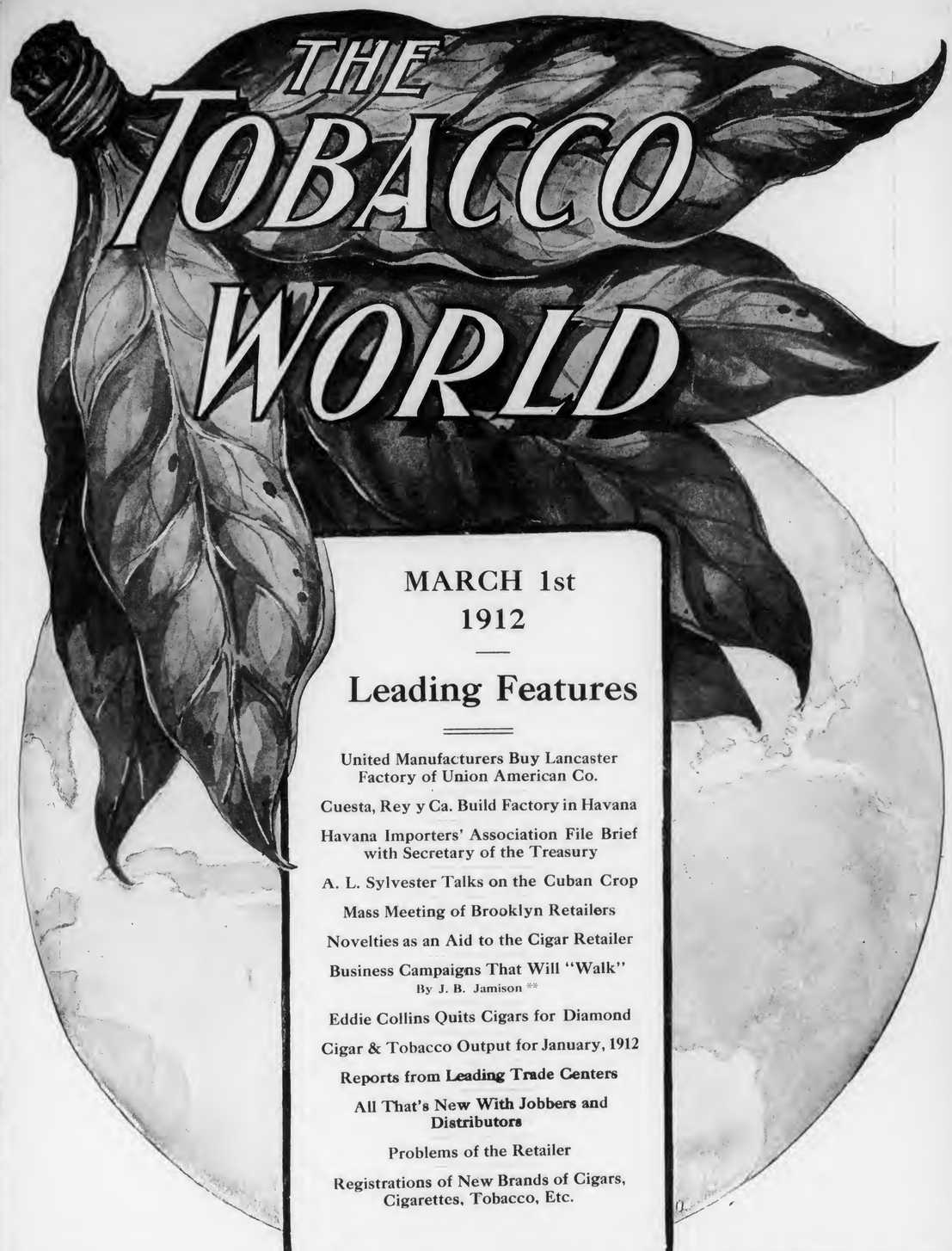
MILD

10c. Cigar

"The Quality is Mild but The VALUE IS STRONG"

Straiton & Storm Co.

NEW YORK



MARCH 1st
1912

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United Manufacturers Buy Lancaster Factory of Union American Co.

Cuesta, Rey y Ca. Build Factory in Havana

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By J. B. Jamison **

Eddie Collins Quits Cigars for Diamond

Cigar & Tobacco Output for January, 1912

Reports from Leading Trade Centers

All That's New With Jobbers and Distributors

Problems of the Retailer

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 5

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

We Couldn't Improve the Quality So We Improved the Label

Such was our idea in bringing out our new package

ALL-ALIKE

FIVE CENT CIGAR

¶ This cigar is made up to the standard of **blend, quality** and **workmanship** that has made our cigars famous since 1869. It's a long filler, Sumatra wrapped, free-smoking cigar that is sure to prove a repeater.

Juan F. Portuondo

Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature on each box is the dealer's protection.

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED HAVANA CIGARS"

Made by

SAN TELMO CIGAR MFG. CO.

DETROIT

"QUALITY CREATORS"

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great

FINE HABANA CIGARS

are on sale wherever highest quality is the prime consideration.

Made by

Salvador Rodriguez

at

Tampa, Fla.

Offices: New York Warehouse: Havana

MR. JOBBER

If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo

New York at 128 Water Street

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste

San Felice CIGARS

The Deisel-Wemmer Company

LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.

RICHMOND, VA.

For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
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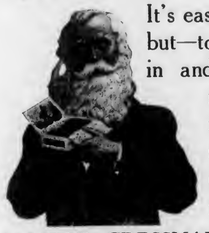
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE OF HARTS
BEST 5¢ CIGAR
You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

Quoth the Counsellor:



It's easy to shout **"Quality"** but—to **give quality,** year in and year out, needs no megaphone of praise; it's evident to every smoker of

COUNSELLORS

Made by

ALLEN R. CRESSMAN'S SONS, Philadelphia

Repeat Orders on Rigoletto Cigars are Bigger Than the First

One of our salesmen has just finished covering his route for the first time since our big advertising campaign began. He not only received repeat orders from every dealer who had stocked Rigolettos from the beginning of the campaign, but in every case these orders were bigger than the first orders.

This is a significant example of the manner in which Rigoletto Cigars have made good. The same story from every section of the country. This cigar is fast becoming a standard smoke at 10c. everywhere.

Dealers who realized the quality of Rigolettos, who appreciated the demand for such a cigar when it was made known and the value of our big advertising campaign, have won out big by stocking and pushing it.

Yet the advertising of Rigoletto Cigars has only begun. There are great things for the future. Will you share in them?

Rigoletto Cigars are made in only four standard shapes, all to retail at 10c. Get in touch with your jobber or write to us and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

CHEW

Climax Plug

The standard of QUALITY for nearly half a century

P. Lorillard Company

Jersey City, N. J.

Established 1760

El Wadora
CIGARS

Looks like - - - 15c.
Smokes like - - 10c.
Sells for - - - 5c.

We have some territory open which Live Jobbers should take advantage of.

Sig. C. Mayer & Company
Makers
515-517-519-521 Lombard Street
PHILADELPHIA
Factory No. 15, Philadelphia, Pa.
Factory No. 1, Red Hill, Pa. Factory No. 41, Perkasie, Pa.
Factory No. 153, Shelly, Pa. Factory No. 26, Sumneytown, Pa.
Factory No. 57 Ephrata, Pa. Factory No. 21, Geryville, Pa.

HERE IS THE WINNING PACKAGE

EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

This Space Reserved for

The Liggett & Myers Tobacco Company

Main Office
ST. LOUIS, MO.

TEODORO PEREZ S. J. JANOVER

Teodoro Perez & Company

IMPORTERS OF

High Grade Havana Tobacco Exclusively

212 PEARL STREET, NEW YORK

Havana Office: Lonja De Comercio Havana Warehouse: Mariano

New York, February 20, 1912.

We take pleasure in announcing that *Mr. Henry Levy* is now connected with our firm and that he will avail himself of the privilege of calling on his and our customers and friends in the near future.

Being importers of all types of high grade Havana Tobaccos exclusiuely, and having all facilities for direct buying, we are in a position to satisfy all requirements pertaining to straight and honest business. *Mr. Levy* has over twenty years' experience in the Havana Leaf Tobacco business and is fully posted in each and every detail relating to this line of business which will enable him to assist us in our buying in Cuba, in his selling and especially in the protection of the interests of his and our customers.

All courtesies extended to *Mr. Levy* will be thankfully appreciated by him, and

Very respectfully yours,

TEODORO PEREZ & CO.

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EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

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Very respectfully yours,

TEODORO PEREZ & CO.

INTENTIONAL SECOND EXPOSURE

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CASTAÑEDA HABANA TRADE MARK

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street
Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA DE TABACOS DE VUELTA ABAJO MANUFACTURED IN HABANA, CUBA, U.S.A.

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt

Offices & Factory, 2786 Broadway, New York, N. Y.

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' F.R.y Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ

82-88 Wall St., New York

Sole Representative for United States and Canada.

BUILD YOUR TRADE ON

Red Rabbit Stogies

Fine proposition
for distributors.

PENN CIGAR COMPANY

247 La Place Street, Pittsburgh, Pa

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories
of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club — Clear Havana - Made in Tampa

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

"The Best You Ever Saw. That's What They All Say."

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.

108 La Salle Street, Chicago, Ill

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST — KEY WEST

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

LA SARAMITA CIGARS

INAUGURATING our 17th successful year in the manufacture of the famous La Saramita brand of broadleaf Havana cigars we are putting on the market three new sizes.

Commanders---
Panatella Finos
3 for 25 Cents

Admirals---10
Cent Straight
Size

THE SHIELDS-WERTHEIM CO.

MAKERS

CLEVELAND

NO % added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

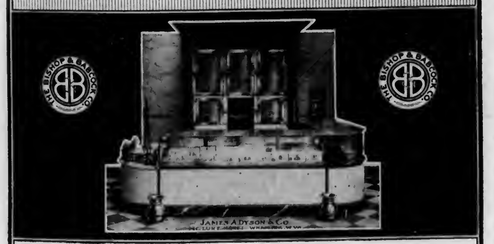
PROMPT DELIVERIES

CARLOS, FERNANDEZ & CO.

42 East 23d Street, New York

OFFICES AND WAREROOMS: MANILA—PORTO RICO

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

The dealer gets his profit on every cigar we sell.

If he wants it.

If one of your customers writes us for a sample box of **Girard** cigars *he must mention your name.*

He must pay us the full retail price 10 cents straight. We give him no premium nor inducement of any sort to buy direct from us—nothing to spoil him for you. We sell him only one box. And if you then arrange to supply him *you get your profit on that initial sale.*

This shows you our dealer-policy. And we back it up with a cigar that sells on its merits; and with advertising that makes them know.

Look at the **Girard** advertisements in *The Saturday Evening Post* of February 24th and March 9th.

These tell the quality-story of this remarkable cigar. They show you how to turn many of your transient uncertain customers into regulars; who will always know what they want; and waste no time in getting it.

The 10-cent Girard is made in three standard sizes:

"Brokers" 5¼ inch Perfecto
"Mariners" 5⅜ inch Panatella
"Founders" 5 inch Blunt.

You can obtain these from your jobber at $70 per thousand.

The **Girard** "strikes twelve" every time with a large class of hard-to-suit smokers that grows larger every day. And we are telling its good qualities regularly in this live high-grade publication, *The Saturday Evening Post* which issues *more than a million and three-quarters copies every week.*

Doesn't that mean that you'd better send in your order for **Girard** cigars *today?*

ANTONIO ROIG & LANGSDORF

Philadelphia

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

Wm Penn
10c. Cigar
Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

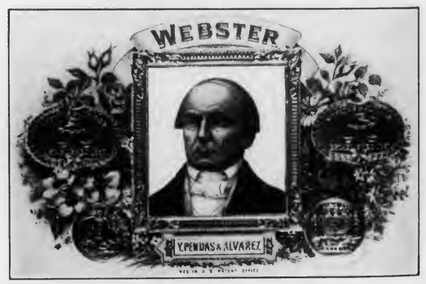
"HAVANA RIBBON"

FIVE CENT CIGAR
PHILADELPHIA

Established 1867 · Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 PEARL ST.,
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, MARCH 1, 1912. No. 5.

United Mfrs. Buy Lancaster Factory of Union-American Co.

Sale Made to Comply With Dissolution Decree of U. S. Court—Reorganization of Latter Co., Effected

FOLLOWING the recent increase of their capitalization from $15,000,000 to $20,000,000, and the subsequent decision to acquire additional plants, the United Cigar Manufacturers of New York purchased this week a factory at Lancaster, Pa., from the Union-American Cigar Co., the latter concern being one of the companies which was affected by the dissolution decree against the American Tobacco Co.

In taking over the Lancaster plant the United Company acquires a valuable addition to its growing string of factories. The Lancaster building is a model one, seating 300 hands, working principally on nickel cigars. A five-year lease on the building and all the stock of made-up cigars and leaf on hand were included in the transaction.

This deal, following the consolidation of the United Cigar Manufacturers and the Theobald & Oppenheimer Co., which was effected early in January, will greatly strengthen and enlarge the manufacturing facilities of the United Company, and it would not be surprising to learn of further acquisitions of other important factories.

Simultaneously with the news of the purchase of this business came the announcement that the Union-American Cigar Co. had reorganized in compliance with the order of the United States Court.

The following official statement made to THE TOBACCO WORLD by John S. Rossell, the newly-elected president, explains in detail the plan of reorganization:

"The Union-American Cigar Co. sold the Lancaster factory property—the "Chicosa," "Old Town Tavern," "Earl of Albemarle," "Oliver Twist" brands of cigars. It retains the celebrated "Rocky Ford" brand and all of its other popular brands of cigars and stogies. The Union-American Cigar Co. retains its factory at Newark, N. J., headquarters of the "Rocky Ford" cigar, and three factories at Pittsburgh, Pa., where they manufacture stogies and cheaper grades of cigars.

"The Board of Directors of the Union-American Co. reorganized February 27th by the election of John S. Rossell, president; M. B. Fisher, vice-president and secretary; George P. Waidely, vice-president and treasurer; John M. Philbin, auditor.

"The officers of the company, who have heretofore been

Continued on page 21

Cuesta Rey to Build Big Modern Factory in Havana

Tampa Firm Secure Site in Cuban City for Erection of Building—A Significant Move

(*Special Cable to "The Tobacco World."*)

HAVANA, CUBA, Feb. 29.

A MOVE of widespread interest and deep significance to the cigar trade has been planned by the Cuesta, Rey y Ca., of Tampa, Fla., who have decided to build a four-story modern stone and steel factory at Velascoin and Penalver streets, this city.

Plans for the new building have been prepared by F. J. Davis, the Tampa architect, and work will be started as soon as possible so that the building can be completed and occupied within this year.

A. L. Cuesta, president of The Cuesta, Rey y Ca., has been in Havana for the past few days completing the final arrangements for the new factory. The Cuesta-Rey factory, which is known among the trade as the "Truly Spanish House," is one of Tampa's most representative factories. The brands emanating from this factory, notably, "White Heather," "La Flor de Cuesta-Rey," "Ponce de Leon," "El Anclo," "La Favorita de Tampa" and "La Unica," are well known throughout the United States.

The erection of a Havana factory, supplementing the tremendous output of the Tampa factory, will greatly enhance the position of this firm.

United Loses Good Stand at Chicago

CHICAGO,, Feb. 29.

FOR the first time since the United Cigar Stores have been established here, they have lost one of their locations. The United has been in the Bay State Building, at State and Randolph streets, their lease expiring this month. When about to renew the lease, the United and Jones, Linich & Schafer had an argument over the rental and as a result the place was offered on the open market at $10,000 a year. H. M. Schermerhorn, Inc., at once took up the lease for ten years and will install a store.

The stand at State and Randolph streets has been a cigar store for a period of thirty consecutive years, being first opened by James P. Dwyel.

R. & M.

Mr. Sylvester on the Cuban Crop

A. L. SYLVESTER, the head of the American Cigar Company's leaf department, who is recognized as one of the world's greatest authorities on cigar leaf, has returned from an extensive trip through Porto Rico and Cuba, and made the following statement to THE TOBACCO WORLD representative:

"People in Havana have got things mixed as to the tobacco situation. They ought to go out in the country and see. The Remedios crop will be large. The tobacco will be large and thin. There will be only a half crop in Vuelta. It is probable that it will be a mixed crop. The Porto Rican crop outlook is very good."

Mr. Sylvester will sail March 13th on the S. S. "Mauretania." He will spend several weeks in England, Holland and France before returning to his desk at 111 Fifth avenue.

Novelties as an Aid to the Retailer

AN infinite variety of novelties which appeal with special force and directness to smokers are now on the market and available as desirable and attractive side lines for the enterprising cigar and tobacco retailer. Many of these are so altogether appropriate and timely for this purpose that it is to be wondered at that they have not long ago found their way into the cigar retailer's store as a general and indispensable adjunct to his trade and as an advertising means for attracting new customers. Still it is a fact that comparatively few of this class of novelties are as yet sold by our city or country retailers.

That this is so may be attributed principally to the fact that in this, as in all other branches of commercial activity, and in all departments of life, it is an exceedingly difficult thing to break away from habit and time honored custom. It is always the easiest to follow the old rut, and the pioneer who cuts the new roads in the forest or maps out new plans in the business world ever had a hard row to hoe.

On the other hand the cigar retailer has, perhaps, never been intelligently and systematically made aware of the great opportunity for trade improvement and additional revenue which lies here. If the subject has been broached at all, it has been in a slipshod, half-hearted way, which even was worse than none at all.

To us, however, it is clear that here a great and productive field lies dormant, and that if we can succeed in (1) awakening the cigar and tobacco retailers of America to the vastness of this opportunity (vast because it not only directly opens up a new source of revenue for them, but also, as regards *window and store advertising displays* puts into their hands numerous striking and unique mediums) and (2) awakening enterprising manufacturers and distributers of novelties, appropriate for exhibition and sale in cigar and tobacco retail stores to this opportunity—to us it is clear that if we can accomplish this through an intelligent, systematic, analytical exploitation of the subject in the columns of THE TOBACCO WORLD we shall have done valuable missionary pioneer work, and we have decided to bring the propaganda to the attention of our readers through a series of articles, to which the above discourse is introductory. Let us now proceed to briefly enumerate a few of the novelties on the market which may be adopted as side lines and readily sold over the counter of any cigar and tobacco retail store:

Smokers' Requisites Have First Call.

The average cigar retailer, who confines himself to the sale of cigars and tobacco, has no idea of the number and quality, ingeniousness and attractiveness of all kinds of articles in smokers' requisites that are now to be found in the market. With the rapid expansion of the cigar and tobacco industry of the country, and the enormous amount of advertising it has received through the government suits against restrictive monopolies and similar channels, numerous firms have sprung into existence all over the country who make a specialty of the turning out of high class novelties in this line, whose goods are either sold through mail order systems or handled over the counters of the big department stores. There is no good reason why the cigar retailer should not largely share in the revenue received from the sale of these goods.

Outfits for Bachelors' and Other Dens.

Every well-to-do bachelor is a constant hunter for striking articles in the line of cigar lighters, match-holders, ash-trays, cigar-cups, etc., etc., wherewith to adorn his sanctum, and he no sooner puts his eye upon a new invention of the kind which strikes his fancy before he buys it. And where of all places could well such an article be displayed to better advantage by merchants than in the cigar store where he is in the habit of making his purchases. Such new ideas in smokers' requisites, forming part of the retail merchants' window display, will also by necessity draw a percentage of new trade to his store.

Souvenirs.

Many of the concerns manufacturing smokers' requisites turn them out in the form of souvenirs or mementos of noteworthy happenings in the history of cities, states, or the nation, and these, of course, would always be assured of a ready sale by the cigar retailer on the ground. If every retail cigar store doing business in Chicago, New York, Buffalo and so forth, during the great expositions held in these cities had been supplied with a suitable line of souvenir smokers' goods during the term of the expositions, their revenue derived from this source alone, would have amounted to millions of dollars. As it is, it was only here and there that an enterprising merchant had the necessary initiative and foresight to put in a supply of such goods, and even then, for want of comprehensive knowledge of the market, the displays were indifferent and fell far short of what they might have been had they been directed by an intelligent, discerning force, and the attention of the manufacturers and distributors of these goods made aware of the demand.

Political Campaign Novelties.

Every political campaign turns out a mass of novelties appropriate to the occasion, and there is no reason whatever why cigar retailers should not sell these as side lines with great demand and excellent profit.

Premiums.

Many novelty concerns make a specialty of manufacturing premiums appropriate to the demands of merchants in other lines of trade, covering an endless variety of subjects. Most of this class of goods may be introduced as a cigar retailers' side line and a steady demand created for same in any well-established cigar store.

Postcards.

Illustrated postcards, for which an enormous demand now exists, may be introduced and sold with profit by cigar and tobacco retailers; the transient trade, especially, will be attracted and make this line a valuable asset. Playing cards, too, can be sold freely at cigar stands.

Toys, Etc.

A selected list of children's toys, especially boys' playthings, would not be inappropriate to the store of the cigar and tobacco retail merchant, and help to advertise him and increase his trade.

Leather Novelties.

Among the many striking novelties carved and hewn out of leather, a great percentage could be profitably carried and sold by our retailers. Leather is one of the

Continued on page 12

"SOMETHING DIFFERENT"

Business Campaigns That Will "Walk"---For the Retailer, Wholesaler and Manufacturer

By J. B. JAMISON. **

Being an outline of systems through which big business houses are built. Any reader of THE TOBACCO WORLD, retailer, wholesaler or manufacturer, contemplating an expansion of his business, should consult this department, and may secure the personal services of Mr. Jamison for the direction of his campaign by a series of letters suited to his individual needs upon the payment of $2, *for which allowance will be given in new subscriptions to* THE TOBACCO WORLD, *or the extension of old subscriptions. Single letters of instruction* 50 *cents.*

Advertising plans and campaigns present very much the same vexatious problems and difficulties as beset the French Revolution, and money is wasted in the first as gen erously as blood was spilt in the latter, by incompetent men and methods. One Constitution after another was formulated, but none of them would "walk." Despair, indecision, lawlessness and terror reigned until the man with the Constitution that would "walk" arrived.

The plans I outline in this department will "walk." They have *brought home the goods and* are *doing the trick every day.*

J. B. JAMISON.**

II.
Salesmanship and Its Promotion

TO aid your salesman in obtaining a satisfactory interview with the prospective customer is a matter which requires diplomacy and tact. As a rule it is not the best method, on the first hand, to ask the prospective customer for the privilege of an interview on behalf of the salesman who is to call upon him. The busy jobber or retailer, upon receiving such a letter,—if he does not already know you or is specially interested in your goods—will make up his mind that he already is over-burdened with solicitors and has no time to be bothered. Also, he is apt to be adversely impressed with the thought that if he responds to your letter and invites the salesman to call this will make it obligatory upon him, or almost so, to give you an order. It is, therefore, necessary to construct the introductory letter which is to precede the salesman and pave the way for him as diplomatically as possible.

A letter like the following will make the right impression:

Dear Sir:

Have you tested the sample of cigars we sent you? If so, you know that the "Imperial" nickel brand we have just placed on the market is a cigar of genuinely superior merits, better in leaf, make, quality and appearance than many of the ten-cent brands now in the field. A few minutes talk with our Mr. Dickens, who is now in your territory, would, however, convince you better than we can possibly do it by sample or mail that it will be to your immediate and permanent advantage and profit to handle our goods.

We have, therefore, instructed Mr. Dickens to call upon you when he arrives in your town, and convince you in a few minutes talk just how and why it is possible for us to outdistance our competitors and give better value for less money in our new "Imperial" nickel brand.

Very truly yours,

In the majority of instances, no reply will be forthcoming from the prospective customer to such a letter; and if there is a reply it will generally be to the effect that he will be pleased to see your representative, provided it does not place him under any obligation. In both instances the salesman is advised by a postal form, or in whichever way you may find it most economical, that the way for an interview has been paved for him.

In this way you have initiated a system through which you take from off the shoulders of the salesman the most difficult part of his task, namely the introduction and correct presentation of his subject, which means practically three-fourths of the work.

The prospective customer has already been carried half way to the selling point when your representative makes the personal approach. The retailer or jobber has been made acquainted with the cigar you desire to place with him in advance of the call by the salesman. An impression of the advantage that would accrue to him from handling it has been made upon his mind, he knows the terms, included in your initial letter,—and your representative is expected and welcome.

Now, if the salesman, in due course, secures the order all that is necessary for him to do is to write the words "Deal Closed" across the postal form used, and return it to you.

In case he does not close the deal, he will inform you by letter as to the way he was received by the prospect, what are the chances for closing a future deal with him, what objections he offered in the first instance; how he can be approached to best advantage, etc., and these will act as your guide in follow-up letters to him.

A special card system will prove helpful and time-saving in such a canvass. You may use one blank card, to be placed in a properly indexed file, for the salesman's use, upon which he is to write any information about the prospect which can be used in the approach later on. This file may suitably be labelled "Deals Solicited, But Not Closed."

After the first call it may be of advantage to have all follow-up letters sent out signed by the salesman. This gives a more personal touch, and if your solicitor is a live man, of pleasant presence and congenial manners,—requisites which all good salesmen should possess—the impression he left upon the prospective customer at the first call will be such that his letter will receive special attention. If he is an exceptionally high-class man, it may even be well to have stationery printed for him.

All letters can be made up for the salesman in the home office and sent to him for his signature and mailing. In order to avoid extravagance or waste, it will be found advantageous, under such a system, to let the salesman pay the postage and increase his commission on sales to cover this item.

Here is a form which may be used to good advantage to pave the way for the salesman with the prospective customer:

Continued on page 12

Novelties as an Aid to the Retailer

Continued from page 10

materials which largely enter into the manufacture of smokers' requisites.

Miscellaneous Articles.

Patented, much advertised novelty specialties, such as miniature flashlights, novel cork extractors, all kinds of signs, calendars, special lines of brass, glass and metal wares, and many more, are among the goods which might be introduced as side lines and handled with advantage by the enterprising cigar retailer.

In brief, here is a field which, properly exploited and improved upon, admits of great possibilities for the retailer. It also affords a new and valuable outlet for the manufacturer of standard novelties, such as those we have briefly enumerated above; that is, if the proposition is correctly introduced and handled, so that the parties at interest may be brought together in such a way that both may at once recognize the mutual benefit to be derived from a closer acquaintanceship, and improve upon it.

If we find that this introductory of the subject meets with the necessary approval, we will undertake to take care of the bringing together of the novelty people and cigar and tobacco retailers for the purpose outlined, and shall come back to this in our next issue.

Let the good work proceed.

Use "United's" Own Weapons

IT took the old-time dealers too long to wake up to changed conditions, and now the battle against this competition is far more difficult than it would have been had they been alert at the outset, and met fire with fire, clean stores with clean stores, good clerks with good clerks, and coupons with coupons, and the installation of a choice assortment of novelties will not be amiss.

Business Campaigns That Will "Walk"

Continued from page 11

City .....
Street .....
State .....

Gentlemen:

Your representative, Mr. Dickens, may call on our Mr. .....
Date .....
At o'clock, preferably, to show samples of your cigars and talk over the matter of placing them with us.

Signature .....
Date .....

Enclose this form with your introductory letter.

The salesman may find the prospective customer so situated that he cannot immediately place an order. But this should not discourage him. If the terms are advantageous and he is impressed with your goods, he is almost certain to come in later on, if followed up systematically and intelligently.

Finally, when the salesman has succeeded in placing the order, and the contract has been properly signed, a courteous letter of acknowledgment and thanks should at once be sent out from the home office, and promptness and accuracy in shipping should be exercised.

This goes a long way toward putting the new patron into a friendly frame of mind and secures for you his immediate good will, which is the most excellent asset which can be obtained from any man.

To be continued in the next issue of THE TOBACCO WORLD.

Suggestions for Window Cards

THE realization of a smoker's expectations. The embodiment of all that makes smoking a pleasure. The perfection of conscientious effort:

OUR "ROYAL" CIGAR.

IN ye old colonial days everybody smoked a pipe. Nowadays they all smoke

THE "IMPERIAL" CIGAR.

IF you see a gentleman smiling to himself in the cars, coming into town about 8 o'clock in the morning, it is dollars to doughnuts he is having a dozen of our genuine Porto Rico cigars in his vest pocket, and is just counting the minutes till he gets to his office to enjoy a quiet smoke.

S. Fernandez & Co. to have Larger Quarters

FROM the first day in business, the firm of S. Fernandez & Co., in Tampa, have gone steadily forward, making such progress that they have already outgrown their present factory, and are shortly to occupy very much enlarged quarters.

A call at their factory the other day by a "World" man showed over one hundred cigarmakers seated and orders piled up awaiting the making of the goods.

This firm are specializing on an excellent grade of Tampa-made cigars under the firm brand "Admiration." These are offered in six sizes of the most popular selling shapes and the label and packing would attract in any company. "Admirations" are distributed in the Philadelphia territory by Goldsmith & Co., and are jobbed in New York by E. Regensburg & Sons.

This concern has special facilities for getting out private brands, and distributors who are handling their goods have done extraordinarily well on them. Yahn & McDonnell, of Philadelphia, have featured a Fernandez grade, "En Boga," which has proven a big seller in the Philadelphia market, where it takes "some" cigar to make any headway. The factory has two new labels now in work, "Carola" and "Crystal," which they tell us have not as yet been placed, and this looks like a good opening for a house which needs a new line.

PROBLEMS of the RETAILER

How to Prevent the Frosting of Windows

THE show window frosted over cannot display any merchandise. Every day that a window is covered with frost is just that much lost in advertising.

The remedies which we give below have been successfully applied in a number of instances. Where these simple remedies do not prove effective, it will be necessary to ventilate the window, while in some instances the only means for preventing frost is to reconstruct the window entirely, having it built on scientific lines.

In numerous instances all that is necessary is to rub the inside of the window with a rag saturated with alcohol. This alcohol operation will have to be repeated in very cold weather several times a day. Instead of using plain alcohol, some stores use glycerine and water, while others use ammonia and salt water, or alcohol and water.

Another effective formula is the following: A thin layer of paste, made of water, glycerine, white candy and sugar, in equal parts; with small quantity of coumarin (which is a camphor derived from the Tonka bean); this, spread over the glass, will not affect its transparency and prevents the precipitation of moisture in many cases.

Where windows do not frost over very badly it is possible to keep the glass clear by throwing a strong current of air over the inside surface by means of an electric fan. One should try to screen the fan with merchandise or show card so it can not be seen. The current of air from the fan should strike the glass from one side and sweep over the entire surface, thus creating a circulation of air over as much of the glass surface as possible. In extremely large windows it will sometimes be necessary to use two fans.

Ventilation May Cure Frosting.

The windows frost over because of the difference in temperature in front and on the back of the plate glass. If the air in the window is warmer than outside, it condenses when it strikes the colder glass, and gathers in the form of frost. For this reason it is necessary to have some arrangement whereby the temperature on both sides of the glass is practically equal.

To attain this end it is necessary first that the windows be enclosed, the back, sides and floor to be practically airtight so that none of the warm, moisture-laden air of the store or basement will find its way into the window. Sometimes this will be all that is necessary, but in most cases you will have to proceed still further and have some form of opening just below the glass—to admit cold air into the window—and openings in the top to release it. This circulation of cold air from the outside flows over the inside of the glass and keeps it at the same temperature as the outside. The only drawback to this system is the possibility of dust getting into the window. This can be overcome by covering the opening with cheesecloth or a screen.

Davenport, Ia. Retailer Expands

A DEAL has been made whereby Hickey Bros., among the most progressive cigar dealers of Davenport, Ia., secure possession of the corner storeroom of the Harper House Building, Rock Island, corner of 19th street and Second avenue. William A. Hickey says: "We propose to make our new No. 5 store the finest and best equipped in the West. We will spare no expense to make it so."

"Controlled" Retail Cigar Stores

ONE of the most discussed and interesting subjects in jobbing circles at the moment is that of controlled retail cigar stores. In San Francisco and other Western cities there is a strong tendency for prominent distributing houses to secure control of well-located retail stands in order to furnish a better outlet for the products of the factories.

In San Francisco there are now fifty or more first-class retail stands belonging to the various chains, representing large jobbing interests. While the ordinary jobbing interests are complaining about the general jobbing outlook in cities where this change is now taking place, they will have to submit to the inevitable and fall in line.

Spokane Cigar Men Banquet

MEMBERS of the Spokane Retail Cigar Dealers' Association held a banquet the other evening which was in every respect a big success. The meeting took place in the Chamber of Commerce assembly room.

More than 100 of the Inland Empire attended, and the total number of guests approximated 200.

J. R. Brewster, Ted Ivers, Joe Smith and N. E. Nelson, retail dealers of Seattle, and Ted Alfred, of Tacoma, were among those who accepted the Spokane association's invitations. Mr. Roebing, of the National Grocery Company, and Mr. Eckstein, of Schwabacher Brothers, also attended.

"We are in sympathy with the buy-at-home proposition," said one of the speakers. "Portland is working along the same line and will aid Spokane in establishing a northwestern association at the convention to be held in Spokane next January. One of the objects of this new and larger organization will be to boost the buy-at-home plan."

Retail Cigar Dealers of Portland, Oregon, Organize

AN association has been formed by the Portland, Oregon, cigar retailers, one of the chief objects of which is to agitate against the adding of so many new lines of cigarettes and tobaccos.

The following were elected officers of the Portland association: W. H. Dedman, Jr., president; A. M. Oliver, vice-president; A. A. Anserge, secretary; Ike Gundersheimer, treasurer; Clyde Evans, Charles McDowell, Fred Wertheimer, Webb Harrington and T. H. Shelley, directors.

Lots of Room for this League

AS a founder of the Non-Smokers' Protective League, Dr. Charles S. Pease is doing his utmost to put the Tobacco trade permanently out of business. His latest move is to send a letter to New York hotel proprietors, asking whether they wish to be listed among those who forbid smoking in lobbies, dining rooms and other public apartments.

Commenting upon this, the manager of the Waldorf says: "I have found that every public room where a gentleman is not allowed to smoke is generally quite empty."

The Tobacco trade will evidently not suffer from the Non-Smokers' League to any appreciable extent.

all that's new with JOBBERS and DISTRIBUTORS

New England Jobbers Form Association

THE Tobacco Trade Association of New England is the name of the new organization just formed among the wholesale cigar and tobacco jobbers of Boston and New England, for the purpose of bringing the members into more pleasant and profitable intercourse than formerly existed, and tending, in good measure, to lessen the feeling of rivalry and sharp business competition existant. The officers are: Henry Hanauer, of Bieringer Bros., president; Samuel Rosenthal, of Rosenthal Bros. & Bendetson, vice-president, and James T. Logan, of McGreenery Bros. & Manning, secretary and treasurer.

Last evening was the first meeting, held at the American House. Over thirty members were present. Addresses were made by Richard E. Traiser, of H. Traiser & Co., Inc., and Henry P. Dowst, of the Humphrey Advertising Agency. Mr. Traiser's subject was "Co-operation Between Manufacturer and Jobber." He urged closer and more comprehensive relations between the two branches of the trade, and particularly pointed out the advantages that would result when the manufacturer and jobber appreciated each other's position, and learn to work together for improved trade conditions.

Mr. Dowst spoke on "Co-operation Between Advertising and Selling." He said, in part, that the jobbers might profit by the advertising being done to maintain a demand for advertised lines of cigars, and that the jobbers' salesmen should be instructed to show retailers the advantages of pushing advertised lines, as such lines, he claimed, would move faster, and have no chance to dry and become unmarketable on the dealers' shelves. "Probably the finest seed and Havana goods in the country, both as to quality and appearance, are made here. As New England merchants, you should encourage home manufacture by your patronage and co-operation."

The Robinson Pettet Co.

The Robinson-Pettet Co., Louisville, Ky., of which Charles Frick is the successful manager, and which does a jobbing business strictly, is now devoting its attention to the featuring of "Cortez" cigars. They handle this well-known brand in fourteen sizes and "Principe de Gales" in six sizes.

New Jobbing House in Louisville

A RECENT addition to the jobbing field of Louisville, Ky., is the Koch, Schmitz & Cohn Co. As a starter, it is pushing "Englo," made by T. Englehardt & Co., and "Jose Vila," as leaders among clear Havanas.

August Claudot, jobber and retailer, of New Orleans, La., does an exceedingly prosperous business with "Sanchez y Haya" cigars.

Old Altoona Distributing Firm Enlarges Its Premises

ANOTHER step forward was taken by the Reid Tobacco Company, one of the large and prosperous enterprises of Altoona, Pa., when the new story to its substantial building at Green avenue and Tenth street, was completed a few days ago. The addition was made necessary by the rapidly-expanding business of the firm.

The Reid Tobacco Company was founded in Milton, Pa., in 1881, by Marshall Reid, deceased. He commenced in a modest way, occupying but a single room, and from this start has developed one of the largest and most successful cigar and tobacco distributing firms in the United States.

In 1902, Mr. J. F. Kauffman, with many years' experience in the business acquired in Philadelphia and Altoona, was made the local manager, with headquarters then located at 906 Green avenue. The wonderful impetus given the business immediately following his selection as manager and the acquisition of a most capable working organization made it imperative within a year for the firm to secure larger quarters.

Subsequently the lot at the northeast corner of Tenth street and Green avenue was purchased and thereupon erected the substantial three-story brick building, which has now been enlarged to accommodate the firm's increasing need for more space.

Best & Russell Get More Stands

BEST & RUSSELL, of Chicago, opened their new stand in the new Insurance Building, Jackson Boulevard and Sherman street, March 1st. They will, on May 1st, open stands in the new Rand McNally Building, and the Otis Building, at La Salle and Madison streets. This is one of the most centrally-located stands in the city. Best & Russell have also taken over all the cigar departments of the Buck & Rayner drug stores, which include the stores run under the B. & R. name and the Consumers and Republic drug stores. They have also leased the privilege in the North-Western depot. This firm now controls the cigar business in the Congress Hotel drug store and the Auditorium Hotel drug store. They have also just renewed the lease on the Ashland Block drug store.

Buck & Rayner have leased the ground and bought the property at the corner of Adams and State streets for a drug store, where cigars will be a feature. They will not get possession until May, 1913. This will give Best & Russell, who have the privilege, one of the best stands in the city.

Ware-Kramer Company Creditors Lucky

A DIVIDEND of 60 per cent. was ordered paid to creditors in the Ware-Kramer Tobacco Company bankruptcy proceedings. This was made possible as the result of a compromise at $60,000 of the restraint in trade damage action brought by the Ware-Kramer Company against the American Tobacco Company for over a million dollars. This, together with a previous division of 15 per cent., makes a total of 75 per cent. There will be another dividend later on.

Large Importing Business of Strauss Cigar Co.

THE Strauss Cigar Co., of Richmond, Va., makes a strong bid for business on imported goods. An entire case of this class of goods is exhibited in their retail store. The firm features the "Eden," "Romeo y Julieta," "Exception," "H. Sepman," and many other popular brands.

Cliff Weil Co., of Richmond, Great Jobbing House

THE Cliff Weil Cigar Co., of Richmond, probably carries the largest stock of imported goods in Southern territory, covering four States with a large and able sales force. The line is made up of the following brands: "Bock" in six sizes; "La Carolina" and "Villar y Villar," in five sizes each; "Henry Clay," "Manuel Garcia," "Romeo y Julieta," and many others.

St. Louis Jobber Introduces New Cigar

THE "La Invada" cigar, something new, is being put on the market by the W. A. Stickney Cigar Co. of St. Louis. The brand is carried in sixteen different sizes, ranging in price from $36 to $85 per M.

Big San Francisco Jobber Optimistic

EHRMAN BROS. & CO., cigar jobbers, of San Francisco, report that their business is improving by leaps and bounds as the season advances, and the fact that collections are becoming easier proves that the general trade conditions of the far West are correcting themselves.

Liggett & Myer Co. Boom St. Louis

THE dissolution of the American Tobacco Company has resulted in giving St. Louis prestige as the distributing center for "Velvet Tobacco," "Fatima Cigarettes" and "Duke's Mixture," three extensively advertised brands which are now controlled by the Liggett & Myers Co., of St. Louis.

The Liggett & Myers Co. points out that, inasmuch as "Velvet" and "Fatimas" are advertised in every town and hamlet in the United States, such advertising necessarily will henceforth accrue to St. Louis, inasmuch as St. Louis is mentioned in every advertisement.

J. D. Jones Gets Berth From A. T. Co.

J. D. JONES, of Michigan, has just been appointed representative of the American Tobacco Company in Maine, New Hampshire and Vermont. This is Mr. Jones's first visit to Maine.

Cigars Distributed Free at Fair

AT the sixth annual food fair, held under the auspices of the Methodist Church at Rockland, Me., during the week commencing February 12th, cigars in plenty were distributed to the Grand Army veterans present in particular and to the public in general, by the J. W. A. Cigar Co. and Messrs. H. M. Brown and H. C. Clark, greatly adding to the success of the fair.

Smith Bros., Boost New Orleans

THE Smith Bros. Co., of New Orleans, do an immense jobbing business in that city and throughout the Southern States with their clear Havana lines.

Late Jobbing Trade Items

F. A. Zirnheld, who conducts a thriving cigar jobbing business at 1219 West avenue, Buffalo, N. Y., will shortly introduce in Buffalo, the "Adlan" ten-cent cigar, made by the 44 Cigar Co. His campaign on this cigar will be active and he will distribute much advertising in its interest.

Leo Roth, the veteran Milwaukee jobber, is ill and confined at his home. S. Roth, his son, meanwhile is conducting the business. The house handles a choice line of Havana cigars, among which "Espina," Leopold Powell & Co.'s well-known brand, in eight sizes.

Abe Berger, a prosperous jobber and retailer of Keene, N. H., has just moved into his new store, which is fitted up with all modern improvements.

Chas. F. Rockwood, of Burlington, Vt., is doing a rushing jobbing business in his own brands of cigars, which are made for him in the East factories.

H. Koen & Co., of New Orleans, feature "Websters," "Cortez," "Principe de Gales" and "Flor de Vega." These cigars are all good sellers, and are to be found at the hotels and other retail stands, including the firm's own stores.

Pushing the "Sealomo" in Missouri

PETER HOFFMAN CO., the St. Louis jobbers, are featuring a new and very attractive brand of Tampa-made goods under the brand "Sealomo," which being interpreted from the label, is Seal of Missouri. These goods are just the kind for the "show me" class, and have caught on heavily, according to reports. They come from the S. Fernandez & Co. factory.

New "Tokio" Cigarette

A NEW cigarette of the five-cent variety is announced, and will, according to the schedule, be largely advertised when it arrives. Its name is to be "Tokio," each package consisting of ten excellent cigarettes, with a silk butterfly insert. The cigarette will be put on the market by the Hassan Department of the American Tobacco Company.

Officers elected for the Wald-Kendrick Co.

THE Wald-Kendrick Co., of Utica, New York, recently organized, has elected Peter J. Wald, president; Frank M. Kendrick, vice-president; J. B. Geer, secretary, and M. A. Wald, treasurer, the same officers to serve as directors.

Mr. Geer has resigned as the local manager for R. C. Dunn & Co. in order to devote his entire time to the interests of the Wald-Kendrick Co., of which he is to be manager as well as secretary. The new concern has taken over the business of F. M. Kendrick & Co., the second oldest tobacco house in Central New York.

Harry Kenyon, Jr., a hustling tobacconist of Wilmington, Del., is meeting with much success in the sale of "Blue-J" stogies, of which he has the exclusive selling agency in that territory.

WHAT becomes of all the empty cigar boxes? Frankly, I haven't the slightest idea. I should say that there are between 2,000,000 and 3,000,000 cigar boxes thrown away each year in New York alone. These boxes are nearly all made of cedar wood, and on account of the fact that they are thrown away instead of being re-used, the price of cedar has been steadily going up.

The weight of all these boxes totals several hundred tons and yet no one knows where they all go to. The reason for this is seen in the revenue laws. We are not permitted to use a box twice. Consequently, when a box is emptied it is broken up and thrown in the ash heap. Cigar box makers have discussed the problem of turning this loss into a profit for years, but no solution has offered itself. We cannot use the boxes as long as the revenue stamp is on them and that seems to end it. This costs the cigar people about $15,000 a year, figuring that the boxes are worth about five cents apiece. We are looking for the time when there shall be no more cedar wood and that problem seems to be solved by the tin box. There is a manufacturer in Kansas City, who is sending out a great number of cigars this year, packed in tin boxes.

I suppose that along in 1915 about Christmas time, when "hubby" wants to smoke one of wifie's favorite presents, he will say, "Well, Johnnie, run out in the kitchen and get the can-opener. Papa wants to smoke."

Smoking, according to Judge Landis, of Chicago, is not a bad habit. He expressed his views to that effect in court the other day, to Rev. W. H. Taylor, pastor of the Humboldt Park Baptist Church. The reverend gentleman was there to plead for leniency for a member of his congregation who had pleaded guilty to rifling mail while in the employ of the postoffice as a sub-stamper.

"Your honor," said the minister. "Allow me to speak for this young man. He is a member of my church, of good moral character and reputation un-be-smirched. We were all much surprised to hear of this crime he has committed."

"What do you mean when you say good reputation and moral character?" queried the court.

"He doesn't smoke, chew or drink. He stands well with the congregation."

It was then the court expressed his views on smoking.

"You would better smoke," added the court to the prisoner at the bar. "Much better that you smoke than do what you have done."

While it is not exactly *de riquer* for a preacher to smoke these days, many of them do it. A well-known New York clergyman of unusually solemn and impressive appearance went to a country town to lecture. He arrived early in the afternoon, and all the town, of course, spotted him within five minutes as a very great and very saintly man. He went into a drug store and in tones that froze the young blood behind the soda fountain, said:

"Young—man—do you—smoke?"

"Y-yes, sir," said the trembling clerk. "I'm sorry; but I learned the habit young, and haven't been able to leave off."

"Then," said the great divine, without the movement of a muscle or the abatement of a shade of the awful solemnity of his voice, "can you tell me where I can get a good cigar?"

Each cigar, when smoked, is capable of killing 5,000 germs, according to scientists. Just use this argument with the Missus the next time you want to smoke up the curtains in the best parlor, if you want to get a cold stare, or a torrent of reproaches.

I see by one of the morning papers they publish out in the "Windy City," on Lake Michigan, that it has finally been settled by a court decree that smoking and chewing tobacco is no discredit or criminal offence.

I don't believe the salesmen in the larger stores get close enough to the customer. Somehow or other, the spirit of trust isn't as mutual as that of the littler fellow. With him it's a kind of family relationship.

If this relationship in business appeals so strongly to womankind why isn't it a good thing to cultivate?

A lot of us need to get off our high horse and do business on earth.

Stores with a hundred feet deep and fifty feet wide, with magnificent fixtures and a swell stock are a credit to the owner, but unless you make it a "home" store, gentlemen, a lot of mighty good trade will swing around the corner where Jimmie calls everybody by name and asks why little Myrtle isn't along with her mother today.

"Invincible Chico" sounds like the title of a newly risen Mexican bandit chief, but it's not. It is the "front mark" of a cigar. Just like panatela or perfecto. "What most people know about tobacco won't hurt 'em." They let a flashy trade name be the distinguishing mark of their favorite brands. A name is a lot, but not everything. To make a success of the cigar business, as everywhere else, I reckon "the goods" must be there to support the name.

It was the late King Edward who popularized the cigarette in English society at a time when its use after dinner was very little known.

"Our late sovereign" says my source of information, an Englishman of note who stood close to King Edward's Court, "was the only man who ever offered a cigarette to Mr. Gladstone with acceptance, but while that statesman, who loathed tobacco in every form, did his best to take a few whiffs to emulate his enjoyment of the smoke, he was altogether unaccustomed to the weed. He soon laid the cigarette aside on the plate and the then Prince of Wales did not ask him to re-light it."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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A. M. JENKINSON, Pittsburgh, Pa. . . . . Vice President
JOS. B. WERTHEIM, 2d Ave. and 73rd St. New York . . . . . Treasurer
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Honest Workers vs Sycophants and Improvidents

The action of the clear Havana cigar manufacturers of Tampa in contributing $250 per week for the relief of distress among the poor of the trade is liberal as well as creditable to them. It is presumed and hoped that most of this donation will find its way to the relief of poor cigar workers' families. Without being unduly severe, it might be appropriate and timely to bring to the attention of the cigar manufacturing trade of America, as a general illustration, that but for the voluntary, stubborn and prolonged strike of the cigarmakers at Tampa within the last two years there could never have been such a condition of the cigar business that any need for this extraordinary charity would have been called for.

It is trite, and perhaps need not be repeated, but improvidence plays as large a part in bringing about destitution as all other causes combined. This is an opinion based upon practical knowledge and quite apart from the deductions arrived at by certain scientific gentlemen, now conducting experiments at various points of the country, who it appears have concluded that the workers of the world, in the field of cigar manufacturing and elsewhere, after having filled the coffers of their employers, should be put out of existence in this or the next generation, on the plea of inherited pauperism—being now superfluous. We believe in such an adjustment of the social and industrial world that every man, woman and child will have a chance to make a living by honest work, and will be so born as to have a healthy taste for doing things and letting the other fellow live.

And as for these "sociologists" and "scientists," who advocate race restriction, we are very much in favor of commencing the experiment upon themselves, as we find that most of them are idlers, inquirers for truth in name only, conspiring with governmental and social rogues, sycophantic, servile and impossible—they are men and women who not alone will not or cannot make an honest living for themselves, but who busy themselves trying to prevent other people from doing so; an agglomeration of poor, undesirable busybodies, who constitute a heavy drain upon the taxpayers of the country on account of the appropriations they manage to draw from the national treasury—we have carefully analyzed the whole situation as regards these dangerous parasites, and find that they should be voted out of existence forthwith, to which end we make the motion that a House of Representatives Committee be at once appointed to investigate them and will cheerfully furnish particulars.

But as regards the condition of which the present state of the Tampa cigar workers is an instance, there can be no doubt, and every intelligent worker among them will readily admit that strike agitators, failure to properly husband their earnings or stick to their employment and in some instances lassitude and improvidence, are almost wholly responsible for the deplorable existing poverty and destitution.

For the prosperity of the Tampa cigar trade is such, and the same may with equal truth be said of almost every cigar manufacturing center in America, that there is not one among the workers in this field upon whom the touch of actual poverty could descend—except in the rare case of severe and continued affliction. Prudence and thrift would avert all danger of pressing poverty among workers in the cigar manufacturing field, in Tampa and elsewhere.

Tobacco's Conquest of the World

Four centuries ago tobacco was unknown to civilized man, today there is a trail of tobacco smoke around the world. Four centuries ago, the aborigines of the two Americas were the only users of tobacco; today there is scarcely a race or tribe upon the globe that is not addicted to its use in some form or other. Four hundred years ago, the economic value of tobacco did not exist so far as civilization was concerned; now, it is one of the world's greatest industries, employing hundreds of thousands of men and women in its culture, manufacture and distribution, and with a value for the finished product that rivals that of the great food staples. In four hundred years this American weed has made the economic conquest of the world. At first treated as a luxury or an expensive medicine, it has become a necessity. Once grown only in tropical and semi-tropical America it is now cultivated in every continent and in practically every country of the world. It has adapted itself to great extremes of cold and to many varieties of soil, and it has become the greatest revenue producer for the support of governments. More bitterly fought than was the introduction of coffee and tea, tobacco swept away the opposition of kings and mitred prelates, laughed at secular and theological denunciation and now holds its growing sway over literally billions of devotees. Tobacco is an economic romance that has no rival for interest in modern industrial history.

"When," said James B. Duke, in departing for Europe, "certain officials of a country begin denouncing its pioneers practically as crooks and thieves and as 'immoral,' I should think it is getting time for the old builders of the country and of its commerce, to quit and get out and seek other fields of action. To my mind all this stirring up of trouble tends to breed socialists. Their leaders will quote what the big lawyers or certain officials are calling employers of labor, and, of course, they revel in that."

"Is that the reason," Mr. Duke was asked, "that you are going to quit and have become president of the British-American Tobacco Company in London?"

He offered his interrogator a cigar, but only said, "A closed mouth doesn't catch any flies."

PHILADELPHIA.

Antonio Roig & Langsdorf Profit

THE strength of their advertising campaign is now being felt to a gratifying extent by Antonio Roig & Langsdorf of Philadelphia, in the increasing demand for their "Girard" cigar. The factory is running under full pressure in an attempt to keep up with the call from the local dealers and from every prominent point in the country.

T. & O. Co. Factories Work Overtime

THE Theobald & Oppenheimer Co. are working their factories overtime to keep up with the demand for their high-grade cigars. They are over-sold on the "El Teano" and "El Paso" brands.

Steigerwalts Elect New Officers

THE John Steigerwalt Co., of Philadelphia, at a meeting held on February 14, elected Wm. T. Gabell as president, to succeed Wilbert Stewart. H. F. Gillingham and E. P. Balderston were elected secretary and treasurer, respectively, for the ensuing year. The new management will continue along the same lines as heretofore, keeping up the quality of "La Voco," "La Tonia," "Wanetah" and "El Borita" brands.

"Mifleco" Success

MITCHELL, FLETCHER & CO. are meeting with pronounced success in marketing their new "Mifleco" brand of cigarettes, which are manufactured to their order with plain and cork tip and intended to appeal to smokers of discrimination. Repeat orders have come in with increasing regularity, which leads to the belief that the "Mifleco" has come to stay.

"Rigoletto" to be Pushed in Philadelphia

R. Rubitschek, brother of Joe Rubitschek, Pittsburgh representative for E. A. Kline & Co., Cleveland, will shortly begin an active campaign in Philadelphia and adjacent territory on "Rigoletto" ten-cent cigars made by this firm.

Mr. Rubitschek will have the co-operation of H. N. Goldsmith & Co., who are the local distributors for this brand of cigars.

A corps of trained salesmen will operate under Mr. Rubitschek's direction, and if the plans already mapped out are followed "Rigoletto" cigars will be a prominent feature of many cigar stores.

Well-known Firm Opens Headquarers in Middle and Southwest

W. S. LUCKETT, of Luckett, Luchs & Lipscomb, recently returned from a trip through the West, which proved to be the most successful ever taken in the interest of this firm.

Monroe Luchs left Philadelphia recently for Chicago with his wife and family, where he will establish permanent headquarters and look after the firm's business throughout the Middle West and Southwest.

Strong Call for "Kings Club" Brand

A. R. CLAYTON, Philadelphia representative for the "King's Club" brand, with an office at 436 Real Estate Building, is cheerfully optimistic regarding the future of his brand with Philadelphia dealers. He has succeeded in creating a strong demand and placed his cigars successfully with a large number of the best dealers in the city.

"Prince Albert" Featured

THE R. J. Reynolds Tobacco Co., through its Philadelphia representative, Thomas F. Gilbert, is making an excellent showing with "Prince Albert." The brand is being pushed in every section of the city and all sizes of the packing sell readily.

El Draco Succeeds in Philadelphia

THE El Draco Cigar Manufacturing Co., of Wilmington, Del., are making headway in Philadelphia, through their energetic representative, featuring the "Stratford" cigar. A. J. Lynch, representing the same firm, has returned from Baltimore, where he has placed the brand with many of the prominent hotels and cigar stands. He is going to Atlantic City, N. J., in the interest of the brand. The firm is working its factory to its fullest capacity to keep pace with the growing demand.

Mr. Gallagher Goes West for Cressman

JOS. F. GALLAGHER, advertising manager for Allen R. Cressman's Sons, leaves Philadelphia about March 2nd on a trip through the West, going as far as Los Angeles, Cal., where he will confer with Geo. W. Walker, distributor for the Cressman brands in that territory.

Various distributing points will be visited by Mr. Gallagher, and the best methods for meeting the increasing demand for the Cressman lines discussed.

Quaker City Items

George I. Watson, of Sig. C. Mayer & Co., makers of "Rey Oma" ten-cent and "El Wadora" and "Rugby" nickel cigars, made a trip to the out-of-town factories during the current week.

A large shipment of "Jose Villars," made by Berriman Bros., Tampa, Fla., has just been received by the Philadelphia distributor, H. N. Goldsmith & Co., 639 Arch street, and the popularity of this well-known brand is rapidly increasing.

Percy Myers, a member of the firm of the Cortez Cigar Co., Savannah, Ga., and C. W. Saunders, general sales agent for the same firm, visited Philadelphia recently.

Percy Dolby, of the "Three B" Pipe Company, booked some attractive orders while in Philadelphia recently.

The Marie Garden Cigar Co., 823 Wharton street, Philadelphia, has discontinued business, and there is an unconfirmed report to the effect that the stock has been disposed of and a 50 per cent. payment made to creditors.

Frank Estrada, for sixteen years with Frau & Pena, is now operating a factory at 2320 North 26th street, Philadelphia, where he manufactures a line of high-grade Havana cigars.

Mr. Estrada will cater to the better class of smokers, and at present will engage in the wholesale business only, supplying clubs, cafes and such stores as have an output for a clear Havana cigar.

The C. L. Martin Company, 1303 West Columbia avenue, Philadelphia, are enjoying continued success with their "Martin's Havana" cigar, which they are marketing in "Diplomaticos," "Londres" and "Panatella" shapes.

So consistent has been the growth of this nickel cigar that Martin & Co. are planning to increase the production, and later inaugurate an aggressive campaign for local and general distribution.

The store at the northeast corner of 15th street and Columbia avenue, Philadelphia, which has been occupied as a cigar store for a number of years, and recently owned and operated by Wm. M. Stambaugh, has been closed, and as soon as alterations are completed will be opened as a first-class drug store by H. S. Houghendobler.

The stock of the Kensington Tobacco Co., 2239 Front street, Philadelphia, was sold at public sale at the auction rooms of Wm. Comly & Son, 27 South Second street, February 29th, under the direction of Harry Deitsch, who was appointed receiver when bankruptcy proceedings were instituted several weeks ago. It was learned that the creditors can expect little more than 15 per cent., and perhaps less than this amount.

Arthur Holt has severed his connection with Pent Brothers, 13th and Juniper streets, Philadelphia, to accept a position as manager of the cigar department for the Theodore Netter Distilling Co., 1215 Market street, this city. Prior to his association with Pent Brothers, Mr. Holt was identified with the firm of H. N. Goldsmith & Co., 629 Arch street.

The "Counsellor" cigar, made by Allen R. Cressman's Sons, is proving such a popular smoke down Charleston, S. C., way that J. M. Shroedern, distributor for that section, has expressed a desire to develop additional trade.

Godfrey S. Mahn, Philadelphia and New York cigar importer, sailed on February 17th, for Havana, and expects to be gone about three weeks.

Henry Hilbronner, of Hilbronner & Jacobs, left Philadelphia, February 26th, for a six weeks' trip, which will terminate on the Pacific coast. Mr. Hilbronner recently returned from a trip through the Middle South and reports good business on all their lines, especially the "Havana Browns" and "El Gonzales."

Monroe Luchs, of Luckett, Luchs & Lipscomb, who has been covering the Middle West for his firm, with headquarters at Chicago, is back in Philadelphia, to spend a couple of weeks at the factory. It is learned that the L., L. & L. factory is far oversold on their "Reynaldo" and "Luxello" brands.

E. C. Howlett, advertising manager of Bondy & Lederer, New York City, spent Washington's Birthday in Philadelphia en route to the Pacific Coast, via Pittsburgh.

Cassuis Parcells, until recently New York City representative for Salvador Rodriguez, 130 Water street, will in future take orders for the well-known "Charles the Great" cigars made by this firm in Philadelphia and vicinity.

N. Leventhal, who has been conducting retail stores at No. 44 N. 12th street and No. 802 Vine street, Philadelphia, has taken Mr. H. Epstein into partnership and will engage in the cigar manufacturing business at the 12th street address. Mr. Epstein was formerly engaged in the cigar manufacturing business at Quakertown, Pa., and prior to that was employed by H. D. Narrigan, of Philadelphia, wholesale distributors. It is the intention of the new firm to manufacture 5-cent and ten-cent goods.

Wm. G. Sulke Dead

WM. G. SULKE, a member of the firm of T. H. Hart & Co., 12th and Walnut streets, Philadelphia, died on February 24th at the age of 57 years.

For twenty-five years Mr. Sulke was identified with the cigar industry, and was considered an expert judge of leaf tobacco and an authority on blending.

Portuondo to Feature "All Alike"

ATTRACTIVE window displays will soon be ready for distribution by The Juan F. Portuondo Cigar Manufacturing Co., 1110 Sansom street, Philadelphia, featuring this firm's new nickel cigar, "All Alike."

The demand for this new brand has been so consistent that an additional force of cigarmakers was necessary to keep pace with the orders.

The new display is in the form of a pyramid, and is a fine specimen of the lithographer's best work, and will prove an attractive setting for many windows.

TOO LATE FOR CLASSIFICATION.

WANTED by experienced foreman. A position as foreman in cigar factory, city or country, 16 years' experience as foreman. Employed at present, can furnish best of reference. Will meet reliable party any time and place. Address, Box , Tobacco World.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Revival of National Retailers' Coupon Association

THE National Retailers' Coupon Co. held a meeting in New York City, on Friday, February 16. The officers and stockholders of the concern decided to reorganize the corporation and adopt a more aggressive policy.

It is understood that as a result of the meeting, a man recognized as a regular wizard in the coupon business will take over the management and complete control of the organization, making it to all intents and purposes a new enterprise.

It is confidently hoped that this change will make the National Retailers' Coupon Co. a big factor in the retail cigar and tobacco business throughout the country.

Thomas F. Ryan Out of Tobacco Board

THE directors of the American Tobacco Company, on February 28th, accepted the resignation of Thomas F. Ryan from their body. Mr. Ryan's resignation has been expected as a consequence of the resignation of other men who were important members of the board in the days before the dissolution, notably James B. Duke, P. A. B. Widener and his son, George D. Widener. The resignation of Paul Brown, of St. Louis, as a director was also accepted.

K. P. & V. Open Chicago Office

IN order to take care of their rapidly growing business in the Middle West, Kaufman, Pasbach & Voice, specialists in the manufacture of cigar labels and brands, have decided to open a Chicago office in the charge of John B. Thatcher. Mr. Thatcher is well and favorably known among the Western trade because of his former connections. As yet he has not decided upon the location of his office, and he is making his temporary headquarters at the Briggs House.

N. Y. Coupon Legislation Foreshadowed

THE collectors of coupons may lose their occupation, for a bill has been introduced in the New York Legislature, making it unlawful to sell or exchange or give away any coupon or card or serial picture card or ribbon with cigarettes or cigars; also to sell or give away tickets, stamps, coupons or inducements of any kind with any quantity of liquor or tobacco.

Finch now Secretary of A. C. Co.

GEORGE G. FINCH has been elected secretary of the American Cigar Company, to succeed T. T. Anderson, who has gone with the Liggett & Myers Company. Mr. Finch is also treasurer of the American Cigar Company.

Noted New York Manufacturer to Move Up-Town

SALVADOR RODRIGUEZ, maker of the famous "Charles the Great" cigar, announce that upon expiration of their present lease, May 1st, their New York office will be removed from Water and Pine streets to the fourth floor of the Mecca Building, on West Forty-eighth street, between Broadway and Seventh avenue.

The new location is especially convenient for the many visiting members of the trade who come to New York from time to time to buy the "Charles the Great" cigars, being in close proximity to the big up-town hotels. The offices are light, spacious and airy, and contain all modern improvements.

A New 10-Cent Cigar, "The Abbey"

A NEW high-grade cigar, which will be sold at 10 cents straight, and be known as "The Abbey," will be marketed by the United Cigar Manufacturers Co. The manufacturers say that they have struck a particularly fine blend in this cigar and expect great things from it.

Havana Fakers Jailed

JOSE E. PEREZ and Antonio Garcia, of New York City, have been sentenced by Judge Hought of the United States District Court to six months in the penitentiary and the payment of $100 each for selling counterfeit "Romeo ye Julieta" and "Hoyo de Monterey" in refilled boxes.

"United" Specializes in Cigars

THE Flatiron store of the "United," New York City, displays cigars to the exclusion of other lines. One window is devoted to the display of calabash pipes. The remainder are trimmed with cigars principally clear Havana brands.

Arrest-order Awaits Alexander S. Korn

ABOUT a year ago the Ability Cigar Manufacturers' Company, then of 1208 Avenue A, New York City, was placed in bankruptcy. Following the usual hearings supplemental proceedings were started for the creditors by the law firm of Putzel, Stern, Barr & Tyler, the report of the referee, Mr. Stanley W. Dexter, showing that assets amounting to $6,000 had not been properly accounted for. An order was issued by the court, directing Alexander S. Korn of the bankrupt concern to turn in these assets of $6,000. This he failed to do, and a warrant for his arrest is now pending awaiting his return to New York from the West.

New York News Notes

President Ochs of I. R. T. A., Warns Members to Steer Clear of Politics

A FEW insurrecto members of the Independent Retail Tobacconists' Association announced at the last meeting of the organization that they had formed an Anti-Taft League. The meeting was held on Thursday evening, February 22nd. The resolutions condemning the attitude of the President in the matter of the A. T. Co. dissolution were received with applause by the radical members of the organization, who appeared to be in the majority.

A number of the more conservative members were naturally inclined to frown upon the efforts to bring politics into a purely commercial issue. Several of these cooler heads expressed themselves to The Tobacco World correspondent as strenuously opposed to this action.

President Ike Ochs was not at the meeting. When interviewed concerning the strenuous step taken by some of the members, Mr. Ochs made the following statement: "While I was not present at the meeting, I am sure that these resolutions were passed by some of the members as individuals, and that the Retail Tobacconists' Association as a body does not sanction or contemplate engaging in politics."

The Ruland Anti-Coupon bill, which is scheduled to come up before the New York Legislature, was the subject of considerable discussion at the meeting. A number of the members had addressed personal communications to various legislators with whom they are acquainted, emploring them to give their support to the bill when that measure comes up before the house. It is learned upon excellent authority that, while most of the legislators promised their support to the Independent Tobacconists, some of them were inclined to think that the bill in the form that it has been introduced would not be constitutional and that it will either have to be changed or a substitute bill presented before they can hope to pass it.

The Ways and Means Committee reported that work was progressing very satisfactorily on the First Annual Journal, which will be issued within a few weeks. The committee in charge of this journal has already secured a large amount of advertising, and they hope to get a handsome revenue out of this publication.

Independent Salesmen Meet

THE Independent Tobacco Salesmens' Association will hold their regular monthly meeting tonight (March 1st) at Terrace Garden, New York.

On Saturday, March 16th, this organization will give a beefsteak dinner at Reisenweber's restaurant.

It is expected that a large number of the boys will attend the feast and extensive preparations for the entertainment of the guests are being made by the committee which has the arrangement in hand.

Mr. Levy Now With Perez & Co.

HENRY LEVY, who for the past thirty years has been intimately connected with the Havana leaf market, selling Havana tobaccos exclusively, has connected himself with the well-known Havana importing house of Theodore Perez & Co.—an announcement which will be hailed with approval and congratulations from Mr. Levy's numerous friends and patrons in the cigar manufacturing field.

Mass Meeting of Brooklyn Retail Dealers

ON Tuesday evening, February 27th, the Independent Retail Dealers of Brooklyn held a mass meeting at the Sheldon Building, 315 Washington street, Brooklyn.

Spirited addresses were delivered by the following well known professional business men:

Gratton J. McMahon, "Must the Small Dealer Disappear?"

Former Assistant District Attorney L. LeRoy Ross, "Is it Possible to Carry on the Government Prosecution?"

Luke O'Reilly, "What Chance Has the Small Businessman?" and Editor Martin J. Costello on "The Benefits of Organization."

Oscar S. Veit, delegate from the New York organization, acted as chairman and Otto S. Jonas as secretary of the meeting.

A large number of the New York retailers and salesmen were present and listened in wrapped attention to the splendid talks of the able speakers.

John A. Schmidt Dead

JOHN A. SCHMIDT, of the firm of Schmidt & Co., trade lithographers of 37-39 East 21st street, New York City, died of typhoid fever on Wednesday, February 21st. His numerous friends in New York, Chicago and elsewhere will hear of his death with sincere regret.

Several days ago Salvador Rodriguez, of "Charles the Great" fame, secured a lease on a handsome set of offices and salesrooms in the large office building, which is situated on Broadway and 48th street, to which desirable location they will remove their New York offices from their present location on Water street.

They expect to be in their handsome new offices on about April 1st. The new offices are situated right in the heart of New York's hotel and theatre district, and will make them very convenient for the out-of-town customers who visit the city.

United Manufacturers Buy Lancaster Factory

Continued from page 9

associated with the American Tobacco Co., tendered their resignations.

"The headquarters of the company will be removed from New York to Pittsburg, Pa., on or before April 1st, and will be established at one of its factories located at 28th and Smallman streets.

"The new officers of the company were busy yesterday issuing the new preferred and common stock, which aggregates over $1,500,000.00. These certificates will be forwarded to the stockholders within the next ten days.

"Vice-President Fisher will have charge of the sales department of the Union-American Co.; Vice-President Waidely of the manufacturing and leaf departments.

"The court required the Union-American Cigar Co. to separate its factories and businesses into at least two concerns, and the sale above reported was brought about to comply with the Court's decree. The Union-American Cigar Co. acquired no interest whatever in the United Cigar Manufacturers Co., nor are any of its officers associated with the last-named company.

"The American Stogie Company, of which the Union-American Cigar Co. was a subsidiary under the old organization, has been fully and completely dissolved.

"The Union-American Cigar Co. is now an independent organization, and under its new management will continue the manufacture of its splendid line of goods and will push its business vigorously in every State in the American Union."

Havana Importers' Association Meet

THE Havana Importers' Association met on Friday, February 23, at the rooms of the New York Leaf Tobacco Board of Trade. A committee was named to formulate a set of by-laws, and the question of the Association's incorporation was taken up.

Most important among the business transacted was the perfecting of a brief which was placed before the Secretary of the Treasury on February 27. It states in full the position of importers of Havana tobacco and manufacturers of clear Havana cigars in America in regard to the trouble arising out of the differential rate of duty on Havana tobacco, and is as follows:

To the Secretary of the Treasury:

We would respectfully add the following to our previous communication and ask for your esteemed consideration of same.

As previously stated "Havana" tobacco is essentially a "filler" tobacco, the total percentage of "wrapper" tobacco not exceeding 5 per cent. and the best available statistics do not place it over 2 per cent.

The principal merit of "Havana" tobacco is its quality, differing from and conceded to be superior to all other tobaccos, and it is in consequence indispensible in the manufacture of the better grades of cigars, especially the "Seed and Havana" cigar, a cigar the "filler" or inside of which is of "Havana" tobacco, with a domestic "binder" and either domestic or "Sumatra" leaf as "wrapper." We believe that fully 75 per cent. of the entire imports of "Havana" tobacco is used in the "mixed" or "Seed and Havana" cigar.

Prior to 1883, the term "wrapper tobacco" was unknown in any tariff law, and all leaf tobacco imported paying one rate of duty, and no domestic interests had up to that time asked for, or considered necessary, any protective tariff rate against "Havana" tobacco. These interests did, however, at about the above date ask for and receive a protective rate of duty against "Sumatra" tobacco, which is essentially "wrapper" tobacco and used as such; none of it is, or can be used for any other purpose in this country. It is true that the tariff did not refer to "Sumatra" tobacco as such, the treaty with Holland prohibiting the discrimination involved by such designation, but did apply the higher, or "wrapper' rate to tobacco of a certain description which practically excluded all tobaccos with the exception of "Sumatra" tobacco from the higher rate of duty and admitted all other tobaccos, including "Havana," into the United States at the lower, or "filler," rate of duty.

In the subsequent tariff law, known as the "McKinley tariff," the tobacco schedule underwent a change, the rate of duty on "wrapper" tobacco being increased to $2.00 per pound, but the "filler" rate remained as in the previous tariff. A clause ,known as the "15 per cent. clause," was inserted in the new tariff as a result of representations made to Congress by the "Havana" tobacco interests and without opposition or objection on the part of any domestic interests; as a matter of fact these latter interests favored the said clause. This clause, it was fully believed at the time by all interested parties, would permit of the entry at the "filler" rate of all "Havana" tobacco with the exception of the fine "wrapper" bales and it is our firm conviction that, had the Havana interests at that time foreseen the present state of affairs, they would have asked for and, we fully believe, obtained from Congress 25 per cent. or even more instead of the 15 per cent. which they (the Havana tobacco interests) considered a sufficiently high percentage to cover any possible contingency.

A higher percentage in the so-called "15 per cent. clause" would no doubt reduce the present difficulties in the entry and appraisal of "Havana" tobacco, though we do not believe that it would entirely remove them, and this latter objection is the solution we seek.

The fact, conceded by all who have even a slight knowledge of "Havana" tobacco, that there will always exist an honest difference of opinion between experts in "Havana" tobacco as to what is "wrapper" and what is not suitable for "wrapper," precludes the possibility of arriving at a rule or method of entry and appraisal of "Havana" tobacco under the existing tariff schedule that will be fair, equitable and uniform throughout the country, and which will not impose upon an important industry hardships that can have one result, viz: the destruction of said industry without benefit to any other domestic industry.

The suggestions as to entry appraisal of "Havana" tobacco, contained in our previous communication, we believe to be the best method and likely to produce the most satisfactory results in solving the perplexing question, though we do not claim they are not open to some criticism. However, any and all other suggestions would be equally defective, excepting "a reasonable uniform rate of duty on all Havana tobacco."

The previous statement referred to contained the following explanations and suggestions:

When a bale containing more than 15 per cent. of wrappers is appraised at full wrapper duty, it is a very great injustice to the importer. Very few of the finest bales of so-called wrappers contain more than approximately 50 per cent. to 60 per cent. of wrappers, and when an importer pays the full wrapper duty on a bale which contains from 20 per cent. to 40 per cent., or 60 per cent. wrappers, he then pays about two or four times the amount of the actual duty on his wrappers, which seems to be a great injustice. As stated above, Havana tobacco is selected and packed differently from any other tobacco in the world, and being packed by so many different farmers and packers in an uncured condition, it is impossible to change the mode of packing. Havana tobacco on account of temperature and on account of the damage by the tobacco beetle, can change so quickly, that no experts will be united on the wrapper percentage, nor will any one expert put the same standard on tobacco at different times.

We make the following suggestion:

That all bales of Vuelta Abajo or Patido tobaccos costing in Cuba $250 per bale and upwards, be assessed full wrapper duty.

That all bales of Vuelta Abajo or Partido tobaccos costing in Cuba from $100 to $250 per bale, be assessed at 15 per cent. wrapper duty.

That all other tobaccos be considered filler tobaccos and assessed at filler rate.

This method of appraisement would give the government an increased revenue, and place all importers on an equal footing.

The above applies to unstemmed tobaccos.

This Association pledges itself for its members that they will render correct Consular Invoices to the government, embodying therein the cost of each bale, and further pledges itself to assist the government in correcting any irregularities that may occur on the part of its members or non-members.

For the Association.

CHARLES FOX, *President.*
CHARLES VOGT, *Secretary.*

To John E. Wilkie, Supervising Agent, Division Special Agents, Treasury Department, Washington, D. C.

EXAMPLES.

No. 1.

70 lb. Bale—(50 per cent. Wrappers).
Contains 35 lbs. Wrappers and 35 lbs. Fillers.

Pays duty as Wrappers at $1.85 on entire bale: 70 lbs. at $1.85 per lb.	$129.50
Credit with what the duty on the 35 lbs. of Fillers would be at 35 cents per lb.	12.25
Which would leave the duty against the 35 lbs. of wrappers	$117.25
Or the amount of duty which the importer or manufacturer must charge against the actual wrappers in the 70 lb. Bale—1/35 of $117.25	$3.35 per lb.

No. 2.

80 lb. Bale—(20 per cent. Wrappers).
Contains 16 lbs. Wrappers and 64 lbs. Fillers.

Pays duty as Wrappers at $1.85 per lb. on entire bale: 80 lbs. at $1.85 per lb.	$148.00
Credit with what the duty on the 64 lbs. of Fillers would be at 35 cents per lb.	22.40
	$125.60
Or the amount of duty which the importer or manufacturer must charge against the actual wrappers in the 80 lb. Bale—1/16 of $125.60	$7.85 per lb.

No. 3.

80 lb. Bale—(16 per cent. Wrappers).
Contains 12.80 lbs. Wrappers and 67.20 lbs. Fillers.

Pays duty as Wrappers at $1.85 per lb. on entire bale: 80 lbs. at $1.85 per lb.	$148.00
Credit with what the duty on the 67.20 lbs Fillers would be at 35 cents per lb.	23.52
	$124.48
Or the amount of duty which the importer or manufacturer must charge against the actual Wrappers in the 80 lb. Bale—1/12.80 of $124.48	$9.75 per lb.

The officers of the Association are highly gratified at the rapidly increasing membership roll, among the newly acquired members being the Martinez Havana Co., Simon Batt and Co., and Sanchez y Haya.

Detroit Trade Hampered by Inclement Weather

DETROIT, MICH., Feb. 26.

THE month of February has not, from all report, proven as satisfactory to the trade as January. Perhaps two national holidays, in addition to four Sundays, may have had something to do with it. A depressing circumstance was the big storm of last week that swept the country far and wide and assailed Detroit and all of Michigan with particular fury. A coal famine that was more real than imaginary added to the unpleasantness of the situation, many plants curtailing operations for fear of a shortage of fuel. Train and interurban service was almost at a standstill. The "daily fast trains" advertised in the press were, many of them, fast in the snow, and freight trains were neglected for days to enable the roads to restore the highly disorganized passenger and mail service. It is easy to understand how a storm of such magnitude and wide-reaching effect will demoralize business. The cigar and tobacco interests suffered in common with others.

That portion of the Detroit tidings in the last issue of "Tobacco World" referring to Detroit's development in the cigar and tobacco industry, and particularly that part of the article outlining the wonderful growth of the Scotten-Dillon Tobacco Co., was brought to the attention of some of the officials of the Board of Commerce. This body is an aggressive, capable organization, comprising more than a thousand of our leading business and professional men. It has been a great factor in the city's marvelous development of recent years. Many were heard commending "The Tobacco World" for its recognition of the magnitude and importance of the Detroit interests in the field it (T. W.) so ably covers. But do these interests know what "Tobacco World" is doing for them? Do they know that, roughly speaking, "The Tobacco World" gave them, last year, more space, more gratuitous publicity, than all the other tobacco trade papers together have given them in "three years"? When will these interests awaken to the fact that in this journal they have an active ally and a potential agency for greater sales and larger business— "Wake up!"

"DETROIT, MICH., —— ——, 1912.

The McHie-Scotten Tobacco Company, of Detroit, begs to announce that it has purchased the merchandise, leaf tobacco and brands of the Scotten Tobacco Company, but has no other connection with its business and has assumed none of its liabilities.

We shall be pleased to fill your order of ——— to the Scotten Tobacco Co. upon your advice that the same will be satisfactory. Thanking you in advance for this and any future business you may favor us with.

Respectfully yours,
McHIE-SCOTTEN TOBACCO CO."

The foregoing announcement sent to the customers of the Scotten Tobacco Co. is the most significant trade item of the week. As will be observed, the new company is not a reorganization of the former and has nothing to do with its affairs, but purchased from it its merchandise, brands, etc. I understand, too, they have purchased the plant and machinery. The old company will liquidate and go out of business.

The identity of those behind the McHie-Scotten Tobacco Co. is not fully disclosed yet, the organization thus far not being entirely perfected. Articles of incorporation were filed with the Secretary of State February 15th. $300,000 is the authorized capital stock, of which $150,000 is subscribed and $100,000 already paid in. The head of the company, Geo. E. McHie, is eminently known in the tobacco trade. He started with J. P. Sorg & Co. in 1881, later becoming affiliated with the American Tobacco Co., and was until the recent dissolution of that corporation general manager of its pipe and chewing divisions.

The company will continue most of the employes of the Scotten Tobacco Co., but supplemented by competent additional assistance. Old brands will be continued and new ones will be launched in the near future.

Another enterprise just launched here is the H. G. Ritter Cigar Box Co., located about one month ago at No. 606 Chene street, in the old Spietz & Worch Co. building. Mr. H. G. Ritter, president and general manager, is giving his personal attention to the business here, although the company operates another plant at Deshler, Ohio, where they have been since April of last year. Prior to removing to Deshler, Mr. Ritter was for seven years engaged in business at Minster, Ohio. He has the advantage of a wide experience in the line, is already very busy here and anticipates most favorable results. The ever increasing volume of Detroit's cigar output is what drew him hither.

Business with other box manufacturers has been entirely satisfactory. The Michigan Cigar Box Co. state that, taking January as an index, 1912 is going to be a banner year.

Mose Parshalsky, former cigar manufacturer, now customs agent, left on the 23rd inst. for Washington, thence to New York, to attend the tobacco conference that is staged for this week.

Jos. M. Weiss, one of the most affable and big-hearted politicians Detroit has ever called her own, was named by President Taft on the 20th inst. as U. S. Appraiser for this district, to succeed the venerable Gen. L. S. Trowbridge, just recently deceased. Mr. Weiss' confirmation is opposed by Senator Wm. Alden Smith for political reasons, but the friends of Mr. Weiss feel certain of his appointment.

I learn through The Payette-Walsh Co. that John E. Frey, formerly with Clarence Hirschhorn & Co., Chicago, has joined Bondy & Lederer, of New York, and will soon be in this territory booming "Tom Keene" cigars.

"Tom" Powell, late of J. T. Woodhouse & Co., is now working the State for The Payette-Walsh Co. He just returned from Grand Rapids and Western Michigan with good results.

Lester Wanamaker, 14 Michigan avenue, reports good business with "Julia Marlowe," which he has been carrying in three sizes: "Londres Grande," "Graciosas" and "Commercials" for the past three months. The Payette-Walsh Co. are distributors. "Bob" Gilmore, who has been incapacitated by rheumatism for a month, is back on the job once more.

Frank Girardot, for four years past with United Cigar Stores Co. and until recently in charge of the branch at Woodward and Jefferson avenues, is now manager of the Majestic store of M. A. La Fond & Co.

La Fonds have gotten out a new and improved edition of "La Flor de Malco" labels. This brand is made for them by the Armada Cigar Factory, N. Y., and has been maintained hitherto as a strictly private brand. Now, however, it will be offered by the factory for general distribution, in which the La Fonds will be interested and will help promote sales.

O'Brien & Co. show a neat display of Cayey-Caguaz Co.'s "Alomino" this week, to which interest is added by a series of framed photos of the various plantation, factories, warerooms, etc., in Porto Rico, through which the weed passes from seed to smoker.

Ben Crittenden, 54 Library avenue, says things look O. K. and sees no valid cause for complaint. He is having a private brand, "Ben's 54," made for him in two styles, broadleaf wrapped by Comus Cigar Co., of this city, and all Havana by Morey y Ca, Tampa. It is a little cigar, to sell at five cents as a leader.

Sensabaugh & Gould, 35 Grand River avenue E., anticipate a decided improvement in sales with the completion of the Broadway market building, now in course of construction opposite to them. They report good business on W. E. Baker & Co.'s "La Aromadad," sold in this territory by Ike Simon.

Sepull-Travis Drug Co., corner Warren and Woodward avenues, recently added to their excellent line "Webster" and "El Sidelo."

C. A. Schick, 294 East Fort street, confines his attention to the making of "Prost," ten-cent, and "Lincoln," five-cent cigars, and finds business of both brands steadily improving.

C. J. Holton left on the 22nd inst. on a trip of four to six weeks over a wide circle, embracing 'Frisco, Los Angeles, New Orleans and other distant points. While somewhat in the nature of a pleasure trip, it will not be devoid of commercial advantage, as Charlie will sing a little song along the way about the Playtime Mfg. Co, a growing novelty concern here of which he is principal owner.

C. J. Spietz and Alb. Worch were among those registered at Hotel Astor, N. Y., Washington's Birthday.

Ike Goldberg returned to his love, the La Azora, after a five weeks' pleasure trip to the coast and South.

It's an ill wind blows no good. Daisy Meldrum, of the Hotel Cadillac stand, said of the blizzard last week, it must be God loves her and sent that big snow storm so she could wear her new sealskin coat. She sure is an optimist.

Fred C. Mitchell sailed Saturday on s. s. "Von Moltke" for a trip to Panama and other Central and South American points. Among distinguished fellow passengers from this city are ex-Gov. Warner and ex-County Clerk Wm. C. McGregor.

Harry Nathan, of Springarn & Co., N. Y., was here last week demonstrating fine points in pinochle and selling leaf tobacco. Fred Singer, of Rossin & Co.; Mr. Siever, of Sneeringer & Co., Baltimore; Mr. Gehr, of E. Hecht & Co., Chicago; Wm. Miller, of Am. Sumatra Tob. Co., N. Y.; Mr. Regensdorf, of Hinsdale, Smith & Co., N. Y., and a few other leaf men were here in the past week.

Among other visitors were Jno. G. Spatz, of J. G. Spatz & Co., Reading, Pa. (this is Mr. Spatz's first trip here in five years); Hi. Hammer, Corral Wodiska y Ca, Tampa; Edwin Ackerman, Pendas, Alvarez & Co., N. Y.; Dan Junk, G. W. Faber & Co., N. Y.; Otto S. Murphy, Jos. Berran & Co., Peoria, Ill.; J. M. Logan, Logan Tob. Co., N. Y.; G. C. Ernst, Graham-Ernst Co., South Norwalk, Conn.; J. Basch, Jose Hnos, N. Y.; Van Miller, A. S. Valentine & Sons, Philadelphia; W. D. Walker, S. S. Pierce Co., Boston; J. Sempliner, Bucher & Bucher, Dayton, Ohio; I. C. Rosenthal, Rosenthal Bros., N. Y.

Also "Jonesey," of the Surbrug Company (making a general survey), and Leo Heine, Kaufman Bros. & Bondy (pipes); Sam Frank, Frank Pipe Co., N. Y., and Jasper Fassett, of Geo. D. Emery Co., Cedar Lumber, N. Y.

S. F. HEAVENRICH.

The Bruhn-Neville Cigar Manufacturing Company, of Enid, Okla., has been incorporated with a capital stock of $5,000. The incorporators are W. F. Bruhn, W. C. Neville and H. W. Timm. The purpose of the corporation is to manufacture and sell cigars.

Cincinnati Cigar Trade All Around Satisfactory

Cincinnati, Feb. 27, 1912.

CIGAR manufacturers report the month of February as being a very satisfactory month, notwithstanding the shortness of the month and the Washington's Birthday holiday. The demand for nickel goods being greater than that of a better quality. An equally favorable report is made by the jobbing and retail trade, both handling a greater volume of business than the previous month.

E. O. Eshelby, who in addition to operating the Eshelby Tobacco Co, of Covington, Ky., has for a number of years past been the proprietor of the "Commercial Tribune," one of Cincinnati's leading morning papers, will on March 1st retire from the newspaper business in order to give his entire attention to his tobacco interests. One of the principal brands made by the Eshelby Tobacco Co. is "Cincy Scrap," which has an excellent sale in this section.

Miss Wagner, representing Knowell & Co., of Lancaster, Pa., leaf dealers, is the first woman visiting Cincinnati in that capacity. Miss Wagner's whirlwind campaign of the cigar manufacturers, combined with excellent saleswomanship, has met with unusual success in obtaining orders for Knowell & Co.'s choice line of wrappers, binders and fillers. This new departure has met with such great success that it is probable a new field has been opened for woman's activities, especially for those possessing Miss Wagner's selling abilities.

The police of Cincinnati are determined to break up the gambling in the cigar stores of this city, and a number of arrests have been made. This procedure having failed in accomplishing the desired effect of intimidating all the cigar store proprietors who countenance or operate gambling joints in the rear of their stores, policemen have been detailed to watch duty in front of a number of suspected stores.

The Hodde-Kirschner Cigar Company, has just been organized by H. J. Hodde and Frank Kirschner. Mr. Hodde has been acting as distributor for a number of out-of-town cigar houses for several years, and has worked up a large trade. Mr. Kirschner is a retired well-known grocer. Offices have been secured at 137 East Third street, and it is believed that the new concern will be an important factor in the wholesale cigar business before long. One of the leading brands which they will handle will be the "Iroquois" cigar, which is manufactured by the Iroquois Cigar Company, of Flint, Mich.

Alfred M. Voige has been appointed local representative of E. A. Kline & Co., of Cleveland, Ohio, whose "El Rigoletto" cigar has a large sale in this section. The Geo. A. Voige Cigar Company continuing as distributors. This is Mr. A. M. Voige's initial appearance in the cigar business, he having been interested heretofore in a large wholesale jewelry house. The name of Voige has been identified with Cincinnati's cigar and tobacco interests for more than half a century, and now that the brothers Geo. A. and Alfred M. are active in this industry it will likely continue to bring credit to the name for many years to come.

Strater Brothers, the Louisville, Ky., tobacco manufacturers, are working the local trade on their brands "On the Square" and "Day's Work" plug. The former is packed in tins, which retail at 96 cents per dozen. On the latter brand there is a special discount of 5 per cent., to be deducted from invoice on drop or stock shipments.

The cigar store of Michael Ibold, located at 9th and Central avenues, was entered by burglars on Sunday last. Their spoils, however, amounted to only 6 cents. A similar experience having warned Mr. Ibold against leaving any money in the cash register over night.

The action of the E. O. Eshelby Tobacco Co. against the Burley Tobacco Society, which was tried in the United States District Court in this city last month, resulting in a verdict for the defendant, will be appealed by the plaintiff. The motion of the latter for a new trial was overruled by Judge Hollister last week, who granted the request of counsel to file briefs in their effort to prove that the plaintiff is entitled to nominal damages, notwithstanding the verdict rendered against the E. O. Eshelby Tobacco Co.

The Burnhoff Manufacturing Company, which make a specialty of cigar lighters, cutters, coin containers and other essential adjuncts to a well-conducted cigar store, reports a most satisfactory condition of business. This concern has established an enviable reputation as manufacturers of standard articles of this character.

The new cigar factory of Arnold Tietig & Son, located at 413 East Fifth avenue, is of concrete construction, with brick facing, and in its appointments is strictly modern and sanitary. The architects of the building are Tietig & Lee, the former of whom is a son of Arnold Tietig, Sr.

T. H. Kirk, one of Cincinnati's leading burley tobacco dealers and who has purchased in the neighborhood of 15,000,000 pounds of 1909 pooled crop of the Burley Tobacco Society, is negotiating for 5,000,000 pounds of the E. grade of that pool at a price around 22 cents. It is understood that Mr. Kirk is acting for one of the large eastern manufacturers.

The local burley market has been very active for a number of weeks, 9621 hogheads being sold from January 1st to February 24th. The offerings last week were 2549 hogheads, of which 1414 were old tobacco and 1135 hogheads of the 1911 crop. The former brought an average price of $10.78 and the new averaged $10.46 per hundred pounds.

F. A. B.

"Eddie" Collins Quits Cigars for the Diamond

AFTER six weeks in the harness as a cigar salesman, during which time he "batted out" orders for the famous "Counsellor" cigar, Edward T. Collins, the famous second baseman of the World's Champion Athletics, has resigned to prepare for Spring base ball training.

"EDDIE" COLLINS

"Eddie" proved a big hit as a representative of the Allen R. Cressman's Sons' factories and took orders with as much ease as he picks up a "hot liner" at "second." He covered Philadelphia and adjacent territory and everywhere he went, was met with a "glad hand" full of orders. Encouraged by this experience, it is probable that he will again resume the selling of cigars in the fall, after the Athletics have won another pennant.

Cigar and Tobacco Output for January, 1912

ACCORDING to the Internal Revenue figures, the cigar output for the month of January, 1912, totalled about 483,000,000, compared with 517,000,000 in 1911, a decrease of 34,000,000.

The cigarette output for January, 1912, was almost double that of January, 1911, the figures being 667,000,000 and 398,000,000 respectively, a gain of 268,000,000.

In little cigars the internal revenue figures show a steady decrease, the output for January being 47,616,000, while last year's figures are 56,209,000, a decrease of 8,500,000.

In manufactured tobacco a comfortable gain is shown, the figures for January, 1912, being about 27,000,000 pounds, as compared with something over 23,000,000 pounds in January, 1911, a gain of more than 3,000,000 pounds.

Snuff shows a decrease, the output for January, 1912, being 2,,193,000 pounds, as compared with 2,466,000 for January, 1911, a decline of 273,000 pounds.

National Gathering of Leaf Examiners

Effort to Evolve Uniform Classification of Tobacco

WASHINGTON, Feb. 29.

EXAMINERS of tobacco from every important port of entry in the country held a conference on Monday with Assistant Secretary of the Treasury Curtis and other officials of the department and the customs service in the effort to evolve a uniform classification for the importation of Cuban and other tobaccos. The officials still have the matter under advisement and will announce their decision later.

It is the belief of experts in the government service that because of the diversity of views and methods of the various examiners, the government has not been receiving the full amount of the revenues to which it is entitled under the tariff act.

The purpose of the officials in summoning the examiners is to determine, for duty purposes, what shall be assessed as wrapper and what as filler tobacco. Under the existing law the former is dutiable at $1.85 and the latter at 35 cents per pound.

The brief sent to the Secretary of the Treasury by the Havana Importers' Association is published on page 22 of this issue of THE TOBACCO WORLD.

The Busy Retail Trade

Frank Hyland has opened a new and attractive cigar store at 5814 Fifth avenue, Brooklyn, in the Bay Ridge district. He is an experienced retail cigar dealer and as a leader is featuring the "Sir Rahmas" cigars of Sam H. Harris, Inc., and also carries a full line of the popular brands in Seed and Havana and nickel goods.

Thieves backed up a wagon to the cigar store of Martin Nielson & Co., 437 North Clark street, Chicago, Ill., on February 16th, and hauled away cigars valued at $300. One of the front windows of the store was shattered.

Work was commenced this morning in remodeling the cigar store and pool room of P. A. Carroll, on Main street, Scranton, Pa. A partition will be erected, separating the pool room and cigar store and the partition in the rear of the pool room will be taken out, giving much more space.

Leo J. Spuhler, who conducted a live retail cigar stand on Liberty street, Pittsburgh, and who recently purchased the Federick Mann Cigar Store, at 610 Smithfield street, that city, reports that business in his new location is coming along in good shape. The Spuhler stores are big factors in the distribution of stogies and high-class cigars.

The Frank Alvey Company, Springfield, Ill., operating a cigar store and pool and billiard rooms, has been given a license of incorporation by the Secretary of State. The capital stock of the company is placed at $15,000 and the incorporators and first board of directors are Frank Alvey, F. E. Leseure and L. J. Nardine, the latter two of Danville.

The Leseure Brothers, Springfield Ill., cigar retailers have received articles of incorporation for their Danville concern. The capital stock is placed at $50,000 and the incorporators and first board of directors are F. E. and L. M. Leseure and L. J. Nardine.

Ed Levy, the La Salle street, Ottawa, Ill., cigar and tobacco dealer, has returned from a business trip along the line of the Burlington road.

Burglars broke open Bernard Goldstone's cigar and tobacco store, at No. 1523 Washington avenue, St. Louis, Mo., February 13th. The loot amounted to $478. The missing goods include 120 boxes of cigars, chewing tobacco and pipes.

James J. Kelley, who formerly conducted a tobacco store in the pool room of James A. McKane, 825 Edgmont avenue, Chester, Pa., has moved his business into the premises next door, 827 Edgmont avenue.

Possession of the Wigwam cigar store, near Fifth and Main streets, Richmond, Ind., is still in the hands of Daniel Gates, who, on February 14th, drove his brother, Harry Gates, from the place, changed the locks on the entrance doors and took charge of the cigar, pool and magazine sales business.

John Fielding, who for many years was office manager for Rothschild and Sons, and, until recently, held a similar position with Charles J. Waselbaum & Co., has accepted the position as assistant manager of the New York branch of Louis P. Sutter & Bros.

George W. Childs Cigar Company, Maysville, Ohio, has been incorporated with a capital of $5,000. Incorporators, I. N. Childs, E. L. Cablish and Simon Clarkson.

Articles of incorporation are issued to the Frank Alvey Company, which operates a cigar store in Springfield, Ill. Frank Alvey, of Springfield, and F. E. Leseure and L. J. Nardine, both of Danville, are the incorporators and first board of directors. The capital stock of the concern is named at $15,000.

The New England Tobacco Corporation, Hartford, Conn., has been incorporated with an authorized capital of $75,000.

John Taylor, Jr., 3232 Park avenue, Kansas City, Mo., a salesman for the Leggett & Myers Tobacco Company, was robbed of a diamond pin, worth $60, while riding on a street car between his home and the Postoffice Building, on Febrary 19th.

Arthur C. Nelson, son of Andrew Nelson, one of the oldest and best known cigar dealers of Denver, Colo., is dead of pneumonia. He was twenty-four years old.

The following officers have been elected for the coming year by the N. Kuhen Cigar Company, Davenport, Iowa: President, F. M. Rhodes; vice-president, Victor Littig; secretary and treasurer, August Zschiesche. Directors elected were: F. M. Rhodes, August Zschiesche, F. C. Henigbaum, R. J. Sterling, Victor Littig.

Wayne Tobacco Company, Fort Wayne, Indiana, has increased its capital stock from $50,000 to $85,000.

Liggett & Myers Tobacco Company has declared a quarterly dividend of one and three-quarters per cent. on the preferred stock, payable April 1, to stockholders of record February 15.

Walter Ross, of 141 South 28th street, Lincoln, Neb., has bought the one-half interest of A. L. Martin in the tobacco, cigar and confectionery firm of Hill & Martin, in Omaha, Neb. Mr. Ross will move his family from Lincoln to Tecumseh next week.

The cigar store of P. A. Carroll, Main street, Scranton, Pa., has been remodeled and brought up to date in every particular.

Joseph Walsh and Peter Manley have opened the Rialto Cigar store in the Maloney Building, on Chestnut street, Scranton, Pa., and are already doing a prosperous business.

E. T. Sandberg, of Duluth, Minn., has disposed of his cigar store in the Bank Building, to Joe Sikkila, of Ely, who took possession at once.

At the annual meeting of the N. Kuhen Cigar Company, of Davenport, Iowa, the following directors were elected for the year: F. H. Rhodes, August Zschiesche, F. G. Henigbaum, R. J. Stelling and Victor Littig. The directors met later and elected the following officers: President, F. M. Rhodes; vice-president, Victor L. Littig; secretary and treasurer, August Zschiesche.

The G. J. Johnson Cigar Company, Grand Rapids, Mich., has increased its capitalization from $30,000 to $250,000.

John F. Jones, the Wilmington, Del., tobacco and cigar dealer, with stores at 625 Market street and at Ninth and Market streets, that city, on Tuesday signed a lease for the property at the northwest corner of Sixth and Market streets, to be vacated by the Belt Drug Store.

The large display window of the Clinton Cigar Co.'s store on Second street, Clinton, Ia., contains a very nicely arranged display of three winning brands of cigars which are manufactured in the home factory of T. W. Schroeder & Son over 414 So. 2nd street.

Duluth Retailer makes Record Sale

IF you could sell 1,649,315 cigars in a period of three years, would you start a cigar store? That's what Harry W. Rowley, proprietor of Rowley's cigar store, 312 West Superior street, has done since February 17, 1909.

Protest Meeting of Salt Lake City Retailers

AT a big meeting of cigar men, held at No. 22 East Second street, Salt Lake City,, on February 14, the Sunday closing order was discussed at length, and it was the concensus of opinion that the order is unfair to the cigar stores as well as to the saloons. It was decided to test the legality of the order in a friendly way to which end two cigar stores were kept open the next Sunday, and the Chief of Police notified of the intention.

"La Saneda" & "Half a Dime" Make a Hit

THE Union News Co., which operates on a large number of the railroad trunk lines radiating from Chicago, reports big sales in "La Saneda" and "Half a Dime" cigars, made by Storm, Fisher & Co., of Chicago.

Francis Bolano y Ca. are pushing very actively a campaign among the Chicago dealers for "Flor de Bolano" Havana cigars. A very fine line of newspaper advertising forms part of the campaign.

The Men Who Book The Orders

EMIL KLEIN, the popular executive of E. M. Schwarz & Company, New York, has made a round of the jobbing trade in Boston and opened some new accounts.

Leo Moyer, of the Neumann Moyer Company, Philadelphia, is on an extended trip through the Middle West, and sending in good sized orders to his firm. Their factory is running full force to keep up with the demand.

George L. Jones is a new salesman on the staff of the T. Wright & Company jobbing house, of St. Louis. Mr. Jones is making good by booking a number of desirable orders for his firm on his maiden trip.

The Kuhles & Stock Company, St. Paul, Minn., has secured the services of N. J. Buckley, of Duluth, who will act as their representative at the head of the lakes. He succeeds F. H. White, who has resigned.

Fred Marsh, representing Marcelino Perez and Company, has made a round of the trade in Syracuse, New York, in the interest of the "Tuval" cigar.

Angel Garcia, of the firm of Perfecto Garcia & Company, has been in Cincinnati for a week calling upon the trade. Mr. Garcia is making his first trip of the new year and is now eastward bound. In St. Louis, Memphis, Kansas City and St. Joseph, Mr. Garcia registered complaints on account of bad weather conditions, but this did not prevent him from booking many good-sized orders.

The "Samo" cigar of the Grinsfelder Company, of Spokane, Wash., has made its appearance, and its fame will be carried abroad by a number of selected salesmen.

A. Dahlman, who for fourteen years has represented Wm. Dennit & Company on the Pacific Coast, on February 25th, married Miss Dora Selig, of San Francisco.

George Erhart, of the Hemenway & Moser Company, a rapidly growing Seattle jobbing concern, is on a trip through Southern Oregon, and sends in some good-sized orders to his firm.

W. C. Rue, Western representative for E. A. Klein & Company, has spent two weeks in St. Louis working on the firm's "Rigoleto" brand, which is selling finely.

J. Hamburger, of the staff of Antonio Roig & Langsdorf, was a visitor to Bluefield, W. Va., during the last part of February.

Otto Eisenlohr and his brother Charles, of Otto Eisenlohr & Brothers, Philadelphia, are vacating and enjoying life at Palm Beach. Another cigar manufacturer who intends shortly to visit the country of sunshine and everglades is Sig. C. Mayer, who intends to rest up a bit after a season of strenuous and successful work.

C. E. Ralph, a progressive cigar jobber, of Superior, Wis., has made a round of the trade in Chicago, interviewing numerous friends and not forgetting to book orders.

Sid Cahen, who represents E. Regensburg & Son, Chicago, after covering the trade of the "Windy City" to excellent advantage, has left for an extended trip through the Northwest.

George Casematis, of the Nestor Gianaclis Company, of Boston, is in San Francisco, preparing to start a vigorous campaign in the interests of the "Nestor" and "Royal Nestor" cigarettes. Mr. Casematis is making his headquarters in 'Frisco with Edward Wolf and Co., agents for the Nestor Gianaclis Co.

William Catlin, who travels for the T. J. Dunn Co., has been on the road for the last twenty-four years, during which time he has established an enviable reputation as a cigar salesman. He joined the sales force of T. J. Dunn & Co., seven years ago, his territory covering New York, New Jersey, Pennsylvania and part of the South, and is making good on every successive trip he takes over the road.

To Exhibit Cigars

CHARLES SOBY, the well-known cigar manufacturer, of Hartford, will have an exhibition of the various brands of cigars turned out by his establishment. The exhibition will be in the window of Weeks and Woods and will be in keeping with the high-grade for which these goods have always been noted and which have added to Hartford's industrial fame.

Boston Cigar Trade Fair

BOSTON, February 23, 1912.

THE general consensus among several prominent trade members is that, while business could be, on the whole, better,—yet—it could be a lot worse, hence we might summarize by terming it fair. Collections are unusually slow, which is discouraging to many, especially retailers, who need the money at this time more than they would later. However, new cigar stores started and recent incorporations attest an optimistic point of view anent future prosperity.

A. Boyd Wilson, representing P. C. Fulweiler & Bros. Co., of Philadelphia, was in town this week.

Harry L. Rogers, representing Bayuk Brothers, Philadelphia, has just returned from a successful trip from Connecticut and Western Massachusetts, where he vigorously exploited the "Havana Ribbon" brand.

Winslow Judson, the enthusiastic exponent of "Twin Oaks" smoking tobacco, (Monopol Tobacco Works) is leaving no stone unturned to make this brand more popular in the Hub, there being several prominent windows carton-decorated with this feature. He offers a combination of English Curve Cut and a two-ounce carton of "Twin Oaks."

The first Queen Quality smoking tobacco, (American Tobacco Co.) ever seen in this locality has just arrived, in the form of five-cent bags.

D. F. Mahoney, representing Park & Tilford, prominent New York cigar jobbers, was here last week.

Mendez & Gomez's (Porto Rico) representative, E. A. Jacobs, is visiting Boston jobbers this week.

The Barrington Pharmacy, Inc., is a new trade corporation. Capital, $5,000. James Crotty, president; John J. Harvey, treasurer; David J. Hickey, secretary.

Alfred A. Conlin has purchased the drug store of Harry B. Ball, at 333 Lowell street, Lawrence.

Thomas A. FitzSimmons is opening a drug store, at the corner of Clinton avenue and Belmont street, for Miss Alice Morey, proprietor of Hotel Hamilton, Brockton.

Ruby Hyneman, of the firm of Hyneman Bros. (Sole New England agents for the "Hoffman House Bouquet," domestic), is doing great work on the "Priscilla" brand, one of the most popular ten-cent, high-grade, seed Havana cigars sold in Boston, obtainable at all hotels and clubs.

Managers of several stock exchange houses have a cute scheme of insuring ample time to engage "prospects" in conversation by having a pocket full of cigars, each one being carefully wrapped in tissue paper bearing the name of the brokerage house, the wrapping of which is tightly twisted and coiled at either end. To unravel this requires several moments, the office manager in the interim making good use of his time broaching advice anent market opportunities, frequently receiving worth-while commission orders in this manner.

Sam Gryzmish, manufacturer of the well-known "S. G." Londres, ten-cent cigar, has just returned from a visit to Havana, purchasing extensively of high-grade Havana leaf while there. During his absence, his business was ably conducted by his two sons, Mortimer C. and Reuben B. Gryzmish. He states that tobacco was unusually high this season.

Kid Nichols and Joe Mendel, (New York City) formerly factors in the cigar and tobacco trade, were visitors in town this week. They have recently embarked in the leather business.

Sanchez y Haya clear Havana cigars are depicted in several admirable window displays in town, among the neatest of which is that of J. F. Callahan & Company, Federal street. This high-grade line is pre-eminent in Boston.

Charles A. Grant, of the cigar stand at Clark's Hotel, than whom none was more popular among Boston's theatrical district, recently passed away. His brother, William P. Grant, is now in charge of the business.

William Gaglon, the new manager of George C. Shaw Company, Portland, Me., was in town this week. He reports a firm increase in business since he assumed charge. This firm is noted for "quality" goods.

B. S. HENDERSON.

Prize Tobacco Growers

AN attractive display of prize tobacco, of the 1911 crop, was made in Lancaster, Pa., during the week ending February 17th, by the leading growers of the county. The crop for the most part was one of the best of recent years and the exhibit brought out a large number of excellent samples. The judges made awards as follows:

Cigar Fillers—H. K. Landis, East Lampeter, first; J. Aldus Herr, West Lampeter, second; George Hibshman, Ephrata, third; Martin H. Good, Martinsville, fourth; John F. Weaver, West Lampeter, fifth.

Cigar Binders—Daniel Lausch, Ephrata, first; George Hibshman, Ephrata, second; J. H. Hostetter, Millersville, third; Daniel Lausch, fourth; D. E. Groff, Strasburg, fifth.

Cigar Wrappers—J. H. Hostetter, Millersville, first; D. E. Groff, Strasburg, second; H. K. Landis, Greenfield, third; J. H. Hostetter, fourth; Martin H. Good, Martinsville, fifth.

Greatest Weight Per Acre—H. K. Landis, Greenfield, first; M. W. Taylor, Reidenbach's, second.

More Life in San Francisco Trade

Reports from California Points Encouraging

SAN FRANCISCO, Feb. 20th, 1912.

THE city trade is gradually taking on a little more life, though in some parts of the downtown district retailers do not find the snap to business that they expected at this time. One reason assigned for this is that slow business in all lines through the East is causing many people to spend the winter at home, who would otherwise come to the Coast. There are a great many working people in the city, but many of them are unable to find employment, as the construction of the exposition has not started. As soon as the prospective building boom starts there should be business enough for everybody.

Reports from Southern California, particularly Los Angeles and San Diego, are most encouraging. Hundreds of workmen are now employed on the San Diego exposition buildings, and the town itself is growing fast, while the new hotels are well filled. Traveling men returning from Los Angeles say the growth of that city, as a residence place, is hard to realize. Some idea of its growth may be gained from the fact that, for the last year, about $1,500,000 a month has gone into the construction of medium-priced dwellings, and still it is hard to find vacant accommodations. Los Angeles is a great place for 5-cent cigars, fewer "bit" goods being sold there than in this city, but the staple, low-priced trade is growing tremendously.

George Cacematis, special representative of the Nestor Gianaclis Company, is still in the city, and will probably be here for some time to come. While this line of cigarettes has been energetically handled by the regular agents, the Edward Wolf Company, the manufacturers, have felt the desirability of giving their line more attention than it could well receive from a jobbing house, and Mr. Cacematis is putting in a lot of effective work with the trade.

The Edward Wolf Company is steadily increasing the sales of its regular Havana and domestic lines, and has gotten its business in Manila cigars down to a regular routine basis, so that the large shipments coming in from time to time are moved off about as fast as they arrive. Another shipment of these goods, amounting to half a million, will come in by the end of the month.

Ehrman Brothers & Company, the local jobbers, expect a visit early in March from A. Santaella, manufacturer of the "Optimo" cigar, which has for years been their leading line. A visitor at this house at present is W. C. Rose, representing Bayuk Bros., of Philadelphia, manufacturers of their popular 5-cent line, the "Havana Ribbon," for which they have built up a large business in the last year. Under Mr. Rose's direction, some special work has been started on this cigar, with good results. This house is well satisfied with the progress made since the first of the year, and anticipates one of the best years on record. A. Ehrman, of this house, who made a trip to Manila about the end of the year, intending to return via Suez and New York, cut his trip short and has just completed his return voyage across the Pacific.

M. A. Gunst & Company report that their Portland, Ore., branch has secured quarters for a new store in the Multnomah Hotel in that city, which has just been opened, having considerable competition for the location. The hotel is one of the finest in Portland, and the cigar store will be fitted up in keeping with the surroundings. Another notable acquisition of this firm is the cigar and tobacco concession for the Emeryville aviation meet to be held next week.

M. C. Eisenschimmel, representing Henry W. Peabody & Company, agents in this country for the Maria Christina factory at Manila, is making an extended tour of the States.

The importing firm of Castle Bros.—Wolf & Sons, which was one of the first in this city to take up Manila cigars, has been reorganized as the Pacific Commercial Company, additional capital being brought in by eastern members of the firm. The management will remain as before. The company has been incorporated under the laws of the Philippine Islands, with a capital stock of $2,000,000.

Samuel Cantor, well-known in connection with the cigar department of the St. Francis Hotel, is receiving the congratulations of his many friends on the birth of a daughter.

Joseph Triest, manager of Haas Brothers' cigar department, will leave early next month for a visit to relatives in Europe.

An announcement of unusual interest to the retail trade is that their old friend Bauer Hess, who has for several years been on the road in the interest of the "Optimo" cigar, has quit the road and is entering the retail business. He has bought out the large and finely appointed store of Kasser Brothers, on Market street near Powell, a highly desirable location.

The wholesale grocery house which has occupied half of the Pendleton building, on Drumm street near Market, has found other quarters, and the entire structure will hereafter be used for the wholesale tobacco business of Horn & Company, giving them one of the largest jobbing establishments in the country. The quarters consist of two floors and basement, with nearly 50 feet frontage and a depth of 137½ feet.

I. Danziger, the well-known cigar broker, underwent a serious operation a few weeks ago, but appeared at his office again this week, though it will be some time before he can fully recover his strength.

The business of Frankel, Gerdts & Company, the local cigar manufacturers, has been increasing rapidly since the first of the year, and quite a lot of extra help has been taken on. The company's expansion in the Northwest has necessitated a considerable increase of output, and at present the facilities are taxed to the utmost.

D. J. Waterman, representing Boltz, Clymer & Co., is making a tour of the Northwest.

According to a recent report from San Diego, Cal., the United Cigar Stores Company has made arrangements for one of the choicest corners in that city, and that a large building will be erected in the site, to be occupied mainly by the United and the Owl Drug Company.

M. A. Gunst & Company have attracted a lot of attention to their local windows in the last week by a strong display of "Robert Burns" and "Little Bobbie" goods, with typically Scottish decorations.

Mr. Correo, who has been looking after the interest of the La Isabella cigar factory, of Manila, in this city for several weeks, has just left for the Spanish office of his company.

Business in Los Angeles Better

Demand for "Post Dispatch" Cigars

LOS ANGELES, CAL., Feb. 23, 1912.

LOUIS H. EISENLOHR, of the firm of Otto Eisenlohr & Bros., manufacturers of "Cinco" cigars, called on the firm of Kingsbaker & Klingenstein, of this city, and was very much pleased with the success of "Cinco" in this territory.

Geo. J. Yocum, of Yocuni Bros., left this city after enjoying six long weeks of Southern California sunshine and joy, and negotiating business in the meantime with Kingsbaker & Klingenstein Co., of this city, their distributors.

Milo Adams, of the Surbrug Co., is also here working hard on "Milo" and "Arab" cigarettes for the above-named house.

Mark A. Brunner is expected here next Sunday.

Kingsbaker & Klingenstein Co. received their new E. M. F. delivery car, which has the following advertisement on it: The American-Webster-Y-B-Cinco and Milo Cigarettes. It is without doubt the finest delivery car on the Pacific Coast at the present time.

The retail cigar trade is still rather quiet, although most of the jobbers say that they had more business in January than they had the same month last year. Retailers seem to have greater cause for complaint than the jobbers.

Klauber & Wangenheim Co. are very busy on their leading lines. They operate two autos and six wagons in this city. The leading lines of this firm are always in great demand. They report a very heavy demand for "Pure Gold." The sale of "Chancellor" cigars is showing a big increase, and this old-time brand is on sale at every cigar store in the city and the neighboring territory. "Optimo" cigars are running particularly fine, and the new size "Queen," selling to the retail trade at $100.00 per thousand, is making many friends among the consumers of high-grade Havana cigars.

J. B. Lampe is leaving in a few days for Riverside in the interest of "Pure Gold" tobacco.

Ike Wentworth (Jose Lovera Co.) is still on the job. He reports a steady demand for "Lovera Angelus" and the "Lovera Miniatures."

C. Barnes, representing the Klauber & Wagenheim Co., and Morris Burke, representing the famous "Post Despatch" cigar, manufactured by Eitel & Cassebohm, of Louisville, Ky., are leaving for a week's trip to Santa Barbara in the interest of the "Post Despatch" cigar.

Abe Cohn, manager of the Max Cohn Cigar Co., reports a satisfactory business at their places of business in this city.

Morris Burke has just returned from Imperial Valley after an eight-day trip in the interest of the "Post Despatch" cigar. He reports a very satisfactory business. On his trip he covered the towns of Brawley, Imperial, Banning, Calexico, Haltville, Yuma, El Centro and Beaumont. With the assistance of Mr. E. A. Nance, Klauber & Wangenheim's representative, he succeeded in placing the "Post Despatch" all over the territory. Repeating orders are coming in fast and the sale of this cigar is far more than Klauber & Wangenheim Co. had ever expected, as they are now oversold at least 75,000 cigars.

The Long Beach Drug Co., of Long Beach, Cal., have an attractive window display of "Post Dispatch" cigars this week, with an attractive flasher sign in the center, and six boxes in the top of the showcase. They report a very satisfactory business on this brand.

Joe Goldsmith, manager of the M. A. Newmark & Co., reports a very satisfactory business on "Don Remo" cigar. Mr. McDonnel, coast representative, is here calling on the trade.

Rob. Gans, of J. J. Gans & Bros., has just returned from Santa Barbara with a nice bunch of orders for "Lawrence Barrett" and "Tom Keene" cigars. Mr. Gans informs me that he is selling "Tom Keene" at the rate of 300M. per month. The cigar is well placed in this territory. It is also well advertised. In clear Havana, Gans Bros. sell "La Natividad." They are always running short in this brand, as the sale of this cigar is great, and the demand greater than the output. No cigar store can be without them for a minute.

M. B.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Few Idle Cigarmakers in Lancaster

LANCASTER, PA., Feb. 28th.

GENERAL activity among cigar manufacturers in this district indicates an improvement in trade, and better prospects for lively spring business. There are no idle cigarmakers to speak of, and February, considering the number of actual working days in the month will doubtless show a healthful gain in output over the production in January.

There will soon be something doing in the offices of the Imperial Cigar Company, in this city. Dan. Manheimer, head of the house, left last week upon an extended trip through Western territory where he has a large number of old customers, and reports now coming from him indicate a successful business.

The Woolworth Building will soon be recognized as tobacco men's headquarters. Among the first tobacco firms to occupy offices in the building were Long & Taylor. Later they were followed by F. E. Eberly and now still another tobacco man, J. K. Leman, has taken fine new quarters in the building. I also hear there are others who are considering the idea of establishing themselves in the building.

S. M. Ottinger, of the Florida leaf firm of Mitchell & Ottinger, is this week attending to the wants of his constituency in Philadelphia. Ottinger is growing more and more optimistic regarding Florida wrappers and increased sales are following in the wake of his enthusiasm.

Things are running along smoothly at the new factory of the M. Kinports Cigar Manufacturing Company, at Reamstown. Highly skilled cigarmakers have been secured and the product of the firm never looked better than it does now.

W. H. McLaughlin & Son are meeting with encouraging success in the distribution of the "44" cigars here. Their territory cover the entire county, and already the brand is on sale in many of the outlying sections which is really an excellent field for this line of goods, because the prosperous people of those places really enjoy a high-grade smoke.

If the record of output established during the first two months of the year by the S. R. Moss Cigar Company, can be maintained throughout the year, a new high water mark in production will have been established by the close of the year. The demand lately has been especially strong for the "Flor de Moss" and other grades of higher priced goods.

Friends of John Slater, of the well-known stogie manufacturing firm of John Slater and Company, are much grieved to learn of the serious illness of his aged mother, who resides at Washington, Pa., where Mr. Slater also lives.

Reading Manufacturers Optimistic

READING, PA., Feb. 28th.

TRADE conditions here are quite satisfactory for this time of year and every one is in a highly hopeful mood.

W. H. Yocum, of Yocum Brothers, has returned from a short visit to Cuba to inspect their holdings of Havana leaf and to make some further selections. He will now devote several weeks to a flying trip through the Western States.

F. P. Rush, of the Tornay-Fernandez Company, Tampa, left his office in this city some days ago for an eight weeks' trip to the factory.

D. F. Fleck is pushing with remarkable vigor the sale of his "Courtello" brand of nickel cigars and has already established a good distribution on them in this vicinity. The "Cubanada" is now being introduced as a running mate, and is also meeting a good reception.

J. G. Spatz, of J. G. Spatz & Co., is home from his visit to St. Louis and other points in the Middle West. As usual he was the recipient of an encouraging number of orders for their leading products, and the factory will be kept busy for several months to come.

F. S. Koons, at Boyertown, can easily surpass many of the country box factories in the manufacture of boxes for popular brands of cigars. The careful observer will have little difficulty in finding a reason for this in the care taken in the production of boxes as shown by the Koons make. Personal supervision is the rule in every department of the fine big structure,at Boyertown, which is equipped with every known facility.

"John Hay" cigars, made by W. W. Stewart & Sons, are fast becoming a pass word in Reading. There is scarcely a cigar store or stand where they are not to be found on sale among the leaders of ten-cent goods.

New By-Law for A. T. Co.

THE annual meeting of The American Tobacco Company will be held in Jersey City, N. J., March 13. At the meeting there will be presented for the stockholders' consideration a proposed by-law providing for participation by certain officers of the company in profits if earned by the company in excess of profits in 1910, on brands and business owned by the company, such participation not to exceed in the aggregate ten per cent. of such excess.

York Factories See Brighler Prospects

YORK, PA., Feb. 28th.

A FALSE alarm was spread about Dallastown a few days ago when it was stated that John W. Minnich contemplated retiring from the cigar business. The truth is that a goodly number of orders for the product has been booked since January 1st, and in all probability the production during 1912 will exceed former years.

John C. Hackert and Company have closed down their Dallastown factory temporarily, but are operating the branch establishments.

The box manufacturers reported last week that business was not as brisk as they would like to see, but the general tone has again improved. The box factories here have had all they could do to fill orders coming in from the large cigar manufacturers.

W. H. Grimm is preparing to place his "Travellers Tip" cigar on the market in a new dress. A fine new label is being made for this line, which, when completed, will make it an up-to-date package in every way. Mr. Grimm already has his goods well introduced, but proposes to push them with greater vigor.

John A. Shuhart returned to his York office recently from a flying visit among his jobbers and reports conditions as rather quiet but indications for greater activity. Mr. Shubart controls the output of several factories in this vicinity and by his energetic work he keeps them well supplied with orders.

T. D. Hene must today be classed among the largest shippers of cigars in York, and established a record of 15,000 cigars sold during 1911. Plans have been very carefully laid and he hopes to exceed those figures very handsomely this year. Mr. Hene is a brother of Oscar C. Hene, manager of the cigar department of Austin, Nichols and Company, of New York.

The York Tobacco Company is in possession of the Sonneman warehouse in this city.

Wm. Frutiger, at Red Lion, recently completed many improvements to his factory building and has good facilities for the production of a superior line of goods.

H. L. Haines, salesmanager with T. E. Brooks and Company, had been confined to his home for several days, suffering severely from a cold, but is now so much improved that he is making daily visits to the factory.

A. Scott Frey is continuing the cigar business of Kaltreider & Frey, from which D. Frank Kaltreider retired several weeks ago to join the firm of W. J. Neff & Co. Mr. Frey is trading as A. S. Frey & Co.

Miller Bros., Red Lion, are turning out more cigar boxes than ever before, and utilize every foot of space in their fine new building, erected since their disastrous fire of two years ago.

The Trade at Pottsville

POTTSVILLE, PA., Feb. 23rd.

AMONG the old established factories here is Jacob B. Scheon Cigar Company, makers of the well-known "Stag" and "Schoen Bros. No. 7" cigars. These goods have a wide reputation and have been standards for years. The firm consists only of Jacob B. Schoen, who continues to visit the trade at regular intervals and never fails to bring in substantial orders. Mr. Schoen made one of his regular trips through the coal regions last week.

Wm. Pfifer is also among the better known manufacturing retailers of the city. In nickel gods he specializes strongly on the "La Rosa Calie," which is a very popular brand among residents of Pottsville.

The cigar stand at the Allan House is showing a fine line of popular brands of goods among which I observed the "Flor de Girard," "Gatos 1761," "American Empire," "Cinco" and "Golden Rule" among about fifty others.

Being and Seeming

WHAT'S In a Name?

Precisely What You Put Into It; No More, No Less.

When you make it all that earnest conscientious effort can accomplish, then you are building something that will live long after the energy that created it has passed away.

What's Doing in the Chicago Market

Mac Veagh House to Distribute the "First Consul" Line—Other Jobbers Busy

CHICAGO, Feb. 23rd, 1912.

CHICAGO Association of Credit Men held their sixteenth annual banquet at the Hotel Sherman, Friday, February 23rd, which was largely attended. After an elaborate dinner cigars were passed and speeches from many prominent credit men were heard with interest.

Mr. E. G. Ahern, of J. & B. Moss, is still on the sick list. He is improving slowly. It was doubtful at one time if he would live.

N. E. Spears, of Michigan City, has sold out his cgar shop to E. M. Oppenheimer.

The Rubini cigar factory have disposed of their retail store in the Chicago Opera House Block to Miss Jossie Meyers. It is expected that Miss Meyers will cut quite a figure in the cigar game.

Elmer Bacon has tendered his resignation with W. K. Steel and has accepted the managership for the cigar department for Frank Haggerty.

P. S. Bowe, has sold his store, at Sheridan Road and The "L" Station, to Mr. Ryan.

Ed. Solomon has secured the lease of the S. W. corner of Clark and Randolph streets, to be used for a cigar store. This building will be remodeled and used as a hotel.

Albert Breitung, has opened his beautiful stand in the Harris Trust and Savings Bank Building.

Arthur D. Berlizheimer, of the Fromherz, Berlizheimer Company, has returned from a successful trip. Their leading brand is "La Espera."

The cigar store known as the Fifth Avenue Cigar Company, Fifth avenue and Lake street, was purchased by Edward Bros.

Reid, Murdoch & Co. are enjoying a very fine business from a successful campaign on "El Roi Tan" and "Cubanola."

Consumer's Cigar Manufacturing Company, have just received their new five-cent label called the "Imperial Ribbon," which is a pippin and should be a red hot seller. This label was made by George Schlegel, New York.

Franklin MacVeagh have taken on the "First Consul" cigar, made in fourteen sizes. It is expected they will get many repeating orders on this brand.

John B. Thatcher, Western manager for Kaufman, Pasbach & Voice, of New York City, Label Lithographers, has opened a Chicago branch in the Atlas Block.

H. M. Schermerhorn are making a big hit with their new brand, called the "Scherose."

Bill Rosenfeld has left on a trip.

The Hotel La Salle cigar department reports business very good.

Charles Donovan Cigar Company are having a very satisfactory business on "R. B." and "King Alfred." In spite of it being presidential election year does not seem to have any effect on their business. They will be greatly surprised if an increase is not shown this spring.

Out-of-town visitors: J. Noll, Sheboygan, Mich.; Geo. Alces, El Victor factory, Jacksonville, Fla.; Al Korn, Furgatch & Co., New York; Max Cane, Cane Brothers; Abe Cario, Bostillo Brothers & Diaz; Harley Morris, El Sanchez & Co.

Considerable speculation and interest has been aroused among the cigar dealers in Chicago over the enormous rents that are being asked for space in the different new buildings that are being erected here. The dealers say that they are being forced to pay 100 per cent. more than they can possibly afford to, when the profits on their goods are taken into consideration. They declare that the locations all over are being taken by the haberdashers and drug men, owing to the fact that they can afford these high rents from the difference in the profits of their line of business.

Despite the fact that rents are so high, many of the dealers have taken leases on space in the many new buildings now in the course of construction.

John Dolan has already leased the stands in the new Goddard Building, Hamilton Club Building, and a store on Jackson Boulevard, near Franklin street. He has also leased the location in Van Buren street, back of the Chicago Club.

Tom Murray is offering the location at the corner of Madison and Clark streets, for $8000 a year. It is probable that Best & Russell will take the place at $7000. This site is directly opposite a United stand.

Smiley Corbett, proprietor of the Lambs Club, has taken a 21-year lease on the Hannah & Hogg property at southeast corner Clark and Randolph streets, where George Silver is now located. Mr. Corbett will take possession of the place on May 1st, when he will erect a hotel known at the City Hall Square Hotel, which should be completed by September 1st. Mr. Corbett will run his own cigar stand, as he does at the Lambs Club.

Rutherford B. H. Cook, proprietor of the stand in the Kesner Building, just opened a new stand in the Calumet Building, at 117 South La Salle street.

J. B. Moos, who has just erected the Textile Building, at the corner of Fifth avenue and Adams street, has rented the cigar store to Sam Marco for a period of ten years, at a rental of $7500 per annum. Mr. Marco also has a stand in Adams street, near La Salle.

A new location not yet leased is in the new Continental and Commercial Bank Building. As H. M. Schermerhorn has the stand in the old bank building, it is presumed that he will have first call on the location in the new building.

E. C. Waller, a real estate man, has taken over the old Hamilton Club Building on a ten-year lease and has offered the cigar stand on the corner for $7000 a year. The knowing ones contend that this is much too high a price, considering there is no night, Sunday, or holiday trade at that point.

Another location that is going begging is the stand in the New York Life Building, in La Salle street. This space is 23½x21, and is held at $8500 a year. This objection with this is that there is no night, Sunday or holiday trade at this point.

The owners of the building at 18 West Randolph street, are looking for a tenant for a cigar store they intend to install at their place. This location is one of the most desirable in the loop district and several of the big retailers are looking over the situation. The space in the Mallers Building, at Wabash and Madison streets, is being offered at $3000 per year. No tenant has yet been secured for the place.

The entire ground floor of the new City Hall Square Building has been leased by John Righeimer, who will control the cigar privilege. By leasing the entire floor, he has eliminated all possible competition. Mr. Righeimer will also retain his old stand at 87 West Randolph street.

W. G. Andersen, manager of the hat department of The Fair, has recently been given the management of the cigar department of that store. Mr. Andersen has just returned from Cuba, where he has been familiarizing himself with certain branches of the cigar business.

Charles Storm, of the firm of Storm, Fisher & Co., left February 27, for New York, where he goes to confer with the other members of the firm. He expects to be gone about two weeks.

Ed. Morgan, formerly with the Lucius Cigar people, is now featuring the "Optimo" through the distributers, Clarence Herschorn, and has been very successful in his efforts.

Walter R. Eagle, proprietor of two good loop stands, has renewed his lease on the stand at 86 Randolph street, for a period of five years.

H. N. Schermerhorn has taken the cigar privilege in the McCormick Building, at a yearly rental of $3600. He has also taken the stand in Orchestra Hall, at $2400 per year.

Incorporated: Barrett Cigar Company, Chicago, Ill., $2500; cigars and smokers' articles; Oscar Knittel, Anna O'Donnell, Morris C. Leonard.

Tobacco Shipment for Japan

MR. S. MORI, an emissary of the Japanese Government, has been in the principal tobacco districts of Virginia and North Carolina for some time, purchasing a supply of tobacco for retail through the government's tobacco shops, which have a monopoly on the sale of tobacco in that country. To date over 100 car loads of tobacco of excellent quality have been bought, and the shipping of it has begun. The tobacco is being handled by rail across the American Continent and loaded on Oriental steamships at San Francisco.

Sweepings Not Waste

SWEEPINGS from a tobacco warehouse or storehouse constitute manufactured tobacco rather than waste, the Supreme Court of the United States has decided. On the decision depended the question of whether importers under the Dingley law should pay a duty of 55 cents a pound or a 10 per cent. ad valorem.

Arthur O. Gray, for the past eight years with P. J. Wald, for whom he managed cigar stores, has resigned to accept a position with the Wald-Kendrick Company as salesman. Mr. Gray will represent the concern in Utica and vicinity.

Woman a Successful Leaf Salesman

A FEMALE leaf salesman, representing Knoell & Co., Lancaster, Pa., is making a serious hit with the trade and booking orders like a veteran. When last heard from she was in St. Louis.

The charter for the new warehouse, to be operated by the Farmers' Leaf Tobacco Growers' Union, Dayton, Ohio, has been received and stock books will be opened in the near future.

Balbin Brothers, of Tampa, famous as the manufacturers of "Elsardo" cigars, have secured the services of W. H. Terril, formerly with Sanchez & Haya, and will cover the same territory as he did for his old firm. Success.

TAMPA TIPS

Many Visitors at Tampa Factories

Conditions are not as Healthy as could be desired—What the Leaders are doing

TAMPA, February 26th.

THE general condition of the cigar manufacturing industry in this city is not as healthy as could be desired, but the trade of the whole country is also reported in a very slow condition, and this gives a slight bit of satisfaction. Reports from all sections received from varying sources indicate a lull in every branch of trade during the past sixty days, but nevertheless, several manufacturers tell me that their orders have picked up more during the past fortnight than during the entire six weeks previous.

Most of our manufacturers who live in New York and elsewhere, have been late in coming down to Tampa this month, but the past week has brought many arrivals and this has created much more activity around the factories and hotels. The hotels, by the way, have been jammed to their capacity for several weeks, and everyone is anxiously awaiting the completion of the new Hillsboro, which is now under roof and being plastered. The city is in urgent need of a first-class house, and it is hoped that the opening of the Hillsboro will lead to better general accommodations for our visitors.

Mortimer Regensburg, accompanied by his wife, came in last week and registered at the Tampa Bay Hotel. Mr. Regensburg tells me he will remain here for about three weeks and then go on to Havana to look over the leaf market there. Business with them he reports as fair.

Manuel Rodriguez, elder son of Salvador Rodriguez, of the Charles the Great factory, has been seriously ill for several weeks now, and his condition became such last week that his father returned hurriedly from New York to be at his bedside. Mr. Rodriguez has delayed his annual visit to Cuba on account of this illness, and has the sympathy of his large circle of friends in his anxiety.

H. H. Sheip, head of the H. H. Sheip Manufacturing Co., Philadelphia, left Saturday night last for a trip down to Cuba. Mr. Sheip says that this is the first time he has been down to the island since 1892, and his visit has no business significance. He will journey over to the Isle of Pines and then return to Florence Villa, to play a little golf, getting back to Philadelphia about April first.

A. L. Cuesta, of Cuesta, Rey & Co., left here on the 21st, for a brief trip to Havana, to replenish his leaf stock. They have had a good season on their "White Heathers."

After a two weeks' stay, L. Powell, of L. Powell & Co., left here on Washington's Birthday to return to New York. Mr. Powell says business is only fair, but he is not complaining as he is a close student of trade conditions and knows that the cigar business is not the only industry which is backward.

The Exchange Cigar Co. tell me that they have received some fairly nice orders on their goods during the past few days, but business has not been anyway up to the mark. This is one of the younger factories which has shown a healthy, if not a startling growth.

It is well known to many of the observant in the trade that the "La Mega" clear Havana cigars of V. Guerra, Diaz & Co., are popular in hundreds of the leading clubs in the United States, and are standard goods for prominent banquets, but it does not often fall to the lot of one firm to have their goods used at two such prominent functions as the big Lincoln Birthday dinner of the Republican Club in New York, at the Waldorf, on February 12th, where President Taft and the other distinguished guests puffed alternately on "La Megas," from Tampa, and "Partagas," from Havana. This, coupled with the fact that a few days previous, in New York, at the special dinner of the attaches of the firm of J. P. Morgan & Co., the firm's brand was exclusively selected for consumption has given the management of this fine factory much satisfaction and a right to be proud of the distinction gained by their goods.

Messrs. Jose and Manuel Pendas, who are the resident New York members of the Y. Pendas & Alvarez Co., spent two days in Tampa last week, looking over the situation here and in consultation with Enrique Pendas.

Jose M. Diaz, senior member of the firm of Bustillo Bros. & Diaz, reached Tampa from the North yesterday and registered in at the Tampa Bay Hotel. Mr. Diaz will stay here several weeks.

On Washington's Birthday, President Harry B. Guilford, of the Tampa-Cuba Cigar Co., which has made such a striking success in producing for the associated drug trades, made his first visit to the company's factory, in West Tampa, and was the guest of Secretary Ernest Berger. Mr. Guilford, who is the head of one of the leading drug concerns in Rochester, N. Y., was most enthusiastic as to their equipment and factory here and believes that his concern will score a phenomenal success along the lines they have mapped out. A. M. Goehring, who was formerly with the Exchange Cigar Co., is the sales manager for this factory and he has a force of ten salesmen just taking the road with their line of new goods. There is a spirit of enterprise and push about this factory which leads one to believe that this venture will succeed, where others might fail.

F. Lozano, of F. Lozano & Co., arrived in Tampa last Thursday, on his regular visit to the factory. He will probably make a brief trip to Cuba before returning home.

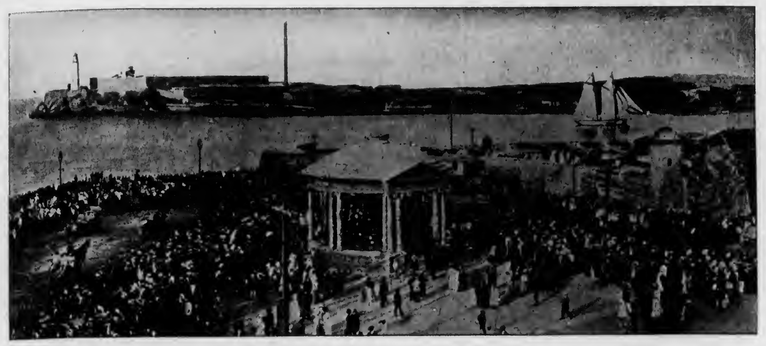
At the Sanchez & Haya Co. factory, I learned from Vice-President F. A. Torre that he is preparing to leave here about March 4th, to make a long trip out West, which will take him clear through to the Pacific Coast. He expects to return via the Northwest country and then on to New York. This is Mr. Torre's first trip to the Pacific slope and he will doubtless receive a warm welcome from the trade out there, who have handled the fine product of "Old Number One" so satisfactorily and for so many years. He expects to be absent from Tampa about five weeks.

Judging from the number of cigarmakers who are seeking employment on every hand, it is safe to estimate that at this day not over sixty per cent. of the normal number of men are seated. Last week four factories took on a few new hands, but the supply is much greater than the demand. May the conditions soon be reversed.

KAPPAL.

The Orpheum Cigar Co. have started in business at Winnipeg, Manitoba, and will manufacture high-grade Havana cigars under the titles, "Orpheum," "Red Feather" and "Royal."

A cigar factory is to open operations soon at Mobridge, South Dakota. It will be a branch of a big Minneapolis concern.



The Cuban Market

From Our Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, February 21st, 1912.

THE reports about the coming crop from the different sections of the country remain favorable up to now, but ought not to be so construed that we can already form a judgment as regards the quantity, and far less even what the quality is going to be. We shall have this year three distinct types of tobacco, a very small part of the early planted tobacco (before the rainstorms of November 22nd) and which is the real Temprano growth, a somewhat larger part set out after the heavy rain during the month of November, and which we call the medio tiempo, and finally all the tobacco planted in January and even this month, which would be the tardido growth. Whether the experiment of the last plantings will be a success depends entirely upon the temperature in the month of March. If favorable we shall have a large crop, while on the other hand with an early spring weather the tobacco may have hardly any commercial value for the cigar factories. How the temprano part will look, after it has passed the fermentation process is still an uncertainty, while the so-called medio tiempo growth promises to give the best kind of tobacco this year, but unfortunately the quantity is not as large as we would like to have it. The above statement refers to Vuelta Abajo and Partido, while Remedios this year can be relied upon to give us a larger crop in quantity, but the question of quality is still the unsolved problem, as the frequent rainfalls have washed the leaves too much, just at the time when dry weather was needed most.

The above is all that could be said about the coming crop, and the further outcome depends entirely upon the future state of our temperature during March.

Leaf Market Good.

The leaf market has been well sustained with some large transactions by Americans, one local house which buys for cigarette factories, one exporter for Spain, one for France, and quite a number of smaller deals, so that the total during the fortnight has swelled up to respectable figures; prices have been favoring buyers in instances, although good vegas did not show any recessions. Apparently a mistake has occurred in the stocks on hand upon January 1st, as otherwise there would be only an insignificant quantity left for sale in first hands, because while there are houses which have almost liquidated their holdings, there can be still found sufficient stocks in other leaf dealers' stores, and which would be willing enough to dispose of them. It may be said here that the exact extent of the stocks on hand upon a given date is almost an impossibility to ascertain, as no dealer could be forced to disclose them, therefore the approximate figures may have to be rectified later on at the end of the year. Regarding the amount of sales and purchases some allowance has to be made likewise, as not every house cares to have the true figures published (although there are a number of them which do not prevaricate), some will increase the amount of bales, while others prefer, for one reason or the other, to keep silent of their transactions, but during the course of the year the total sales and purchases come as near the true figures, as they could be possibly reported.

Sales.

Sales during the past fortnight total 12,988 bales, or divided were: Vuelta Abajo 8864, Partido 633, and Remedios 3491 bales.

Buyers were: Americans 5093, Spanish Regie 1234, French Regie 989, Shippers to Buenos Ayres and Montevideo 575, and our local cigar and cigarette manufacturers 5097 bales.

Receipts of Tobacco from the Country.

For two weeks ending Feb. 17th.		Since January 1st, 1912.
Vuelta Abajo	1202 bales	1880 bales
Semi Vuelta	8	13
Partido	....	85
Remedios	461	1958
Mayari	371	405
	2042 bales	Total 4341 bales

Exports.

Exports of leaf tobacco from the port of Havana, during the fortnight ending February 19th, 1912, were:

To all ports of the United States	8348 bales
To Spain	1234
To France	506
To Buenos Ayres and Montevideo	595
Total	10673 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York. Wm. Eggert, Jr., of Wm. Eggert, Jr.; Sol Tamburger, of Hamburger Bros. & Co.; Henry Oppenheimer, of Henry Oppenheimer & Co.; Alfred K. Ettlinger of E. Hoffman & Sons; Benito Rovira, of Benito Rovira Co.; Manuel Lopez, of Calixto Lopez & Co. (also of Havana); Henry Bernheim, of J. Bernheim & Sons (also of Havana); Max Rosenblum, of Edwin Cigar Co.; José Harris, of José Harris; J. P. Rowland, of J. P. Rowland & Co.

From Brooklyn: Theo. Kamshra, of Theo. Kamshra.

From Buffalo: E. Boasberg, of Kaiser & Boasberg; E. A. Jandorf, of Kaiser & Boasberg; Mr. and Mrs. L. R. Jandorf, of Kaiser & Boasberg.

From Chicago: Peter Wold, of Wold & Counselor Co.

From Salt Lake City: Oscar Hemmenway, of Oscar Hemmenway.

From San Francisco: Arthur Meyer, of Arthur Meyer.

From Tampa: Francisco Bolaño, of F. Bolaño & Co. (also of Chicago); Facundo Argüelles, of Argüelles, Lopez & Bro; Ceferino Martinez, of Ceferino Martinez; José Diaz, of Bustillo Bros. & Diaz.

From Key West: E. H. Gato, of E. H. Gato Cigar Co.; F. H. Gato, of E. H. Gato Cigar Co.; Luis Martinez, of Martinez Havana Co.

From Jacksonville: Antonio Martinez, of Martinez & Co.

From Paris: Mons. De Montrevel, Buyer for the French Regie.

Departures—For New York: Robert E. Lane, E. H. Smith, S. J. Janover, Max Rosenblum, Allie Sylvester, via San Juan, Porto Rico.

For Chicago: Harry Landfield, W. E. Ericson, Peter Wold.
For Tampa: José Lovera.
For Reading: Wm. H. Yocum.
For Philadelphia: Theo. H. Vetterlein.
For Cincinnati: M. Haas.
For Minneapolis: George Doerr.
For Jacksonville: Antonio Martinez.
For Berlin: Wm. Dreyer.
For Germany: Hermann Prasse.
For Canary Islands: Juan de la Rosa.
Returned: Carlos M. Wintzer, Jr.

Cigars.

Business during the second half of January had not picked up sufficiently, as can be seen by the following statistics of our customhouse returns, viz.:

From January 16th, 1912, to January 31st, 1912	6,137,078	cigars
From do 16th, 1911, to do 31st, 1911	7,787,412	
Decrease in 1912	1,650,334	cigars
From January 1st to January 31st, 1912	11,398,380	
From do 1st to do 31st, 1911	14,256,618	
Decrease in 1912	2.858,238	cigars

The big falling off was again to the United States with 909,479, to England with 840,955, and Germany with 137,890 cigars. Principal increases were: France 240,025, and Canada 105,724 cigars. Australia also fell off with 97,385 cigars.

At the moment several of our large factories, and some smaller ones, are reporting better calls for cigars from England, the United States and South America chiefly, while the other countries are holding back with orders, or are only sending them in lesser quantities for special sizes. It may be possible also, that the reports of a large and good crop have had some influence in making importers hold back, although this is certainly a wrong supposition as nobody can tell yet what the future outcome is going to be. At all events the crop will be late this year, and whether the new tobacco would cure fast enough to be worked, is another problem to solve, so there will be in all probability some six months that would have to disappear, before any new cigars can come upon the market. Can importers afford to keep quiet for such a long period without stocking up?

General Trade Notes.

H. Upman & Co. state that their factory is well supplied with orders, and that they are perfectly satisfied with the amount of business on hand.

Partagas reports that it is turning out 60,000 cigars per day, having seated all the cigarmakers, which it temporarily discharged in the month of January, and the bulk of orders on hand is as much as just before the holidays. Robert E. Lane, the hustler, only stopped two or three days here, as he was in a hurry to get back to New York and go on a trip all over the Canadian Dominion.

Sol is doing a very satisfactory business.

Castañeda has increased its forces, and has particular good orders from England, France and South America.

La Diligencia is doing a normal trade at this season of the year, although the demand from the United States is steadily increasing.

La Flor de P. A. Estanillo continues to be very busy, as there is no cessation in the receipt of its orders from all parts of the world, and particularly for its brand, "Flor del Fumar."

Henry Clay & Bock & Company are working with the same forces since last Christmas, and which surely indicates a continuous steady demand for their principal brands.

Other factories that are working well are: Romeo y Julieta, Hija de José Gener, C. E. Beck & Co., Allones, Ltd., Belinda and Figaro.

Buying, Selling and Other Notes of Interest.

Sobrinos de A Gonzales did a phenomenal business during the past fortnight, as they sold 4983 bales of tobacco, and of which 3495 consisted of Vuelta Abajo colas, and 1234 bales were shipped by them to the Compañia Arrendataria, of Spain, on the 19th of February, per S/S Reina Maria Cristina.

Sylvester & Stern were the chief buyers in our market, as they registered and received 4000 bales.

Rodriguez, Mendendez & Company were sellers of 791 bales of leaf.

Sol Hamburger has registered and bought 1500 bales of all kinds of tobacco, and states that the trade is very good with his firm of Hamburger Bros. & Company..

Gonzalez & Benitez closed transactions amounting to 500 bales of Remedios and Vueltas.

Monsieur de Montrevel, the Engineer as his title is, or the buyer for the French Regie, secured 989 bales of Vuelta Abajo in our market.

Miguel Gutierrez disposed of 400 bales of his choice packings of Remedios.

Wm. H. Yocum was a buyer of 891 bales of Vuelta Abajo, and including some prime Remedios, for his firm of Yocum Bros.

A. M. Calzada & Company sold 328 bales of Leaf from their own stocks during the past fortnight, but they purchased for account of their customers 1300 bales in all, and of which Max Rosenblum was the buyer of 1000 bales for the Edwin Cigar Co., and J. P. Rowland & Co. 300 bales.

Julius Fecht, of Otumwa, has been a buyer of 230 bales of leaf.

Camejo & La Paz delivered 303 bales of their fine stocks of Vuelta Abajo.

Leslie Pantin bought for account of his customers, through cable orders, 500 bales of leaf, and which does not include what his customers in town have purchased additionally.

M. Abella & Company were sellers of 262 bales during the last fortnight.

Diego Montero increased the quantity of his shipments to Buenos Ayres and Montevideo by 550 bales.

Perez & Obeso sold 216 bales of their choice holdings of Vuelta Abajo, and of which they still possess several very fine vegas.

Harry Landfield was a buyer of 382 bales of Vuelta Abajo and Partido.

Elias Diaz &, Company closed out 215 bales of Vuelta Abajo and Partido. They also still are the owners of quite a number of fine vegas of both the above varieties.

Henry Oppenheimer has bought, so far, 300 bales of tobacco for his trade of very fine qualities.

José C. Puente disposed of 205 bales of Remedios and Partido from his stocks.

Theo. H. Vetterlein added to his previous purchases 400 bales additionally, of the best kinds of Remedios, which our market contained.

José Menendez had a quiet fortnight as he only turned over 100 bales of Vueltas.

E. H. Smith, besides the previous quantity reported, increased the same by 118 bales.

Cardenas & Company sold 185 bales of their choice stocks of Vuelta Abajo to the French Regie.

Alfred K. Ettlinger has secured, up to now, 300 bales of excellent Vuelta Abajo for his firm of E. Hoffman & Sons.

Francisco Bolaño, who arrived here last week, has found that the business of his firm of F. Bolaño & Company, in Tampa and Chicago, has developed a great deal faster than he had anticipated, and therefore he has been obliged to come here again, in order to make some further purchases of leaf for his Tampa factory.

Leaf Dealers' Association Active.

Our Leaf Dealers', Packers' and Growers' Association has obtained from our customhouse, authority to supervise all the imports of returned Havana tobacco at our port, or elsewhere. Through the initiation of the above association all of our economical societies had combined to present a brief to our President, urging him to use his influence in bringing about the completion of the so-called "Modus Vivendi" with Spain, as with slight alterations the proposed terms by Spain had been found acceptable, and it was of great benefit to our tobacco industry to have this matter settled as soon as possible.

The association is also hard at work to instal different delegations in the country towns, such as: San Antonio de los Baños, Consolacion del Sur, Rio Hondo, Pinar del Rio, San Luis, and San Juan y Martinez. A general meeting of all the members will be held upon February 26th.

Principal Shippers of leaf tobacco, above 200 bales, from February 5th to 19th, inst., were: Sobrinos de A. Gonzales 1330 bales, J. Barnheim & Son 1037, Miguel V. Perez 692, Monroe Commercial Co. 635, Sylvester & Stern 623, I. Kaffenburg & Sons 609, Diego Montero 550, The French Minister 506, Garcia & Co. 496, Ernest Ellinger & Co. 451, Manuel Suarez 429, Rodriguez, Menendez & Co. 377, Mark A. Pollack 282, H. Upman & Co. 240, Leslie Pantin 239, and José F. Rocha 210 bales.

ORETANIV.

Study Weaknesses of Systems

A STRONG, intelligent approach is absolutely dependent upon the knowledge of the weakness of systems in use. This enables the salesman to point out chances for loss, also to point out actual losses which the merchant is quick to recognize even though he doesn't agree with you at that moment.

The study of systems in use is a most important thing today for the successful salesman, because we are no longer dealing with the little fellow, but we are dealing with the merchant who needs system. He is anxious for anything that will increase his profits, and *we have it*, if we only know why he needs us. How can we find out how he needs us unless we study and become familiar with the weaknesses of his system? The great trouble with a majority of us is that we try to find the hardest way to approach the merchant instead of the easiest way. The merchant little realizes that the system he is using to get his profits may be the greatest competitor he has and he is fighting competition every day, so why shouldn't he consider a system that will assure him of the greatest amount of protection possible on every transaction in his store. Wouldn't this cost him less to fight competition? He needs the system worse than you need the order. Don't forget this, and no matter what he says when you approach him he is waiting to be shown why he needs it.

One system is better than another only by comparison, and we cannot make this comparison unless we have a thorough knowledge of what we are trying to compare. We can only gain this by studying and thinking continually. So let us

STUDY THINK WORK

Diamond Match Profits

THE report of the Diamond Match Company for the year ended December 31, 1911, shows gross earnings of $2,406,444, as compared with $2,221,668 in 1910, net earnings of $2,024,013 against $1,850,482 or 12.65 per cent. on the $16,000,000 stock against 11.56 per cent. earned in 1910,. a surplus of $914,013 against $740,482, and a profit and loss balance of $520,082 against $606,069 after $1,000,000 under the "written off" item. The balance sheet showed assets of $21,258,050 against $22,158,887.

South Carolina to Have British Plant

PLANS are being completed by the Imperial Tobacco Company of Great Britain for the building of a $50,000 stemmery and steam drying plant at Lake City, S. C. The new enterprise will be started at once, in order to handle the business of the company next fall.

The rapid growth of Lake City as a tobacco market was the reason why the big English concern choose this location for its American operations. The town is located on the main line of the Atlantic Coast Line Railroad, and the stemmery of the British Tobacco Company will be situated on Acline avenue, where the railroad company will build side tracks for the handling of its business if necessary.

Sumatra Buyers Ready to Leave for Amsterdam

THE entire New York delegation of Sumatra buyers will sail for Amsterdam in a day or so in order to get there in time for the first inscription of the year, which takes place March 8th. Rarely have so many New York importers made the trip to Holland to attend this sale, their unusual number undoubtedly being caused by the scarcity of Sumatra tobacco in New York.

Among the importers who will attend the inscriptions are the following: Louis P. Sutter, of Louis P. Sutter & Bros.; Charles J. Waxelbaum, of Charles J. Waxelbaum & Co.; Benny Neuberger, of E. Rosenwald & Bro.; Leonard A. Cohn, of A. Cohn & Co.; J. H. Duys, of H. Duys & Co., and many more. The spring inscriptions are scheduled to take place on the following dates: At Amsterdam, March 8, 15 and 29, April 4. May 3, 10 and 24, June 7 and 28, July 5. At Rotterdam, April 26 and June 22.

It is reported that 15,000 to 18,000 bales will be offered at the initiary sale. It is not likely that the tobacco will be any cheaper than last year.

Free Smoker Suit "Up To" Cigar Manufacturers

NO developments have taken place since the free smoker question came up, and Internal Revenue Commissioner Cabell proposed a friendly suit to determine the taxable status of smokers consumed in factories. It is understood that the government cannot, or will not, institute the friendly suit.

Detroit Cigar Firm Under Investigation

INTERNAL revenue agents are investigating a Detroit cigar manufacturing concern, alleged to have been manufacturing stogies, cheroots and near-cigars for box-stuffing agents scattered over Michigan and nearby States. It is said that the evidence so far unearthed proves beyond a doubt that the firm has been conducting an illegal business on an extensive scale.

The information which forms the basis for the government agents' investigation was obtained at Freeport, Ill. Until the arrest at the Detroit end is made the government agents will not divulge the manufacturer's name.

Receiver Appointed for Fernandez Lopez & Co.

THE latest development in the Fernandez Lopez & Co. bankruptcy proceedings is the appointment of J. M. Schriber as receiver. He will immediately take charge of all the assets, and as soon as the adjudication in bankruptcy is made the referee, to be appointed by the court, will fix the date for a meeting at which the trustee will be elected. All creditors will be duly notified of the date of this meeting, which will be held in the near future.

The Editor's Letter-Box

Names of Southern Brokers

February 9th, 1912.

Editor THE TOBACCO WORLD,

Dear Sir: Would you kindly favor me with the names and addresses of a few first-class cigar brokers covering the Southern States?

Very truly yours,

J. J. S.

Answered by letter.

Catalogue of Pipe House Desired

Editor THE TOBACCO WORLD,

Dear Sir:

Can you give me the address of some wholesale house that carries a full line of first-class pipes, and issues a catalogue to the retail trade? Especially Briar and Calabash pipes. Enclosed please find stamp for reply.

Very truly yours,

I. L. BOSCH,
Richwood, W. Va.

Answered by letter.

Who Manufactures the "Joe Wright" Cigar

Editor THE TOBACCO WORLD,

Dear Sir: Will you kindly tell me who manufactures the "Joe Wright" cigar? I recently smoked some of these and would like to buy some more.

Very truly yours,

A. POTTER,
No. 2336 E. Cumberland St.,
Philadelphia.

Pith for the Absorption of Nicotine

PHILADELPHIA, Feb. 22, 1912.

Editor THE TOBACCO WORLD,

Dear Sir: Will you kindly inform me where I can obtain pith for the purpose of absorbing nicotine in pipes, and oblige,

Very truly yours,

M. DITTER,
5718 Arst street.

Answer: Zorn & Co., 524 Market street, Philadelphia.

Address of Garcia & Gonzalez Wanted

Editor THE TOBACCO WORLD,

Dear Sir: Will you kindly inform me of the address of the firm of Garcia & Gonzalez, manufacturers of the "Las Musas" cigar?

Very truly yours,

SUBSCRIBER.

Mr. Patterson, Please Reply

The Globe Tobacco Co.,
Detroit, Mich.

Gentlemen:

Will you kindly advise the writer if you know the whereabouts of a Mr. Patterson or Pattison, who sold "Nerve Tobacco" here for the Mowry Tobacco Co. in 1874.

Editor THE TOBACCO WORLD,

Chas. H. Gehrken,
666-668 Howard Street,
San Francisco, Cal.

Detroit, Feb. 19, 1912.

Editor "The Tobacco World":

We have no knowledge of the party inquired for, but believe that if you reprint the inquiry in your valued paper, it may bring Mr. Gehrken in touch with the gentleman he desires to locate.

We find a great deal of interest in "The Tobacco World," and wish you success.

The Globe Tobacco Co.

To Raise Turkish Tobacco

VARTELES B. IRPASIAN, formerly of Constantinople, where he had a farm at Radosto, on the Sea of Marmora, is in Portland, Ore., seeking a farm of from four to five acres on which to experiment with the raising of Turkish tobacco, Mr. Irpasian experimented for two years on a farm near Los Angeles in endeavors to raise Turkish tobacco, but says he found the climate to dry there. The Portland Commercial Club has taken up the subject.

Factory Notes

THE operations of several Chicago tobacco factories are undergoing scrutiny with a view to compelling restitution of duties evaded and the payment of penalties.

If warranted, the district attorney will be instructed to seek indictments of the guilty importers.

The Mi Lola Cigar Company, Milwaukee, Wis., has purchased the holdings of the Great North Cigar Company, makers of the "Mi Flora," "Fillibuster" and "Concha" cigars, and will continue the manufacture of these well known brands of cigars in addition to the number of brands of the Mi Lola Cigar Company. The factory of the Great North Cigar Company will be transferred to 137-141 Sycamore street, the home of the Mi Lola Cigar factory.

The factory of the Dana-Cates-Simson Co., cigar manufacturers, Ironton, Ohio, has been totally destroyed by fire.

The Bankable cigar factory, located at Flora, Indiana, may be removed to Frankfort. Flora merchants have been informed by Noah Smith that strong inducements were being offered the plant to move and that his company was about to accept the offer. It is proposed to maintain a branch in Flora.

Ed. Levy, cigar manufacturer, of Charleston, W. Va., has returned from a business trip to Aurora, and other points along the Fox river branch of the C., B. & Q.

James F. Hammel, formerly an Ionia, Mich., cigar manufacturer, and later a resident of Lansing, where he was elected mayor, may be a candidate for the Democratic nomination for Governor of Michigan. Somehow there seems to be more genuine good fellows in the Democratic party than in any other and Jim Hammel is a past master in the good fellowship art.

F. A. Harding, of Hudson, formerly representative of the "Pioneer Press and Dispatch," was in Clear Lake, Wis., the other day, representing O'Brien & Rietdorf, cigar manufacturers of Hudson. Mr. Harding was formerly editor of the Hudson "Star-Observer."

Cigar business with the Dallastown, Pa., Cigar Company is apparently very brisk, as new hands are being added daily. Six new cigarmakers were added February 14th, to the force now numbering about 135. John Sheetz has been appointed to assist the foreman, Perth Smith, in his work.

Fire, which started in the offices of Kerr and Lindley, Paxtor, Ill., did several hundred dollars' worth of damage to Mattison & Bros., cigar manufacturers.

Carl Martinson, of the Martinson Cigar Co., Paxton, Ill., is back in that city, to help his brother, Arthur W., and H. A. Rozene in conducting their cigar factory. The firm expects to put their "Club House" cigar on the market in the near future and follow it with their "M. B." and "La Buna."

The firm of Leschke & Pletcher, Hartford, Conn., during the last week of February, conducted a well-patronized exhibit at their salesroom, 1037 Main street. The business of this prosperous Hartford firm was established in 1876, by E. Leschke, employing two cigarmakers. The present force is 100. The firm manufactures the well-known "Rosedale" cigar.

With a capital stock of $10,000, the Jose Venta Company, Incorporated, New Orleans, La., has filed its charter in the Recorder of Mortgages office. The concern will manufacture cigars, cigarettes and deal generally in tobacco. Jose Venta, president.

M. Melachrino & Co., manufacturers of the well-known and deservedly popular "Melachrino" cigarettes, announce that they are packing their number 9 size in packages of twenty. The package will retail at 25 cents, which price is proportionately the same as on packages containing 10, 50 and 100 cigarettes.

Balbin Bros., the well-known New York City clear Havana cigar manufacturers, have gathered an excellent selling force of experienced men. J. H. Saxman covers the Pacific Coast territory. William Lineaweaver is in charge of the Middle West. W. H. Terril takes care of the Southern States, while Balbino Balbin himself covers New York City and the East. The firm thus equipped, has surpassed its entire past record during the first two months of 1912.

The internal revenue receipts in the Madison, Wis., office of the Western district of Wisconsin, gives the figures for cigars and tobacco as $121,025.03.

Deisel-Wemmer Co. Acquire Factory Site

THE Deisel-Wemmer Co. has acquired valuable real estate on Main and Elm streets, Lima, Ohio, consisting of a two-lots plot of ground, upon one of which the Deisel-Wemmer Co. factory, in which 600 men are employed, now stands. The purchase was made by the Deisel-Wemmer Co. as an investment and to provide another factory site when required. The purchase price, paid to the former owners of the site, Henry Hawisher and John Burton, of Lima. The Deisel-Wemmer Co. may in the near future erect another factory on the rear part of the property.

Cincinnati Stogie Factory for Los Angeles

H. LUCKE, whose "Lucke Rolls" became famous in the years immediately following the Spanish-American war, and who since has been engaged in the manufacture of cheroots and stogies in Cincinnati, has under advisement a plan for opening a large stogie factory in Los Angeles. The Klauber & Wangenheim Co. are California distributors of the "Lucke" stogies, which enjoy a large and rapidly increasing sale in the Los Angeles market.

Big English Tobacco Concern Prospers

THE Imperial Tobacco Company of England has recommended a final dividend of 7½ per cent. and a bonus of 15 per cent. per share on the "B" deferred ordinary shares, making 30 per cent. for the year ending October 31, 1911.

Use and Abuse of Cigar Bands

CIGAR bands, properly used, have but one mission. The band of the cigar is for the protection of the smoker just as the brand on a collar or the label on a shoe assures the buyer of receiving what he pays for.

The largest acreage in tobacco was found in 1909 in Kentucky, North Carolina and Virginia in the order of rank, Kentucky leading with 469,795 acres, or considerably over one-third of the total acreage. In 1909, these three States had 877,112 acres in tobacco, or almost seven-tenths of the land planted to the crop.

Patents of Interest to Tobacconists

1,004,141, William C. Briggs, Winston-Salem, N. C. Machine for applying bands, labels or wrappers to cigars or other articles.

1,004,429, match box case. Orrin N. Hilton and L. Grossman, Denver, Col.

1,004,178, conveying device for match machines. Otto H. Landvatter, Durlach, Germany.

1,004,211, cigar moistener. John Sidebotham, Chicago, Ill.

1,004,322, strainer for tobacco pipes. Lee H. Westcott, Pittsburgh, Pennsylvania.

1,004,624, tobacco caser. John C. Braun, Hamptonville, N. C.

1,005,104, tobacco smoking pipe. Samuel E. Creasey, Alfred, Me.

1,004,565, match box. Jacob S. Gates, Chicago, Ill.

1,005,067, sanitary tobacco pipe. Samuel G. Penney, Pittsburgh, Penna.

1,006,434, match box holder. John A. Cheape, Charlottesville, Va.

1,006,447, cigar lighter. Charles Dickson, New York, N. Y.

1,006,218, ash holder for cigars. Charles F. Hoofer, Spokane, Wash.

1,005,981, cigarette. James W. Keenan, Cleveland, Ohio.

1,006,152, pocket cigar lighter. Charles Wachtel, Jamaica, N. Y.

1,006,328, cigar rack. Michael J. Widenhofer, Perkasie, Pa.

Designs.

41,847. locket cigar cutter case. Charles M. Levy, New York, N. Y.

41,834. mouthpiece for tobacco pipes. Leopold Demuth, New York, N. Y.

41,837. cigar label blank. Rudolph Weigang, Bautzen, Germany.

41,816. tobacco pipe. Abraham Johnson, Winlock, Wash.

41,806. cigarette case. Harold O. Bigney, Attleboro, Mass

LEAF TOBACCO MARKET

High Prices, Fair Volumne of Business, With Small Margin of Profit in New York---Philadnlphia Trade Unsatisfactory---Lancaster Improving---New England Warehousemen Prospering---Wisconsin Outlook Good---Ohio Market Active

NEW YORK.

THE volume of business done seems to give satisfaction to everybody, but there is complaint about the small margin of profits in spite of the high and ever rising prices of the leaf. But if the packer and dealer do not make any money on the sales or at least that adequate profit to which their capital, their work and foresight entitle them, who then gets the vast difference in the price of the cigar leaf now and a couple of years ago? The tobacco farmer, without a doubt.

The chief transaction during the fortnight seems to have been a sale of about 1800 boxes of Connecticut and of 400 cases of Zimmer. The Connecticut was of the new crop and a packer's transaction. In wrappers, the shade grown has still a general call. Trading in Sumatra seems to have quieted down as it generally does at this season so near to the beginning of the new inscriptions. The Havana market continues active, with prospects of an active season.

PENNSYLVANIA.

PHILADELPHIA.

FEBRUARY seemed to start with some sort of a snap in it as far as the Philadelphia leaf trade is concerned, but very shortly this snap went out and things since then have been dragging along in a somewhat unsatisfactory way, and, unless there should be a sudden and unexpected change, February, like January, is likely to fall behind to an equal extent.

The market remains very firm, with the supply of leaf small, especially in seed goods.

The only leaf the manufacturers are looking for with any desire is Connecticut, and the market seems to be barren of what they want. Little, if any, Pennsylvania has changed hands within the latter part of February and Havana and Sumatra have been equally dull. Most of the manufacturers have considerable stock on hand.

LANCASTER.

The heaviest selling in old goods that has taken place in the Lancaster market for some time was done during the month of February.

While the cigar trade is not by any means what it should be, nor anything like what the manufacturers would have it, still it is beginning to give a slight evidence of improvement. In spite of the recent bad weather, the buying of the new crop goes steadily on. Prices instead of weakening, have stiffened, in the face of the withdrawal from the field of representatives of some of the big concerns, on account of prices being too high. Probably 60 per cent. of the crop has already been contracted for, but not that much has yet been stripped. Very heavy deliveries have been made lately, the growers being anxious to get rid of the responsibility of holding the goods. Very little trading is done in 1909 goods.

NEW ENGLAND STATES.

SPRINGFIELD, MASS.

CONNECTICUT Valley tobacco growers are heavy losers from unusual causes—tobacco thieves and bank failure. The thief is something which the farmer has not hitherto had to combat with. He appears in the dead of night with a horse and wagon and carries off hundreds of pounds of tobacco. Individual growers have lost hundreds of dollars' worth of tobacco since the new crop was harvested.

SUFFIELD, CONN.

The season at the tobacco warehouses is drawing to a close. It has been a successful season from the dealer's standpoint, as there is a good demand for all grades, and the prices are considerably higher than last year. Binder grades are scarce owing to the short crop in Pennsylvania and Wisconsin, and the market is also active in wrapper grades. It is said that the shade grown wrappers have all been snapped up, and that there is not a pound of primed tobacco in the market. It is safe to say that the acreage in this section will be increased the coming season.

WISCONSIN.

EDGERTON.

THE receiving of last season's crop is being conducted under better weather conditions and the work is proceeding about as rapidly as packers are able to care for it at warehouse points. The growers are generally pretty well pleased with the result, as the crop is bringing more money than most of them expected because of the extraordinary yield per acre. Buying of the remaining remnants has been resumed in a moderate way. Warehouse work is proceeding smoothly at the packing centers and help seems to be plenty for all purposes.

VIROQUA.

That more money is paid out in the town of Viroqua these cold winter days than any town of its size in the State of Wisconsin, is no exaggeration. Daily scores of farmers receive checks ranging from $500 to $2500. That they are well repaid and satisfied is certain. No season has there been so little friction between buyer and grower as this year.

The largest money crops to be brought to Viroqua during the month was delivered to the Eckhardt warehouse by John N. Hanson and Stener B. Jacobson, the joint 11-acre crop from the Van Wagner and Arthur Rogers farms. It weighed out in dollars, $2405.85.

OHIO.

CINCINNATI.

THE offerings in the local Burley market during February have been the largest since last April. Some very choice lots have been received from Brown, Ohio and Adams counties, Ohio, and a crop lot of fourteen hogsheads shipped by John Jett, from Bracken county, Kentucky, and which were specially fine quality, sold at an average of $21.36 per 100 pounds. On the other hand considerable of the 1911 tobacco has been found to be green and rough. The top price for new crop for the week was $27.50.

Duty On Scraps

IN a decision just rendered, the United States Supreme Court held that scrap and waste tobacco, when imported, is dutiable at 55 cents a pound.

John W. Helm, a South Windsor tobacco dealer, opened his new warehouse at Station 38, in that town, with a barn dance which was attended by a large number of his friends.

Waldorf Meyer, a member of the firm of Isaac Meyer & Co., of New York, dealers in leaf tobacco, says this season will be a banner one for the leaf industry.

The New England Tobacco Corporation of Hartford; to start with $60,000 capital; incorporated by E. Henry Hyde, Charles M. Joslyn and George H. Gilman.

Charles Gans, youngest son of Max Gans, a well-known New York leaf packer, is to be married on March 6th to Miss Rene Newman. Mr. Gans is western salesman in his father's business, with lots of friends in the trade.

To Fight Lower Rates

THE New England Tobacco Growers' Association has passed a resolution to the effect that it is unalterably opposed to any reduction in the existing wrapper tobacco tariff schedules.

It was voted by the directors of the Association, at a recent session, to ask the Connecticut delegation in Congress to assist in maintaining the present rate.

Philippine Exports of Cigars

THE exports of cigars from the Philippine Islands show a decrease of 64,000,000 during 1911 over the preceding year, but it was greater than for any other year during the American occupation. Practically, the entire decrease was in shipments to the United States.

H. N. Lincoln Invents "Folding Cover" Cigar Box

H. N. LINCOLN, of Middletown, Conn., has invented a new patent cigar box, consisting of a box which in appearance looks very much like an ordinary cigar box, the improvement consisting in that besides the regular hinge which attaches the cover of the box, there is a second hinge in the cover running lengthwise across it about one and a quarter inches from the back edge. When the box is opened the cover buckles over and turns down flat against the back of the box, leaving a strip one and a quarter inches wide projecting up above the rear edge of the box. On this strip is the name of the cigar and its price. The advantages consist in that the cover does not have to be torn from the box, as by simply folding it over it doesn't obstruct the view of the cigars which may be further back in the showcase; secondly, every box of cigars carries its own price tag, formed by the narrow strip of cover. The opinion of many who have seen the invention is that it possesses undoubted merits and well worthy the attention of the trade.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

HOTEL TULSA PERFECTOS:—23,885. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. The Bradford Cigar Co., Tulsa, Okla.

BEARCAT:—23,886. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1912. Harry Petrosky, Philadelphia.

KING RAGS:—23,887. For cigars. February 10, 1912. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

MINNESOTA COMMERCIAL CLUB:—23,888. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1912. C. J. Hansen, St. Paul, Minn.

SIGN OF THE TIMES:—23,889. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1912. Cole Litho. Co., Chicago, Ill.

COUNTER CLAIM:—23,890. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1912. Cole Litho. Co., Chicago, Ill.

TRADE EXTENSION.—23,891. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1912. Cole Litho. Co., Chicago, Ill.

STAND POINT:—23,892. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1912. Cole Litho. Co., Chicago, Ill.

A. M. S.:—23,893. For cigars, cigarettes, chewing and smoking tobacco. February 10, 1912. American Merchants' Syndicate.

APICIUS:—23,894. For cigars, cigarettes. February 12, 1912. Messrs. Moeller & Kolb, Chicago, Ill.

BAYA & BELL'S CLEAR HAVANA:—23,895. For cigars. February 12, 1912. El Baya Cigar Company, Americus, Ga.

BAYA'S CRITERION:—23,896. For cigars. February 12, 1912. El Baya Cigar Company, Americus, Ga.

INTERSECTION:—23,897. For cigars. February 12, 1912. Mr. Chas. Plotz, Milwaukee, Wis.

UNION ART:—23,898. For cigars, cigarettes, cheroots. February 12, 1912. Mr. J. M. Shorb, McSherrystown, Pa.

SAN BARRA:—23,899. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1912. Wm. Steiner Sons & Co., New York City.

EL RODEO:—23,900. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 13, 1912. Chicago Box Co., Chicago, Ill.

MICHINDO:—23,901. For cigars, cigarettes, chewing and smoking tobacco. February 13, 1912. McHie Scotten Tobacco Co., Detroit, Mich.

ILLWIS.—23,902. For cigars, cigarettes, chewing and smoking tobacco. February 13, 1912. McHie Scotten Tobacco Company, Detroit, Mich.

UNION SCOUT:—23,903. For cigars, cigarettes, chewing and smoking tobacco. February 13, 1912. McHie Scotten Tobacco Co., Detroit, Mich.

RED TURKEY:—23,904. For cigars, cheroots, cigarettes, stogies, chewing and smoking tobacco. February 13, 1912. J. B. Maltby, Inc., Corning, N. Y.

LAFIRMA:—23,905. For cigars, cigarettes. February 13, 1912. M. Rappaport & Co., Philadelphia.

ARGOOD:—23,906. For cigars, cigarettes, cheroots. February 13, 1912. Mr. E. Renninger, Denver, Pa.

EL DORENO:—23,907. For cigars, cheroots, stogies. February 13th, 1912. Petre, Schmidt & Bergman, Philadelphia.

OEDIPUS:—23,909. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 14, 1912. National Litho. Co., New York City.

DON ORTEGA: 23,910. For cigars, cigarettes, cheroots. February 14, 1912. Frank M. Garcia, Inc., New York City.

TREND:—23,911. For cigars, cigarettes. February 14, 1912. Sig. C. Mayer & Co., Philadelphia.

TRENDO:—23,912. For cigars, cigarettes. February 14, 1912. Sig. C. Mayer & Co., Philadelphia.

UWANTA SUPERIOR MIXTURE:—23,913. For cigars, cigarettes, chewing and smoking tobacco. February 14, 1912. Standard Tobacco Co., Fayetteville, N. Y.

ROCOMORO:—23,914. For cigars, cigarettes, cheroots. February 14, 1912. Mr. Andy Marx, Birmingham, Ala.

DU ROI:—23,915. For cigars, cigarettes, cheroots. February 14, 1912. Mr. Andy Marx, Birmingham, Ala.

ANDY MARX No. 6:—23,916. For cigars, cigarettes, cheroots. February 14, 1912. Mr. Andy Marx, Birmingham, Ala.

McKEE & POTTER'S HAND MADE 5c. CIGAR:—23,918. For cigars. February 15, 1912. McKee & Potter, Ottumwa, Ia.

3-90-5:—23,919. For cigars. February 15, 1912. Mr. F. E. Eberly, Lancaster, Pa.

MISSOURI KID.—23,920. For cigars. February 15, 1912. Mr. F. A. Heacker, St. Louis, Mo.

LITTLE HEACKER:—23,921. For cigars. February 15, 1912. Mr. F. A. Heacker, St. Louis, Mo.

THE BLUE BROOK ROUTE:—23,922. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 15, 1912. W. F. Hinesley, Lexington, Mo.

THE NATIONAL HIGHWAY:—23,923. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 15, 1912. W. F. Hinesley, Lexington, Mo.

LA TURA:—23,924. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 15, 1912. Kaufman, Pasbach & Voice, New York City.

GOOD EXAMPLE:—23,925. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 15, 1912. Kaufman, Pasbach & Voice, New York City.

EL RELEO:—23,926. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 16, 1912. T. A. Wadsworth, Detroit, Mich.

FRAGAMA:—23,927. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 16, 1912. Frank M. Garcia, Inc., New York City.

TOTIMA:—23,928. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 16, 1912. Chas. Stutz Company, New York City.

NEAR A KING.—23,929. For cigarettes, cigars, cheroots, chewing and smoking tobacco, stogies. February 16, 1912. L. Harry Fisher, Tampa, Fla.

EL CEBAL:—23,930. For cigars, cigarettes, cheroots. February 16, 1912. Messrs. Moller, Kokeritz & Co., New York City.

LACONIA:—23,932. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 16, 1912. Klingenberg Brothers, New York City.

LADONIA:—23,933. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 16, 1912. Chas. Brooks & Co., Philadelphia.

SALESMAN:—23,935. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1912. John A. Shuhart, York, Pa.

AMERICAN SCOUTS:—23,936. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1912. McHie Scotten Tobacco Co., Detroit, Mich.

YANKEE SCOUT:—23,937. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1912. McHie Scotten Tobacco Co., Detroit, Mich.

UNITED SCOUT:—23,938. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1912. McHie Scotten Tobacco Co., Detroit, Mich.

HUANOS:—23,939. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 17, 1912. The Pittman Cigar Co., Waycross, Ga.

LA CEOMA:—23,940. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1912. Mr. P. A. Topper, Philadelphia.

DOCTOR SUN YAN SEN:—23,941. For cigars, cigarettes, chewing and smoking tobacco. February 17, 1912. The Moehle Litho. Co., Brooklyn, N. Y.

FRESHLY MADE.—23,942. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 17, 1912. A. S. Valentine & Son, Philadelphia.

DAILY SHIPMENT:—23,943. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 17, 1912. A. S. Valentine & Son, Philadelphia.

DAILY INVOICE:—23,944. For cigars, cigarettes, cheroots, chewing and smoking tobacco, stogies. February 17, 1912. A. S. Valentine & Son, Philadelphia.

TERRY'S SPECIALS:—23,945. For cigars, chewing and smoking tobacco. February 19, 1912. The Fairview Company, Irma, W. Va.

TERRY'S LITTLE HAVANAS:—23,946. For cigars, chewing and smoking tobacco. February 19, 1912. The Fairview Company, Irma, W. Va.

ADAPTA:—23,947. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 19, 1912. D. J. Simon, Ironton, Ohio.

TRAVIS CLUB:—23,948. For cigars. February 19, 1912. Mr. H. W. Finck, San Antonio, Tex.

EL REPETIDOR.—23,949. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 19, 1912. H. H. Terry, New York City.

HAVANA SAGE:—23,950. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 19, 1912. Kaufman, Pasbach & Voice, New York City.

PRINCE RICHARD:—23,951. For cigars, cheroots, chewing and smoking tobacco. February 19, 1912. Frank M. Garcia, Inc., New York City.

PRINCIPE RICARDO:—23,952. For cigars, cheroots, cigarettes, stogies, chewing and smoking tobacco. February 19, 1912. Frank M. Garcia, Inc., New York City.

COUDE DE GARCIA:—23,953. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 19, 1912. Frank M. Garcia, Inc., New York City.

LANDSLIDE SMOKER:—23,954. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 20, 1912. Branch King Cigar Co., Durham, N. Y.

SOYSTER'S BIG STOCK:—23,955. For stogies. February 20, 1912. H. D. Soyster.

SOYSTER'S LITTLE STOCK:—23,956. For stogies. February 20, 1912. H. D. Soyster.

SOYSTER'S WINNING:—23,957. For stogies. February 20, 1912. H. D. Soyster.

ARMAND:—23,958. For cigars, cigarettes, cheroots, stogies chewand smoking tobacco. February 20, 1912. Frank Estrado, Philadelphia.

TAMPA TALK:—23,959. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 20, 1912. American Litho. Co., New York City.

EL VISTULA:—23,960. For cigars. February 20, 1912. F. E. Eberly, Lancaster, Pa.

MAGAZINE:—23,961. For chewing and smoking tobacco. February 21, 1912. Warren Beck & Co., York, Pa.

BEX:—23,962. For chewing and smoking tobacco. February 21, 1912. Warren Beck & Co.

DENVER CREATION:—23,963. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1912. Moehle Litho. Co., Brooklyn, N. Y.

ONE HUNDRED PROOF:—23,964. For cigars, cheroots, stogies. February 21, 1912. Galena Cigar Co.

GALENA CIGAR CO.:—23,965. For cigars, cheroots, stogies. February 21, 1912. Galena Cigar Co., Galena, Ill.

SILVER QUARTETTE:—23,966. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 15, 1912. R. E. Zeidler, Philadelphia.

SEAL ROSE:—23,967. For cigars, cheroots, stogies. February 23, 1912. Petre, Schmidt & Bergmann, Philadelphia, Pa.

TENUNO:—23,968. For cigars, cheroots, stogies. February 23, 1912. Petre, Schmidt & Bergmann, Philadelphia, Pa.

TENAMO:—23,969. For cigars, cheroots, stogies. February 23, 1912. Petre, Schmidt & Bergmann, Philadelphia, Pa.

THOMAS MAY PIERCE:—23,970. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 23, 1912. Pen. Cigar Mfg. Co., Philadelphia, Pa.

PENN. CIGAR MFG. CO:—23,971. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 23, 1912. Penn. Cigar Mfg. Co., Philadelphia, Pa.

GAINSVILLE SMOKER:—23,972. For cigars, cigarettes, chewing and smoking tobacco. January 25, 1912. Alachua Cigar Factory, Gainsville, Fla.

HENRY DAY:—23,973. For cigars, cigarettes. February 23, 1912. Moeller & Kolb, Chicago, Ill.

HENRY MAY:—23,974. For cigars, cigarettes. February 23, 1912. Moeller & Kolb, Chicago, Ill.

HENRY RAY:—23,975. For cigars, cigarettes. February 23, 1912. Moeller & Kolb, Chicago, Ill.

A NOZIRA:—23,976. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 23, 1912. Cole, Litho. Co., Chicago, Ill.

A. A. Greenwald has succeeded to the full ownership and management of the business formerly conducted by the Bedell Leaf Tobacco Company, at 10 Chatham Square, New York City. Mr. Greenwald has been president of the Bedell Leaf Tobacco Company since 1906, and continually directed its affairs and destinies.

Morris Burke and T. B. Bouhaus of Klauber Wangenheim Co., Los Angeles, California—Better Known as the "Post Despatch" Team

It Will Sell Your Cigars

W. P. BOWERS & CO., 108 South La Salle street, Chicago, Ill., have invented a novel combination Lid Holder and Price Card for cigar retailers, consisting of one piece of steel, ingeniously executed. The letters and figures of the device are easily read, being white on a dark blue background, so conspicuous that they can be easily distinguished at a distance of thirty feet.

This appears to be just the thing to exhibit in plain figures the price of the cigars on the lid of every box in the show-case. It covers but a small part of the lid, is easy to change from one box to another and holds the cover so firm that the heaviest box of cigars can be handled by the lid, and its angle remain unchanged.

W. P. Bowers & Co. have placed this useful and timely invention on the market under the motto: "It will sell your cigars."

Don't Do It

You want to occupy the entire block by next week—
You want to control the world's market by next month—
You want to own the earth by next year.
And yet you know—
Too rapid a growth means fungus growth—
Too sudden a start breaks a vital part—
Too great a speed winds you up in a wreck.
Dishonest copy will run a business—
But—
The road is on the down grade—and—
The undertaker of business lives right at the bottom.
Therefore—

Oklahoma City to Benefit by New Outlet

OKLAHOMA CITY, OKLA., Feb. 25, 1912.

TRADE seems to be getting back to its old standard slowly but surely. The building of the Northwest Railroad is now assured which will top a rich field for Oklahoma City jobbers. Crop prospects are the best for several years and the campaign our Chamber of Commerce is carrying on, with the aid of twelve hundred traveling salesmen against the presidential year, poor business cry is getting good results. Jobbers and retailers feel very optimistic over the outlook.

Metropolitan Cigar Company, local manufacturers, have opened up a fine retail store, corner Second and Broadway, and will feature the several brands of their own manufacture. In 10c. goods they have taken on the the "La Tendencia," from H. Sommer Company, Quakertown, Pa.

James T. Bowden, formerly with the Independent Cigar Company of this city, has accepted position with Platter Tobacco Company as city salesman.

J. B. Solloway, the popular cigarist in Insurance Building, recently purchased Donley Brothers stand in Lee Building Lobby.

Allen Bricker (Wm. Tegge Co., Detroit), was with us this week. He is elated over the wonderful success the "P & H" cigar has made for Patterson and Hoffman, distributors of the brand.

Collins, Deitz, Morris Company, are putting on the market the "Vicar" broadleaf cigar from the factory of Justin Seubert Company, Syracuse, N. Y. Mr. Ward is here in interest of the factory.

"Rey Oma" cigar (Sig C. Mayer & Co.), is making substantial gains in this territory. Patterson and Hoffman are distributors for Oklahoma on the brand.

George Proffer will open a new store in Empress Theatre Building this wek. The fixtures are from Bishop Babcock and Becker Company, Cleveland, Ohio, and are unquestionably the finest in the city.

J. W. L.

Prizes Awarded to Lancaster Growers

THE County Tobacco Growers' Association, Lancaster, Pa., awarded prizes to the following: Best filler tobacco grown in the county in 1911, H. K. Landis; best cigar binder tobacco, Daniel Laush; best cigar wrapper, J. H. Hostetter, and greatest yield per acre, H. K. Landis, who raised 2500 pounds.

Another loose leaf tobacco warehouse probably will be erected here in the near future.

George A. Schnaitman & Brother, St. Joseph, Mo., cleared through the local port of entry 239 pounds of Havana tobacco, duty $95.60.

The supply of tobacco in Havana is not large and prices now range from 10 to 30 per cent. higher than for the same grades last year.

O. H. Holtan and Gullick Osgaren, Madison, Wis., received 84 acres of 1911 tobacco February 16th, at Stoughton, for the P. Lorrilard Company.

The Housatonic Valley Tobacco Company, of New Milford, Conn., organized with $1000 capital; William D. Wanzer, president and treasurer; Fred I. Wanzer, vice-president; Adella H. Wanzer, secretary; William D. Wanzer, Fred I. Wanzer, James H. Dodd and George E. Ackley, directors.

The City of Weston, Mo., has achieved the distinction of being the first open market in Missouri for loose leaf tobacco.

The Orpheum Cigar Company have started in business at Winnipeg, Manitoba, and will manufacture high-grade Havana cigars under the titles, "Orpheum," "Red Feather," and "Royal."

Foreign Tobacco Trade of Interest to Us

ENGLAND.

From Consul-General John L. Griffiths, London.

THERE has been more or less interest shown for some time in the question of tobacco growing in England. In a recent issue of the "London Times" a report was published of the result of an experiment in the growing of tobacco conducted on an estate in Norfolk, a county on the eastern coast of England. The crop was rehandled by a Virginia planter employed by the owner of the estate and the report which follows is that of the American expert:

My previous report of the tobacco crop on the estate in Norfolk has proved fully justified. I am now rehandling it and find that the American tobacco handles much better than I expected, and that there will be from 3 to 4 hundredweight (hundredweight=112 pounds). Much of it is of fairly good color, not bright yellow, but medium to dark.

The quality is better than I though it would be. The texture is fine and silky, partaking more of the Maryland character than Virginia, and therefore better for cigars than the Virginian. This suggests to me that the best grade of it will be used for cigar fillers, while the remainder will be more suitable for pipe tobacco. The flavor and aroma depend to a great extent upon the fermentation; but, at any rate, the tobacco has sufficient strength of character to warrant thinking it will develop into a fair sample in comparison with American-grown.

It is too early to give a definite opinion on combustion and smoking, but yesterday I rubbed up two or three leaves and must say that for unsweated tobacco it smoked well without burning my tongue; so well that I continued smoking it with pleasure. Some of it is good enough for cigar wrappers, but the percentage is smaller than it might have been. Owing to the late planting, the growing plants had to stand out late, and consequently were much beaten by the gales at the end of September.

CANADA.

From Consul-General Henry A. Conant, Windsor, Ont.

THE chief of the tobacco division of the Canadian Department of Agriculture settles a moot question by declaring in his annual report recently issued that it seems useless to try to grow seed leaf with light tissue in Essex County.

He adds that perhaps owing to the length of the season, which allows for the curing of large tobacco, good results may be obtained with Big Ohio in this part of Canada, but delicate products, such as the Comstock Spanish and the Brewer hybrid will have to be grown in suitable districts in the Province of Quebec.

Experimental fields were established in the various districts in order to test the adaptability of the different varieties of tobacco as produced in all parts of Canada. The main object was to find out whether the county of Essex was able to grow as good a quality of seed leaf as that produced in Quebec.

The first experiments proved that, generally speaking, the seed leafs of Ontario have much looser and coarser texture than those of Quebec. The soils of Essex are particularly well adapted to the growing of burley, but the porous tissue, which is a quality in burley, is an objection in seed-leaf tobacco. Again, in burning quality the seed leafs of Ontario are generally inferior to those of the Province of Quebec.

TURKEY.

From Report by the British Consul-General, Saloniki.

THE material is not yet to hand for a full report on the tobacco crop of 1911, but it was in general a very abundant one throughout almost the whole of Macedonia, as well as in the adjacent districts of Gumuldjina, Kirdjali, and Adrianople.

The persistent rise in the prices which have been obtained by growers during the past two or three years, and which in 1910-11 attained to figures hitherto undreamed of, had the natural result of encouraging cultivation, and, meteorological conditions having been in general fairly favorable, the yield this year was considerably in excess of that of the preceding year. It is estimated at from 30 to 35 per cent. above that of 1910 in most of the districts above indicated. The quality, on the other hand, seems everywhere to have been somewhat inferior, the conditions having favored a luxuriant growth of the plant with a larger and consequently somewhat coarser leaf.

One hundred and thirty-one bales of Havana tobacco were forwarded February 20th, per S. S. "Monterey," via New York, to Messrs. Benner Bros., in Cheago, Ill., from Manuel Suarez, of Havana, Cuba.

Two hundred and fifteen bales of Havana tobacco forwarded February 17th, per S. S. "Saratoga," via New York, to Messrs. Wengler & Mandell, in Chicago, Ill., from Manuel Suarez, of Havana, Cuba.

Tobacco Crop of Pennsylvania

THE Government statistics, just issued, give the tobacco crop of Pennsylvania as 46,164,800 pounds; acreage, 41,742.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

CIGAR FACTORY OPPURTUNITY!

Growing town, Eastern Pennsylvania, First Revenue District, nearby Philadelphia, offers unusual factory building, well located and lighted for suction plant. Experienced help. Population 40,000 to draw from. Owner of building can make good proposition to progressive manufacturer. Investigate at once. Owner—Box K, Tobacco World.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker

18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio

FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

HENRY A. FISCHEL, Tobacco Manufacturer

1636 North 11th St. and 1635 North Mervine St., Philadelphia.
Packing shorts for jobbing trade a specialty,
Will pay *net cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

Your New Brand Should Have One of Our
Territorial Labels

We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.

LOUIS W. KEYER
348-352 XENIA AVENUE, DAYTON, OHIO

EXPERIENCED TOBACCO BUYER would represent packing firm in buying in York County, Pa., leaf this season. Best of references Address Buyer, Box 88, care of The Tobacco World. 1-1-r.

Wanted.

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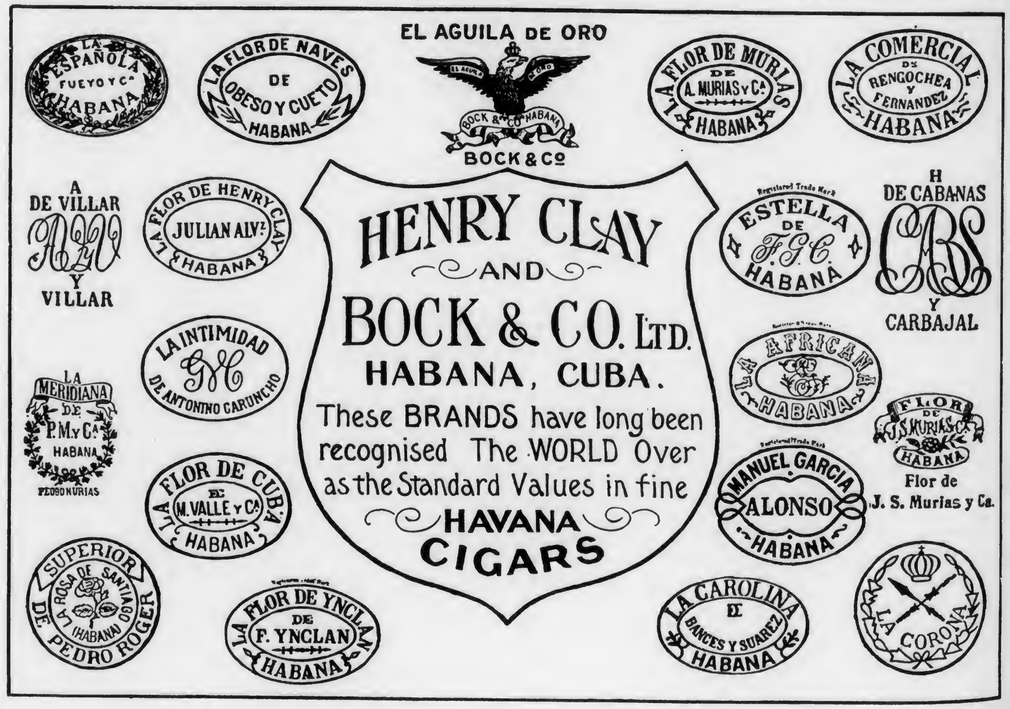

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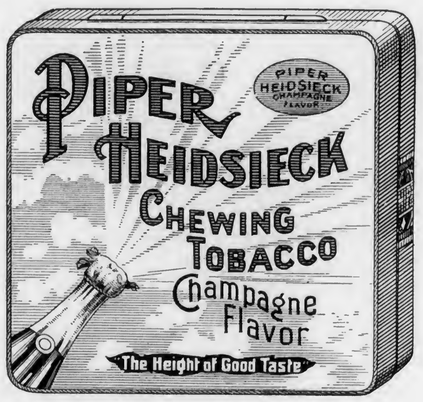

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The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867

TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

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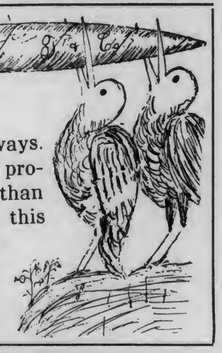

Our cigars stand high always. We have so far this year produced 40% more cigars than last three combined. Is this evidence enough? Write for particulars about our excellent values.

FERNANDEZ, LOPEZ Y CA.

Manufacturers of Strictly Clear Havana Cigars

Ramon Fernandez, Pres.

J. J. Fernandez, Sec'y & Treas.

Factory: Tampa, Fla.

Manuel Lopez, Vice Pres.

Jose Lopez, Ass't Sec'y

Factory: Key West, Fla.

MAIN OFFICE: BOX 293, TAMPA, FLA.

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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Jose Lopez, Ass't Sec'y
Factory: KeyWest, Fla.

MAIN OFFICE: BOX 293, TAMPA, FLA.

INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

TO THE DISCRIMINATING BUYER:

If Not, Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

WATCH FOR

THE ABBEY

High Grade 10-Cent Cigar

"A REVELATION"

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MARCH 15th
1912

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New Cuban Tobacco Crop Looks Like Record Breaker

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The Hold-up Game—A Story of Graft in the Cigar Trade told by an Insider

How Retailers Should Figure their Profits

Tampa Factories Show Renewed Activity

Death of Abraham Oppenheimer, Pioneer Cigar Manufacturer

New Free Smoker Bill in Congress

Move to Stop Export of Havana Seed

What the Live Jobbers and Distributors Are Doing

New Retail Chain of Stores in New York

Lively Bidding of Americans At First Sumatra Inscription

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 6

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

We Couldn't Improve the Quality So We Improved the Label

Such was our idea in bringing out our new package

ALL-ALIKE
FIVE CENT CIGAR

¶ This cigar is made up to the standard of **blend, quality** and **workmanship** that has made our cigars famous since 1869. It's a long filler, Sumatra wrapped, free-smoking cigar that is sure to prove a repeater.

Juan F. Portuondo

Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature on each box is the dealer's protection.

PASTORA
"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
HAVANA CIGARS"
Made by
SAN TELMO
CIGAR MFG. CO.
DETROIT
"QUALITY CREATORS"

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great
FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

Made by
Salvador Rodriguez
at
Tampa, Fla.

Offices: New York Warehouse: Havana

MR. JOBBER

If You Do Not, You Ought to Know

that we have built our reputation on quality

That
ALVAGAR
and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo — New York at 128 Water Street

Established 1857

M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

San Felice
CIGARS
The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

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United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE of HARTS
BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office; 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

CRESSMAN'S
COUNSELLOR
5¢ CIGAR

Tops
All Nickel
Cigars
The Kind on which to Build Your Business
MADE BY
Allen R. Cressman's Sons, Philadelphia

Short talks to Dealers

It was College men who carried the fame of Fatima Cigarettes into every corner of the country, and you know a cigarette that a College man will recommend to his friends is pretty near good enough for anyone.

FATIMA
TURKISH BLEND
CIGARETTES

These College men who first discovered Fatimas didn't care whether they cost 10 cents or 25 cents—they liked Fatimas for their quality alone. So when they pocketed their diplomas and went out into the world they took Fatimas with them and told other smokers about them. In this way men who know no Latin or Greek learned from their College friends that Fatima means a good smoke in spite of the fact that 20 of them cost only 15 cents.

If you want a cigarette leader that will make and keep friends—try pushing Fatimas Put yourself in line with our big 1912 advertising campaign. It will help your sales.

LIGGETT & MYERS TOBACCO CO.

"Distinctively Individual"

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

CHEW

Climax Plug

The standard of QUALITY for nearly half a century

P. Lorillard Company
Jersey City, N. J.
Established 1760

MASTERPIECE

CIGARS

The best value you can give to your customers to sell at 5c.

—

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

HERE IS THE WINNING PACKAGE

EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

A Nickel Leader that will Lead

The "El Sayon" is a truly up-to-date cigar built to produce more business for the dealer handling them. It has quality, style and workmanship—which makes a winner.

"El Sayon" cigars are made on the principle of knowing how.

Write now for special introductory offer.

H. F. KOHLER

MAKER

Nashville - Pennsylvania

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

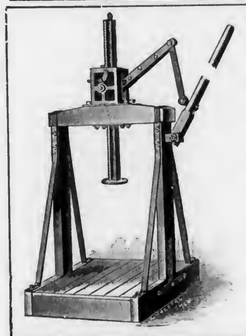
High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt

Offices & Factory, 2786 Broadway, New York, N. Y.



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The platform of this press is 3 feet wide inside posts and 4 feet long.

The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.

The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.

The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.

948 Main St., Higganum, Ct.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana

London: 114 Grace Church Street

New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

Oldest Independent Factory in Cuba

Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ

82-88 Wall St., New York

Sole Representative for United States and Canada.

Hunt Red Rabbits

In all Seasons

Fine stogie proposition for distributors.

PENN CIGAR COMPANY

2038-40 Bedford Ave. Pittsburgh, Pa.

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

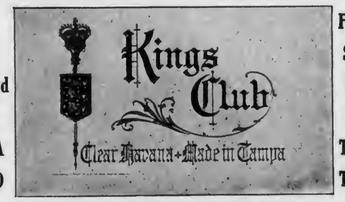
Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:

43 to 47 W. 33d St., New York

5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c

5c 5c 5c 5c 5c 5c 5c

6 Werth

Well Worth Your CONFIDENCE

Made by

WERTHEIMER BROS.

BALTIMORE, MD.

Only Good Cigars Come Out of Our Factory

5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c

Our Purchases of
Sumatra Tobacco

At the First Inscription Amount to 1,000 Bales

DELI MY | D. | LANKAT

DELI MY | Q. B.

S. & R. | B. | DELI

The Much Desired Light Colors

Superb Quality **Enormous Yield**

Samples Ready March 21st

H. DUYS & COMPANY

The Leading Sumatra House

170 Water Street, New York

Sumatra Tobacco is Used by All Leading Manufacturers

Avoid Substitutes and be Successful

NO % added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

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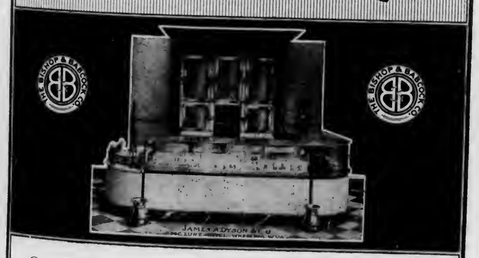
CARLOS, FERNANDEZ & CO.

42 East 23d Street, New York

OFFICES AND WAREROOMS: MANILA—PORTO RICO

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

This is what he wants

That hard-to-suit smoker; that hesitating chap who never seems to settle on a choice; and that "transient" who flits in only now and then. You turn them into quick buyers and regular customers when you offer the

GIRARD Cigar

Here is a cigar *full flavored yet mild.*
A rare combination. It has made a distinct hit.
And the smoker must come to you for it.
We do not carry on a mail order business.
We have no gift enterprises to spoil your trade.
We never send more than one sample box of **Girards** to a consumer. He must pay us the full retail price; and *give us his dealer's name.* And if you will then arrange to supply him, *you get your regular profit on that first sale, made by us.*
Look at our strong advertising in *The Saturday Evening Post,* telling million of smokers regularly all about the **Girard** cigar; and *sending them to the dealer for it.*
Hadn't you better order more **Girards** *today?*
Three sizes retailing at 10 cents straight:

"Brokers" 5¼ inch Perfecto
"Mariners" 5⅜ inch Panatella
"Founders" 5 inch Blunt.

Your jobber will supply you at $70 per thousand. If he can't supply you, you can buy from us direct.

Antonio Roig & Langsdorf

Philadelphia

Established 1871

To the Tobacco Trade-

Announcement

FROM the time the first package of Tuxedo Tobacco was put on the market, this company has never been able to fill Tuxedo orders promptly.

This condition has been the result of an enormous and constantly increasing demand for this brand of tobacco—a demand that it has been absolutely impossible for our manufacturing facilities to keep pace with—a demand created without advertising or special effort on our part—simply by the superiority of Tuxedo itself.

These facts are well-known to all dealers and to the trade generally.

It is therefore with great pleasure that we are able to announce that with tremendous increased facilities at our disposal, we can now, for the first time, handle all Tuxedo orders promptly.

Furthermore, these facilities now make it also possible for us to push Tuxedo as it deserves—to back up the dealer, as he deserves, with strong, constructive advertising.

We thank you for your past co-operation. We will appreciate your continued support of this most popular high grade tobacco and we can assure you that in the future, we will be able to take care of your business in a way much more satisfactory to you and ourselves.

Yours very truly,

R. A. Patterson Tob. Co.
STOCK OWNED BY THE AMERICAN TOBACCO CO.
Manufacturers of

PATTERSON'S Tuxedo TOBACCO

THE

BOLD

HUNDREDS, yes, thousands, were the brands of the cigars four short years ago, when we casually mentioned to a large manufacturer of Philadelphia that we were going to place a new and better 5c. cigar on the market. "In the face of the strong, local competition, you are mighty 'BOLD.'" was his rejoinder.

If we were bold, why then our cigar was BOLD, and BOLD it was called, and BOLD it has proven. Until now it stands out BOLD and ahead of any of its erstwhile strong competitors.

Thus a BOLD firm with a BOLD cigar made a BOLD success.

Why? Because we have embodied in the BOLD the necessary requisites for success, namely, extraordinary quality, better workmanship and honest business methods. Result—the BOLD is the utmost for 5c.

BOBROW BROS.

114 S. SECOND STREET, PHILADELPHIA

NOT *a*

Waste-Basket Circulation

¶ A trained circulation solicitor, who had observed how many trade papers are frequently consigned unread into the waste-paper basket of the busy merchant, wrote to *us*, "I'd like to take subscriptions for The Tobacco World. Wherever I see it, it's being read, so I know it's a live one."

¶ That's the point for you, Mr. Advertiser to consider. It's not how much circulation your ads. get, but how many prospective buyers actually see and read them.

¶ Remember, your ad. in The Tobacco World will be *seen* and *noted*, because our readers *read* each issue from cover to cover. They are a select audience of *keen, alert* and *aggressive* men, receptive to new ideas that concern their business.

Do you want to reach them?

¶ Remember that *one* trade paper *read, is worth one hundred* in the waste-basket.

Repeat Orders on Rigoletto Cigars are Bigger Than the First

One of our salesmen has just finished covering his route for the first time since our big advertising campaign began. He not only received repeat orders from every dealer who had stocked Rigolettos from the beginning of the campaign, but in every case these orders were bigger than the first orders.

This is a significant example of the manner in which Rigoletto Cigars have made good. The same story from every section of the country. This cigar is fast becoming a standard smoke at 10c. everywhere.

Dealers who realized the quality of Rigolettos, who appreciated the demand for such a cigar when it was made known and the value of our big advertising campaign, have won out big by stocking and pushing it.

Yet the advertising of Rigoletto Cigars has only begun. There are great things for the future. Will you share in them?

Rigoletto Cigars are made in only four standard shapes, all to retail at 10c. Get in touch with your jobber or write to us and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

If you want an uncommonly good Segar, try this brand, nothing better can be made.

¶ *They make trade for you—they make money for you—also some for the makers.*

Segar de Luxe.

His Connoisseurs' Edition de Luxe

Rubaiyat

was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba Under the personal supervision of

Hall Merriam

JOHN W. MERRIAM & CO.

139 Maiden Lane, New York

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

QUATILITY 5¢ CIGAR

YES! IT IS DIFFERENT

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

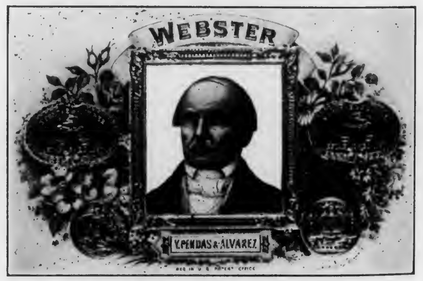
PHILADELPHIA

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 PEARL ST., NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, MARCH 15, 1912. No. 6.

A. T. Co. Shows Increases In Net Earnings For 1911

Gain of $854,721 Over Previous Year—Board of Directors Reduced to Fifteen—Bonus For Officers

THE annual meeting of the stockholders of the American Tobacco Company took place at the main office in Jersey City on the morning of Wednesday, March 13th.

The board of directors of the company has recently been depleted by the loss of twelve directors, seven of these having become directors in the Liggett & Myers Co. and The P. Lorillard Co., and five of whom, namely Thomas F. Ryan, O. H. Payne, P. A. B. Widener, G. D. Widener and Paul Brown having resigned.

The newly-elected board of fifteen comprises the following: George Arents, Anthony N. Brady, E. S. Edwards, John C. Engelhard, Patrick J. Hanlon, Percival S. Hill, George W. Hill, Charles S. Keene, W. H. O'Brien, Malvern C. Patterson, Morton W. Reed, Charles N. Strotz, Thomas J. Walker, Josiah T. Wilcox and Thomas B. Yuille.

Of the new directors of the American Tobacco Company Mr. Edwards was formerly an assistant to C. C. Dula in the plug department; Mr. Englehart is the company's chief leaf tobacco buyer; Mr. O'Brien is the head of the cigarette manufacturing end of the company and Mr. Keene is manager of the freight department.

Treasurer J. M. W. Hicks submitted a report for the twelve months ended December 31, 1911, showing total net earnings of $35,900,073, an increase of $854,721. There was a balance of $25,946,582 after preferred dividends are deducted. This is equal to 64.7 per cent. earned on the $42,242,400 common stock, as compared with 62.2 per cent. on the same stock the previous year.

The distribution of excess net profits to the officers of the American Tobacco Company will be 2½ per cent. of the 10 per cent. excess profits to the president and 1½ per cent. to each of the five vice-presidents.

	1911.	1910.
Total net earnings	$35,900,073	$35,045,352
Deductions	5,232,145	5,288,694
Balance	$30,667,927	$29,756,658
Preferred Dividends	4,721,346	4,721,346
Balance	$25,946,582	$25,035,311
Common dividends	8,048,480	16,096,960
Balance	$17,898,102	$8,938,351
Premiums	34,614	.....
Surplus	$17,863,488	$8,938,351
Previous surplus	61,119,991	42,499,140
Total surplus	$78,983,479	$51,437,491
* Dividends	.....	9,682,500
† Deduct	38,888,431	.....
Total surplus	$40,095,048	$61,119,991

* Extra dividends received from companies which were paid by them out of their gradually accumulated net profits prior to the year 1910.

† Deduct provision for premium on 6 per cent. bonds to be retired, less discount on 4 per cent. bonds to be retired, $4,261,183, and book value of sundry stocks ordered by court to be distributed to common stockholders.

The above statement does not include this company's

Continued on page 15

New Cuban Tobacco Crop Looks Like Record-Breaker

Ideal Weather Conditions for Growing Lead to Roseate Predictions—Plenty of Light Leaf Promised

Special to "The Tobacco World."

HAVANA, March 11.

UP to the present, the weather has been favorable for the growing crop in the fields, while there is some doubt expressed as regards the drying-off process of the freshly cut tobacco, owing to the frequent showers and the humidity.

But there is no longer any doubt but that we shall have a large crop of Remedios, Partido and Semi-Vuelta Abajo, also in all probability will be a good deal larger than last year. Estimates of the total crop run as high as 700,000 bales—the largest crop in the last twelve years and a new record as far as quantity is concerned.

In the Vuelta Abajo region the plantings have been smaller, but thanks to the frequency of rains this winter the vegueros have been enabled to make, up to three cuts, and this naturally has helped to counterbalance the otherwise shorter crop, to a material extent.

During the twenty-six years of residence in the island of Cuba, the "Tobacco World" correspondent does not recollect to have ever passed a winter, when we have had so many showers as since December last. These three months have been invariably considered as our dry season, sometimes without a drop of rain, and then again with perhaps only a shower once a month. During December, 1905, and January, 1906, we had a few days of excessive rains, which completely washed the nearly ripe tobacco for cutting, and the consequence was, that a large part of the crop was destroyed and the balance was the memorable short and flimsy crop of 1906.

Since that time we have had five dry winter seasons

Continued on page 15

Two Big Cigar Factories Merged

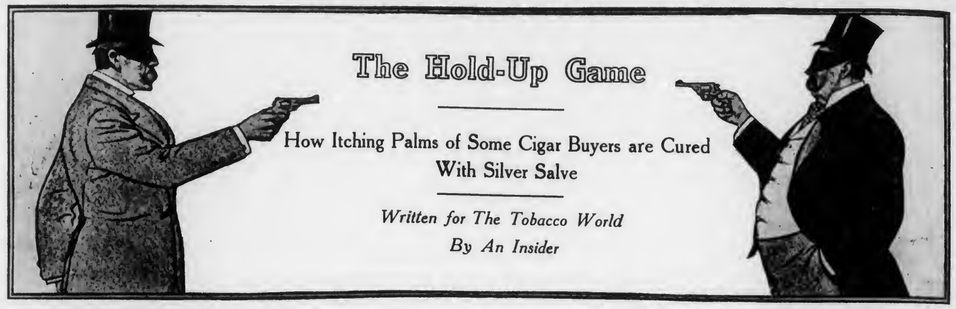
Heyman Bros. & Lowenstein Consolidated with T. J. Dunn & Co.—Combined Output will Be 100,000,000 Annually

MERGER of two well-known and old-established New York cigar manufacturing firms was effected during the past week by the consolidation of the business of Heyman Bros. & Lowenstein with that of T. J. Dunn & Co. This combination brings together manufacturing interests which will have a combined output of 100,000,000 cigars annually.

It is stated that Heyman Bros. & Lowenstein's factory at 430-32 East 59th street, New York, will be continued.

The firm of T. J. Dunn & Co. was originally founded in Philadelphia by Mr. Dunn, who has been dead now for many years. He was succeeded as president by Henry Heyman, upon whose death the business was consolidated with that of Theodore Werner & Co. It was shortly after this that the business was removed to New York. Mr. Werner is at present head of the house of Dunn.

In the early days Dunns' made their reputation on their "Pete Dailey" brand of nickel cigars and "Robert Mantel" seed and Havana.



The Hold-Up Game

How Itching Palms of Some Cigar Buyers are Cured With Silver Salve

Written for The Tobacco World
By An Insider

THROUGHOUT the length and breadth of the business community of this nation, the still small voice, which for a while had been hushed by the late, overpowering, "get-rich-quick" fever, is again making itself heard, and the call for clean, honorable business methods is reasserting itself.

Thus it comes to pass that a probe is now being extended into the alleged methods of grafting practiced by expert buyers, who ought to be able to live comfortably on the lucrative salaries they are paid for their services. More, however, always craves for more, and the phenomenon is one to reckon with.

Over and again the complaint is made by manufacturers and salesmanagers that their salesmen are unable to interest certain firms or departments in their goods. In justice to the tobacco business, it should here at once be affirmed that in our trade the evil is not so pronounced; still it exists, to our personal knowledge; it was only the other day that an instance of this form of dishonesty was brought to our attention, and while we do not wish to make any direct accusations, we feel confident that this article will fall in good soil.

It should be borne in mind that to damage the reputation of an individual or trade is a far easier matter than to correct mistakes when they once have been made. A lie once set in motion will travel afar before it can be stopped. But on the other hand there can be no doubt but that the evil to which we have called attention is formidable enough to call for proper investigation, that it may be brought home to the class of men who have made it, of whose business methods it forms a part, and who should be boycotted and forced out of competition with their more honest and conscientious fellows, who suffer under their transgressions upon the laws of business ethics.

In fairness to the average cigar merchant, we would here affirm that we do not believe there is a firm among them anywhere who would knowingly tolerate the practice of graft among their buyers. The salesman and the manufacturers and salesmanager behind him, except in rare instances, where men of such questionable character, as indicated above, are involved, are all bitterly opposed to any system of graft that may threaten their legitimate business. Unfortunately it appears that among a certain class of undesirable buyers, the practice of this kind of graft actually enters in as a regular method of doing business. They have systematized their dishonesty. Also they form a force strong enough to be reckoned with by the honest businessman. As matters are, he is confronted with the problem of either accepting the system, losing the business or playing the part of the informer, and between these fires many find it prudent, as the least evil among the three, to accept the system where it exists and cannot be avoided, and make up the loss on the price of the goods.

In speaking of this form of graft, we should also be careful to make a clear distinction between what, under a common sense standard of business ethics, may justly be called by that name and what comes in under the rule of business courtesy. In the language of some salesmen, "There are men for whom you cannot even buy a cigar without its being considered the introductory to a bribing system, while a dinner or theatre party would be entirely out of the question."

Again, if a buyer should unwittingly frame his question like, "What do I get off of that?" he runs the risk of at once being put down as a potential grafter, while as a matter of course he may only have had his store and department in mind when he thoughtlessly used the "I."

Should a buyer as a matter of principle point blank refuse all social advances on the part of the wholesale salesman, that would be his personal prerogative and should occasion no criticism, no more than should such courtesies be considered graft in the event of their being accepted. Indeed, there are certain courtesies which the traveling salesman extends in the natural course of business acquaintance that need no defense or excuse other than the good fellowship these practices bring between men of friendly intent, who look for an opportunity to learn to know each other better than can be done in the rush hours of business. The distinction would be that just as soon as these courtesies are extended to the friends or family of the buyer, without there being some reason outside of business considerations, they carry with them the taint of graft and must be so considered.

That, however, is only the beginning of "The System." In probing it, as a general proposition and part of modern business ethics, in and out of the tobacco world, it is a fact that the wholesale trade of New York or Chicago, if it choose, could relate stories of graft that would create disaster in retail stores throughout the entire country.

So well understood and defined is the evil that one manufacturing concern is known to maintain a book in which is entered the amounts for which the firm has been "milked" and the ways in which it has been done. The items represent insurance premiums paid, vacation expenses for wives and families, hospital bills, holiday trips, birthday and wedding anniversary and holiday presents for buyers and members of buyers' families. Many of the items run into substantial sums that represent a considerable part of the gross selling expenses.

> ***"If an out-of-town customer don't show up just before lunch time, Mawruss, either he has bought his goods somewhere else or he has got stomach troubles."*—Montague Glass.**

From that point on, "The System" by degrees becomes less and less reserved and more brazen in its methods of fleecing. We now may encounter the entirely unscrupulous, nervy, devil-may-care buyer who approaches his man with a swagger confident air and delivers himself somewhat like this: "Look here, Mr. Manufacturers, it costs you 10 per cent. to sell your goods to me on the road. I come to the market and buy your goods here. Don't you think I am entitled to a commission of five per cent. for the amount I save you."

The other fellow is "up against it," and the result is that the grafter gets what he asks for.

Stories are told of enterprising buyers in this class who have been so eminently successful in their questionable methods as to put hopeful sons through the college or university on the proceeds of "presents" made to them by their victims.

Let us add again, that this undoubtedly well-defined, obnoxious "system" has its root, not by any means in the cigar and tobacco industry, but in the general trade conditions of the country. It is part and parcel of that unfortunate, all-pervading "get-rich-quick" craze, and will only pass out of existence as this tendency gives way to the general acceptance of more clean and honorable methods.

And let it be clearly understood that no such dishonest system as that to which we have here called attention can ever lead to enduring success. It is bound to pave the road to failure and disaster. It is the method of the pirate and adventurer who does business under the maxim "After us, the deluge." No merchant in the great and growing field of the cigar and tobacco industries, and who has any regard whatever for good citizenship and clean business methods, should fail to consider the problem carefully and raise his voice and put down his foot against it whenever he is in position so to do.

Imagination and Cigar Smoking

HOW great or small a part imagination plays with the smoker must surely be of interest to him who caters to the wants of the victims of the weed. The care and attention, the art and moneys that are expended upon the outer decoration of tobacco packages would lead one to suppose and appreciate that imagination is a very important factor with him who selects his smokables.

It has often been said that there have been cases where men who have smoked for years, and afterwards were visited by blindness, lost their appreciation of a cigar, because they could not see it. If this is so, and there is no reason to doubt it, a peculiar phase of the cigar business comes up, which is more important. The dealer will naturally ask, "Shall we cater to his sense of sight, or his sense of taste and smell?"

Within the recollection of even the younger men in the business, there have been innumerable cases of clever industrial operators, who have been quick to grasp this peculiar phase, and play upon it to their own benefits, in other words, at least a dozen prominent producers can be mentioned off-hand, whose products, while inferior in quality to that of their competitors, were so handsomely attired, and placed before the public in so attractive and inviting a manner that they over-ran in sales and profits the honest, dependable goods which came from the factories of their more scrupulous competitors.

If the average retailer or cigar clerk was asked the following question, "How many of your customers buy labels and bands, and how many of them buy cigars for cigar worth"? It is safe to predict that the answer would show an overwhelming proportion in favor of the fancy covers. This is not very complimentary to Mr. Smoker, but neither can he be criticized too severely for that preference, for it is merely one of the human tendencies of which we are all victims to a greater or lesser degree.

It is more than passing strange that the men of so material and straight forward a race as ours, should, in this 20th Century, the age of reform and broad civilization, allow their better senses to be swayed by that outward show which was, and is, typical of Orientals and Latins, who live in countries where the sun sheds its rays and people feel only the effects of the heat, but do not acquire the benefits of the light.

It is reasonable to assume that the average sound sense American calls for a highly advertised and gayly attired cigar, in about the same spirit that the apes in the African wilds walk into the traps.

Naturalists tell us that when the monkey leaves his tree to go in search of food, he makes certain tracks, and it is force of habit with him to return by those tracks, never deviating from the path made by himself. The trapper knows of this peculiarity, and sets his trap in the middle of those tracks. When the monkey returns from his meal, he approaches this trap, and begins to cry; but nevertheless, he puts his foot into it. Nothing on earth would tempt the monkey to go around the trap.

This is how a great many of the American smokers feel when they buy some of the fancy looking cigars with giddy wrappers and bands. They know they are going to be stung, but they can no more help following the impulse of taking the article than can the more primitive ancestor of the jungle avoid walking to his doom even if he knows it.

Advertising and Salesmanship

Your advertising may be well written—
It may be the best reason-why copy—
The illustrations entirely appropriate—
The type a good clear readable style—
The general lay-out and display contributing to the pulling force—
The reading matter arousing interest—creating desire—
The size of the copy very generous—
The position exceptional—and yet—
If you have let down the gate to deceit—
If you have opened the door to mis-statements—
If you have invited in a falsehood—
If you have made promises that will never be realized.
If you have stretched some words beyond their real meaning—

"SOMETHING DIFFERENT"

Business Campaigns That Will "Walk"---For the Retailer, Wholesaler and Manufacturer

By J. B. JAMISON. **

Being an outline of systems through which big business houses are built. Any reader of THE TOBACCO WORLD, retailer, wholesaler or manufacturer, contemplating an expansion of his business, should consult this department, and may secure the personal services of Mr. Jamison for the direction of his campaign by a series of letters suited to his individual needs upon the payment of $2, *for which allowance will be given in new subscriptions to* THE TOBACCO WORLD, *or the extension of old subscriptions. Single letters of instruction 50 cents.*

Advertising plans and campaigns present very much the same vexatious problems and difficulties as beset the French Revolution, and money is wasted in the first as generously as blood was spilt in the latter, by incompetent men and methods. One Constitution after another was formulated, but none of them would "walk." Despair, indecision, lawlessness and terror reigned until the man with the Constitution that would "walk" arrived.

The plans I outline in this department will "walk." They have *brought home the goods and* are *doing the trick every day.*

J. B. JAMISON.**

III.

How to Figure Retail Profits Correctly

A MANUFACTURER of store equipment recently caused a question to be printed in a few of the national magazines, business, trade and newspaper publications, designed to find out what percentage of retailers figure their profit right.

The answers aggregated about 1,000, of which 750 were wrong.

It is hardly believable that 75 per cent. of all retailers, whether in cigars or socks, do not know how to figure profits. Some of the readers of this publication will doubt the possibility of such a condition.

Here is the question: A certain article costs $1 wholesale. What will it have to be sold for to allow a profit of 10 per cent., after allowing 22 per cent. for cost of doing business?

It is a very simple question—one that every retailer has to answer in his own business every day. But 750 out of 1,000 retailers answered it wrong.

The answers ranged all the way from $1.10 to $1.60. The majority gave the selling price as $1.32 or $1.34, allowing a profit of one cent or less, notwithstanding an explanation at the bottom of the question that the answer was not $1.32.

A retailer in Dallas, Texas, answered like this:

> "In answering your question, will say that if you had not stated that $1.32 was not correct, I would have put that price on the article, for I do not charge any profit on overhead expenses. But if you do, I cannot see any other way of figuring but to charge $1.34 on selling price."

Is there any wonder that this man was not making money? He was on the straight road to bankruptcy and going fast. But he has slowed up now, and will soon be going in the right direction.

Perhaps some of the readers of this department will think that there would be a profit in the article at $1.34, and to make sure that they will understand this Texas merchant's state of progress, it is well to explain why and how he was losing money instead of making ten per cent. profit as he thought.

If the wholesale price is $1.00 and the cost of doing business 22 per cent., $1.34 does not allow 10 per cent., but only 1.4 per cent. profit. On a gross annual business of $15,000 he will clear $150 a year, or a little better than $12 a month.

He said that if the ad had not stated that $1.32 was not correct, he would have put that price on the article.

Selling the article at $1.32, he would lose almost 1 per cent. instead of making 10 per cent. His trouble was that he figured his profit and the amount which he wanted to take out for the cost of doing business, or his percentages, on the cost price instead of on the selling price. Instead of adding 32 per cent of the wholesale cost to the wholesale cost he should have added 32 per cent. of the selling price to the wholesale cost.

The wholesale cost is not something to be added to, but a portion of the selling price, in this instance, 68 per cent of the selling price.

If the wholesale cost is 68 per cent. of the selling price, then the selling price is evidently $1.47, instead of $1.34, or $1.32.

If the cost of doing business is figured on the selling price, that is, 22 per cent. on the gross amount of business done during the year, the cost of selling the article is not 22 cents but 32 1/3 cents.

If 10 per cent. profit is desired on the selling price, it is not sufficient to add 10 cents to the cost price. Instead 14.7 cents, nearly 15 cents, must be added.

To prove this, take 22 per cent. of $1.47, which is 32.34 cents, and 10 per cent. of $1.47, which is 14.7 cents. Add these to $1.00 and you have $1.47.

A cigarist in Alabama said:

> "If my cost of doing business is 22 per cent. and I wish to make a sale to bear 10 per cent. profit, I should figure it this way:
>
> Cost and cash $1.22
> Profit at 10 per cent..... 12.02
>
> Selling price $1.34
>
> "I would, therefore, sell for $1.34 all articles invoiced at $1.00 for 10 per cent. profit. Am I correct?"

He is incorrect. As stated before, instead of making 10 per cent. profit he would make a fraction over 1 per cent.

A dealer in a little town of Illinois gave a little different solution, getting very near to the correct method. He deducted 22 from 100, leaving 78. This 78 he construed as being 78 per cent. of the selling price, less his profit.

If $1.00 is 78 per cent. of the selling price, the latter, of course, would be $1.28, which he labeled as the selling price to cover the cost of doing business.

Then he deducted 10 from 100, leaving 90, and labeled $1.28 as 90 per cent. of the selling price to cover profit, $1.28, of course, is 90 per cent. of $1.42, which he gave as the answer.

He made the mistake of taking his precentage for the cost of doing business out of one sum and his profit out of another. He should have taken both percentages at the same time.

He went on to prove his figures, and undoubtedly did prove them, so far as his way of figuring is concerned. But proving that a wrong answer is correct by using a wrong method is like trying to prove that a horse is a horse by pointing out a pig.

This man's letterhead showed that he has a capital stock of $10,000, and that he is treasurer of the company.

But he has the wrong job, for he was figuring himself out of 5 cents on every dollar's worth of goods he bought. He isn't doing it now.

New Cuban Tobacco Crop

Continued from page 11

in the Vuelta Abajo and Partido sections, and if it had not been for artificial irrigation of the tobacco fields we should have suffered even more than we have done.

What the final outcome this year is going to be, as regards quality, is still an unsolved problem. While the quality of necessity will be light, it will now depend upon the drying process, and how the tobacco may finally pass the fermentation process in the piles and in the bales.

According to present appearances, a light quality leaf has been just what our manufacturers and those of the clear Havana cigar industry in the United States have been wishing for, and as there seems to be no doubt that the tobacco is going to burn freely, they ought to be congratulated upon this happy occurrence. On the other hand the seed and Havana cigar manufacturers might possibly have some difficulty to find enough heavy quality leaf for mixing purposes next fall and winter.

A few sample bales of new tobacco from Semi-Vuelta and Partido have arrived already, but no judgment ought to be formed upon them, as this kind of leaf has been packed without fermentation, and would have to be worked immediately, or otherwise is liable to go to waste. It is said, that one exporter for Germany should have bought some eleven bales of new Partido, a running lot, in order to find out what acceptation this class of tobacco would have in Germany. Such precipitate shipments ought not to be encouraged, as the leaf is liable to spoil in transit. The regular packing season may not commence before May or June, as usual, unless our rainy season should commence earlier this year.

Crop Looks Good in Porto Rico

PRESIDENT Frank R. Hoisington of the Cayey-Caugas Tobacco Company who has recently returned from the island, states that the indications for the tobacco crop, in Porto Rico this year, are much more favorable than they have been for several years past. The last advices he received a few days since, were that the crop is coming on finely, looks splendid as far as quality and light colors are concerned, and that the wrapper yield will be much heavier than it has been for a long time. This latter feature has been the one most anxiously desired, as the production of cigars in Porto Rico has been heavily diminished and in some cases, stopped entirely, owing to the lack of suitable wrapper.

Mr. Hoisington states that there was a quarter more acreage planted in tobacco this year than last but that the demand for tobacco has increased 50 per cent. to 100 per cent. and that there seems little likelihood of any lower prices for the present, although the supply is larger.

Pushing the "Edens" in South America

THE portrait herewith is that of Ramon Irijoa, who is the general South American representative for the fine old factory of the "Eden" cigar, of Havana. Mr. Irijoa for some years represented nine of the leading Havana factories in the principal cities of South America, but about a year ago he centred his attention on the distribution of the "Eden" product of Calizto, Lopez y Ca. and in one year his sales for this firm have exceeded in volume any previous year when he was selling the output of the combined nine factories.

Mr. Irijoa has made a careful study of the South American market and his firm have backed him up in regal style both as to quality and packing, so that his success is not at all surprising. He has been in Havana for a month past, but sails in a few days for Buenos Aires in which city he makes his headquarters.

He is an able and enthusiastic salesman and has a host of friends and customers in the territory which he covers.

A. T. Co. Shows Earnings

Continued from page 11

share of the undivided net profits of the companies in which it holds stock, which they have deemed advisable not to declare as dividends.

The total earnings of the American Tobacco Company were made up of the following items:

The sales for the year amounted to $101,943,189, and the net earnings therefrom, after deducting all charges and expenses for management, etc., were $14,964,304. Dividends from companies, all of whose stock is owned by this company (including P. Lorillard Company, a small portion of the preferred stock of which is not owned by this company), $7,548,923. Dividends from companies engaged in the manufacture and sale of smoking and chewing tobacco or cigarettes (a part of whose stock is owned by this company), $887,952. Dividends from companies engaged in the manufacture and sale of snuff, cigars or supplies, and companies engaged in distributing tobacco products (a part of whose stock is owned by this company), $2,986,501. Dividends from foreign companies, $4,688,630. Interest on bonds, loans, deposits, etc., net, $4,107,372. Income from sundry other sources, $716,388. Total, $35,900,072.

Reference is also made to the fact that provision was made in the decree for the retirement within three years of all the 6 per cent. bonds, amounting to $52,882,650; all of the 4 per cent. bonds (including the outstanding 4 per cent. bonds of the Consolidated Tobacco Company), amounting to $51,354,100, and $26,229,700, being about one-third of the $78,689,100 6 per cent. preferred stock of the American Tobacco Company. Although such retirement did not begin until after January 1st last, it had up to March 1st been accomplished except as to $1,408,800 6 per cent. bonds, $4,882,850 4 per cent. bonds and $1,840,900 6 per cent. preferred stock. The stockholders are reminded that this exchange of securities has taken place since January 1st.

SHOULD you happen to visit among Havana manufacturers of cigars, be careful of discussing the lottery. Perhaps you might tread on somebody's toes. I heard of a most pathetic tale in Havana the other day, concerning one of the leading manufacturers there and his sad experience with the Christmas drawing.

It seems that the gentleman in question came out of his home a few days before the great Christmas lottery was drawn and noticed in a shop window across the street from his house a portion of a ticket, No. 8113. He was struck by the fact that the four figures totalled 13 when added together, and also, having a wee bit of superstition in his make-up, he went across the street and asked the shopkeeper to give him all the parts of the ticket which were to be purchased. It so happened that the dealer only had two out of the hundred numbers of the ticket, but these were secured and safely stored away.

A few days later a lottery ticket vendor wended his way into the factory and had three more parts of the same ticket, No. 8113. Mr. Manufacturer promptly purchased them. An hour or two later his fancy was taken by another number owned by the foreman of his factory and he swapped the three parts of No. 8113 with him, knowing that he had two more parts at home.

As is always the case, No. 8113 drew the third prize of $140,000. Added to his terrific disgust at having swapped his winning portions with his foreman, his cup of misery was full when he returned home to find that his wife had given the other two portions of the ticket to his children, together with some former non-winning tickets and that the entire lot had been destroyed.

* * *

Strange how the printed word, often meant for purely local interest, travels with the wings of Mercury to lands afar. I dropped in to see J. G. Atherholt, a Philadelphia retailer, the other day and he showed me a letter which he had received from Irving Pollak, who conducts a busy retail stand in the Merchants' Exchange Building, San Francisco. Mr. Pollak had read in "The Tobacco World" of Mr. Atherholt's plan of introducing the "Rigoletto" cigars to his customers by sending them personal letters. Mr. Pollak, being a live merchant always on the alert for new ideas, wrote to Mr. Atherholt and asked him to send him a copy of the letter.

By this means "The Tobacco World" linked the interests of the East and West and brought about an exchange of ideas which cannot fail to be mutually helpful.

This is one of the great functions of a trade paper which few realize and even less appreciate.

* * *

An interesting story illustrating how the old soldiers prize the loot of war, comes to my attention from a correspondent in Allentown, Pa. It is relative to John S. Trumbauer, of that city, who is now seventy-three years old and who is still chewing "rebel" tobacco as he calls it, which he captured while in the civil war.

Trumbauer's regiment was part of Sheridan's army which was sent to guard a property along the Manasses Gap Railroad, at Sharpsburg. Thrown in the company of a number of other Yanks, they seized some 200 pounds of good old fashioned navy plug tobacco and appropriated as much as they could carry. He kept this tobacco with him during the remainder of his term and when he returned to Allentown, he still had a goodly supply. Trumbauer states that he still has twenty pounds of the tobacco and he likes it so much, that he is very sparing in the use of it and is reluctant to give any of it to his tobacco-chewing comrades.

* * *

I was standing in a Broadway cigar store the other day, early in the morning, when a chap walked in, bought a 10c. cigar and proffered a dollar bill in payment.

The bright young clerk behind the counter said, "Sorry, Sir, but I can't change it."

The customer seemed surprised and exclaimed: "Well, this is all I've got except a five dollar bill." "Give me the five-spot. I can change that," said the clerk. The customer, abashed, remarked, "if you can't change a one dollar bill how can you change a five dollar bill?"

"Simple, enough," replied the clerk, as he rolled out on the counter $2.50 gold piece, two one dollar bills and 40c. in change.

Do you get it, Steve?

* * *

Undaunted by competition because they have none, A. Aschner's Sons are operating a little cigar store at 369 Fulton street, Brooklyn. It is an agreeable suprise for one who is acquainted with the general make up, stock and equipment of the every-day cigar store, to enter the Aschner establishment. At first glance one is almost ready to term the place an exhibition of smokers' requisites, rather than a store. But a glance at the number of customers who line the counters, brings you back to realization, that it is a commercial establishment, and not a museum.

The first thing that attracts the visitor's attention is a show case containing the most valuable selection of carved meerschaum pipes in the United States. In this case there are hundreds of artistically carved meerschaums, ranging in price from $15.00 to $500.00 apiece.

Every imaginable style and make of foreign and domestic pipes, cigars and cigarette holders, tobacco cases, tobacco jars, pipe racks, ash trays and what not, that in any manner is connected with smoking can be found in the widest possible range of assortment at this monster salesroom.

The firm has been established since 1870 and is now composed of four brothers, who are the sons of the original founder. They occupy the entire building at the above address, operating a cigar factory on the floors above the store. Most of the cigars sold in this store are private brands, controlled by the firm, that have been very successfully introduced in the territory in which Aschner Sons operate.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Private or Factory Brands. Which Do You Sell?

Evidences of friction between cigar manufacturers, who are seeking to increase their business through national advertising, and local wholesalers, who are featuring their own private brands, are becoming more apparent in the cigar trade. It is a question which is forcing itself to the front and one which must be met in a spirit of fairness and toleration by both sides.

At first glance, it seems that the wholesaler is standing in his own light by refusing to take up nationally advertised brands of cigars and tobacco products. A manufacturer who has the courage and progressiveness to distribute his cigars in every state in the Union, and back them with advertising through trade papers and national mediums, evidently believes in the merit of his product. It is evident that advertising will not make a poor cigar good, but it will put a good cigar in the mouths of thousands of consumers of cigars who otherwise would be using some other brand.

A wholesaler taking up a brand which is backed by such potent forces, will find his path easier than if he were to exploit his own private brands which are necessarily limited to local consumption and not known beyond a limited radius.

Speaking on this subject, a national magazine recently said:

"The wholesaler commonly sets too high a mark on the value to him of selling goods under his own brand, or otherwise, as he puts it, 'owning his own trade.' Unless his private brands are of good quality and well advertised, they are seldom as profitable to him as the well advertised manufacturer's brands. They are harder for him to sell to the retailer because the retailer's customers want the brands that are convincingly advertised. Many a wholesaler has forced manufacturers to eliminate him solely because he obstinately refused to do justice to the demand in his territory for standardized goods. No matter how hard the wholesaler fights, the brands that will eventually dominate his territory are chosen by the demand of the consumer. If he doesn't distribute them efficiently, someone else will and he is the sole loser.

"While such opposition as above-mentioned is discouraging to the big cigar manufacturer, it may be said in justice to the wholesaler, that it arises from a mistaken notion on the part of the latter, as to where his profit really lies. If the wholesaler wishes to survive modern competition, he will take advantage of the manufacturer's efforts to help him and not counteract them by insisting on his own private brand."

The wholesaler is a necessary factor in the distribution of all merchandise, and especially in cigars. The manufacturer who seeks to eliminate a wholesaler is both short-sighted and narrow-gauged. Few manufacturers are willing to assume additional expense to distribute their goods direct to the retailer or of taking on their books thousands of new accounts about which they know little. This is the business of the wholesaler and the shrewd manufacturer will not try to deprive him of it.

Summarized, the question at issue is this: Is it better for a wholesaler to insist on selling brands which he must advertise himself, and which at the best will never have more than a local consumption, or would it be wiser for him to take up a nationally known cigar and push it himself, rather than to allow it to fall into the hands of a more aggressive and open-minded competitor?

Cuban Crop Outlook

Not for twelve years past, has the crop in Cuba been so favorable in its earlier aspects as it is today.

For the first time in a number of years, the weather conditions have been uniformly of such character, as to promote the growth of a bumper number of plants and the farmers throughout the entire Island, have apparently taken every advantage of this, and utilized their opportunity to the utmost.

Predictions are freely made in Havana and elsewhere that the present season's crop will exceed over 700,000 bales of all kinds. Last year's crop totalled only 350,000 bales so that this preliminary figure, if verified should prove tremendously helpful to the industry.

The largest recorded crop of Cuban tobacco previously gathered was in 1900. This reached figures approximating 625,000 bales, and should present expectations materialize the year 1912 will be a record breaker.

Concerning the character of the crop one might be more or less optimistic. The output in Vuelta Abajo, Semi-Vuelta and Partidos alone, have been estimated to run over 300,000 bales. These figures, however, seem to be a little exaggerated, but a quarter of a million bales can be safely figured for the districts mentioned.

The quality of the tobacco in growing is perhaps not up to the superlative standard of Cuba, being generally pronounced rather light, and in some instances washed out, but nevertheless when it is considered that last year's crop was mostly dark in character, it can be readily judged that with the large quantity of the present season's light tobacco on hand, there will be more and enough to enable the manufacturers in both Cuba and the United States to supply their needs at a fair price for the manufacture of clear Havana cigars.

It is a source of much gratification to every one that there is a general spirit of optimism as far as the tobacco industry is concerned on the Island of Cuba, despite the distressing political situation down there at the present time, and the general lethargy in the clear Havana industry in the United States.

From The Tobacco World Bureau, 910 Hartford Building, New York.

Castanedas for French Consumption

THE management of the Castaneda factory in Havana, Cardenas & Company, have made exceedingly favorable arrangements with the French Regie during the past month, whereby in future Castaneda cigars are to be featured for the smokers of the French Republic. It has been a custom for some years that the Regie would only take four sizes of any brand, but they have arranged with Cardenas & Co. to handle eight sizes of Castanedas, and the goods which have already been sent there have met with the utmost approval.

Fernando Cardenas, of the firm, arrived in New York, from Havana, on March 9th, for a brief visit here, during which time he met the company's Australian representative, S. Levic, of Sydney, N. S. W., who is visiting in New York. Castaneda cigars have proven themselves very popular out in Australia and the demand for large sizes especially, seems to be continuously growing.

Dave Echemendia, who looks after the company's interest in the United States, reports that the Castaneda's were the adopted cigar at the Hide and Leather Association Dinner, held at the Hotel Astor, in New York, last Thursday.

The company put the goods up in a beautiful, natural cedar package, bound with imitation leather thongs.

Duys Get Big Lots of Choice Sumatra

CONSIDERABLE interest was manifested in the offerings at the first inscription of Sumatra tobacco, which took place in Amsterdam on March 8th. A large number of American buyers made the bidding pretty lively.

The firm of H. Duys & Company were represented by John H. Duys, and upheld their reputation by buying some of the most desirable lots which were offered. They acquired over one thousand bales, including such well-known marks as Deli My / D/ Lankat, Deli My / Q B, S & R / B / Deli, and Sum Plant Deli.

Information reaches the New York office that the wrappers which were secured are extremely choice ones, containing mostly large sizes. The colors are light, and from the cable description, it is probable that no time will be lost by the manufacturers on this side in securing through the firm of H. Duys & Company the tobaccos before mentioned.

The firm announces that they will be in a position to show samples of their recently acquired leaf as early as March 21st.

Suffragettes Lose One Advocate

ONE of the curious incidents attendant upon the recent suffragette riots in London was the smashing of the big plate glass window in the store of Philip Morris & Co., the cigarette manufacturer whose headquarters has been for some fifty years past at 22 New Bond street, London.

It seems that during the rioting one of the militant women armed herself with a hammer and while parading down New Bond street noticed the handsomely decorated window of Philip Morris & Co. and immediately smashed it into a thousand bits. One of the clerks of the company observing the incident and rushing out captured the would-be female voter and turned her over to a "Bobby."

The interesting fact of this, was that Frederick Curtis, president of Philip Morris & Co., had been impressed for some time past with the claims of the suffragette movement and was really counted among their conserverating supporters. Since the window smashing episode, however, it is stated that Mr. Curtis has modified his views and now figures that a Woman Rampant with a hammer is perhaps even less dangerous, than one with a ballot.

Regan Importation Co. Open for Business

THE James B. Regan Importation Company, of New York, has opened a new store, which occupies four floors of the Knickerbocker Annex, 140 West 42nd street. They will sell at wholesale and retail select imported cigars and liquors. Mr. Regan has spent $75,000 on the project which will be one of the best in New York City. A. H. Carling is manager of the company.

Chicago Office for Wm. Steiner Sons & Co.

WM. STEINER, SONS & CO., New York lithographers, have established a branch office in Chicago, at 214 West Ontario street. The branch will be under the management of O. J. Rosenberger, well-known in the trade. Isidor Stern, a member of the firm established the office during a visit through the Middle West.

Henry J. Rindskopf, of the Rindskopf Tobacco Company, was among the well-known trade visitors in New York during the past fortnight.

Rheinhart Brothers, cigar dealers of Nassau street, New York City, recently purchased the old and successful cigar stand in the "Citizen" building. This stand was for many years conducted by Herman Seidenberg, who now retires after a long and successful career.

Liggett & Myers Co. Adopt Bonus Plan

Officers to share in increased profits—New Directors chosen

THE first annual meeting of the stockholders of the Liggett & Myers Co. since the severance of that corporation from the American Tobacco Company took place at the New Jersey headquarters in Jersey City on Monday, March 11th, with president C. C. Dula presiding.

The report of treasurer T. T. Anderson showed that the company was in excellent shape having net earnings of $598,572 earned in a little over three months that they have been in business independently. The surplus account was given as $355,623 and gross assets were placed at the huge sum of $69,221,721.

It was voted to increase the board of directors from ten members to twelve and T. T. Anderson, the treasurer, and Leopold Feist were named to fill out this number.

As foreshadowed some weeks ago, action was taken by the stockholders, and an amendment to the by-laws of the company adopted whereby competition and the progress of the business will be stimulated among the president and five vice-presidents of the company, by dividing a pro rata of certain excess profits of the company among these officials.

This amendment read as follows:

"As soon as practicable after the close of the year 1912 and of each year thereafter the treasurer shall ascertain net profits earned during the year. If the excess net profit exceeds $4,552,784, which is estimated amount of net profits during 1910 by the business that now belong to the company, a payment equal in the aggregate to 10 per cent. of such excess shall be paid to the president and five vice-presidents in the proportion of 2½ per cent. to the president and 1½ per cent. to each of the five vice-presidents."

The gentlemen affected by this are: Messrs. C. C. Dula, president; C. W. Toms, E. B. McDonald, H. A. Walker, and R. D. Lewis, all vice-presidents, and who, with Messrs. J. A. Lewis, W. R. Irby, R. B. Dula, A. Klein, E. H. Thurston and the two newly elected members comprise the present board of directors. The board is scheduled to meet in St. Louis at the company's main office next week and elect officers for the ensuing year.

New Chain of Stores for New York

THE Consolidated Cigars Company, a concern which intends establishing a chain of retail cigar stores in New York City, was incorporated there last week. A. B. Woythaler, a New York retailer, will be manager of the stores, which it is intended shall number at least fifteen, possibly more. The capitalization of the new concern is $100,000.

The first store will be located at 7th avenue and 47th street. Plans for the remodeling and equipping of the premises are being prepared. The leasing of a number of other desirable locations is being negotiated.

The names of the men who have entered this enterprise with Mr. Woythaler were not given out. It is announced that the Consolidated Cigars Company have placed no limit on the number of stores, but will expand as conditions and opportunities warrant.

The H. B. Sladon Cigar Co., which operates in the Folies Bergere, New York, has opened a new store at 16 East 18th street. E. W. Dunn, formerly manager of the Waldorf-Astoria Cigar Store, at 42nd street and Fifth avenue, is in charge.

Jacoby Cigar Factory Fails

A PETITION in bankruptcy was filed against Louis Jacoby, of New York, trading as Herman Jacoby, cigar manufacturer, at 33 Bowery, that city. The liabilities are said to be $30,000 and the assets $10,000 on the stock and machinery. The bankrupt has also a life interest in tenement properties.

The business was started twenty-eight years ago by Herman Jacoby, who built up a large trade. When he died in 1909 he was said to have left a fortune of $150,000.

Themilis Co. Removed to New York

THE main offices and factory of the G. Themilis Company, cigarette manufacturers, located at Atlanta, Ga., have been moved by that firm to the old Melachrino premises at 8 West 29th street, New York. The Atlanta offices will be continued as a branch of the business. The firm consists of George Nicholas, Styro and Tom Themilis.

Change in Cincinnati Cigar Firm

CINCINNATI, March 13, 1912.

THE firm of Greenwald Bros., cigar and stogie manufacturers at Canal and Walnut streets, has dissolved, Samuel Greenwald having purchased the interest of his brother Max and will continue the business under his own name. He has also acquired the cigar factory of M. Mayers, of 521 West Liberty street. The latter, it is understood, will establish a jobbing house in the Far West. Mr. Greenwald will enlarge his factory, and in addition to his cigar and stogie line will embark in the cigar leaf trade.

The cigar factories have weathered a "thorough" investigation of their premises by the civil authorities, who have found very little of a serious nature to criticize. They also made the astounding discovery in a chewing tobacco factory, that the tobacco employed in the manufacture was "adulterated" with a sweet. This has caused rather caustic comment on the part of the trade. As is well known to the least practical of tobacco men, a sweet casing is absolutely essential to making the product palatable and marketable. A few more of these remarkable discoveries will illustrate the urgent need of practical tobacco men as inspectors.

Miller, DuBrul and Peters, who specialize in machinery for cigar and cigarette manufacturers, report business as being very satisfactory.

Another large Cincinnati house catering to the needs of the tobacco trade is the Western Paper Goods Company, of which Fred. H. Berold is president and F. W. Galbraith, Jr., is secretary. Nearly all the bags used by scrap tobacco manufacturers are made by this concern, which is also featuring a paper pouch to contain plug and pressed scrap.

One of the recent prominent trade visitors was Percival S. Hill, president of the American Tobacco Company, who is making a tour of inspection of all the large tobacco centers.

The Burley market is unusually active at the present time. Colony tobacco and anything showing quality is in strong demand at outside prices, while red types, selling at from 7 to 10 cents, are in good request. Offerings last week consisted of 2535 hogsheads, of which 1593 were new and 942 old. The former brought an average of $10.70 per 100 pounds, and the latter $9.65. Offerings for the year to date are 18,417 hogsheads, 673737 being new and 11,480 old.

F. A. B.

Display of Fine Cigars at James' Drug Store, Broadway and 40th Streets New York

PHILADELPHIA.

Elkins' Tobacco Stock a Legal Issue

AN interesting point has arisen in the settlement of the estate of the late William L. Elkins. The Orphans' Court, at Norristown, Pa., which has been asked to decide whether the income from the stock of the dissolved American Tobacco Company, which was held by Mr. Elkins, shall be considered as an income payable to the heirs or revert to the estate.

Mr. Elkins, who died November 7, 1903, owned 13,233 shares of the common stock of the Continental Tobacco Company, and received therefor an equal number of shares of the common stock of the American Tobacco Company.

It was alleged that during 1911, pending the litigation directed against the American Tobacco Company, there was an additional accumulation of surplus, and after the decree of the court directing the dissolution no further dividends were paid to the common stockholders.

It is contended that, in addition to the securities named, the estate of Mr. Elkins is entitled to subscribe at par for 7019.2651 shares of the Liggett & Myers Tobacco Company common stock, and to 4991.0920 shares of the P. Lorillard Company common stock.

The life tenants assert that the stocks received by the trustees in partial distribution of the American Tobacco Company should be paid to them as income.

What the Bayuk Bros. Men are Doing

BAYUK BROTHERS report a continued increase in the demand for "Havana Ribbon" both in the home and out of town territory.

H. L. Rogers, recently appointed to the New England States, is meeting with the most gratifying success, having placed the "Havana Ribbon" with a number of the most representative firms in that section.

L. T. Shacklett, who covers the extreme South, is rapidly opening up that territory and reports the "Havana Ribbon" duplicating to the jobbers' satisfaction, wherever placed.

Despite the threatened coal strike, Dave Achenbach is finding Pennsylvania a fertile field and looks forward to a large increase in his March business.

A. M. Thompson has just returned to his headquarters in Indianapolis from an extended trip through the West, and while he found conditions badly tied up, owing to bad weather, he still found the "Havana Ribbon" in a flourishing condition and indications for a banner year's business in his territory.

Cores-Martinez Co., Open N. Y. Factory

FOLLOWING the fire which recently destroyed their factory on South American street, Philadelphia, the Cores-Martinez Co., have opened a factory in New York City, at Nos. 212-214 East 99th street, where George Knodt a newly admitted member of the firm is in charge. Offices for the conduct of their business have been opened at 333 Walnut street Philadelphia.

It is possible that another factory exclusively for nickel cigars will be opened by this company, in the First Pennsylvania Revenue District, at a place yet to be decided.

New Salesman for "Counsellors"

MINOR GRISCOM, who covered Northern and Central New Jersey for The American Tobacco Company for several years, has joined the road force of Allen R. Cressman's Sons, 512 Pine street, Philadelphia, and is meeting with great success in opening new accounts for the well-known "Counsellor" 5c. cigar made by this firm.

Special Cigar Offer Makes a Hit

GOOD results have been obtained by Dusel, Goodloe & Co., 112-114 No. 7th street, Philadelphia, on a special 1,500 cigar offer which they placed before the local trade some few weeks ago. This offer comprised eight varieties of nickel goods, made by the American Cigar Co., and "El Yutan" and "Continental" brands, in the 10-cent and two-for-a-quarter values.

New Frishmuth Tobacco Brand

FRISHMUTH & CO. are putting on the market a new tobacco known as "Rainbow." It is a cut plug foil package, and retails 2½ ounces for 5 cents.

George H. Weidmer, representing the American Cigar Company, New York City, was a Philadelphia visitor recently.

Wm. H. Terrill was recently calling the attention of the trade, in Philadelphia, to the merits of the "Elsiardo," made by Balbin Brothers, Tampa, Fla.

Monroe May, vice-president of The West Indies Cigar Company, 138 Pearl street, New York City, visited the trade in Philadelphia recently.

Quaker City Items

R. Fernandez, of the firm of R. Fernandez Cigar Co., Key West, Fla., booked orders in Philadelphia this week.

"Sheridan only twenty miles away" is the war-like advance notice sent by this live wire of the Park & Tilford selling staff, to the Philadelphia dealers early this week.

E. G. Dunlap, has just returned to Philadelphia from a very successful trip through the South in the interest of Arquelles, Lopez & Co., Tampa, Fla.

W. W. Macfarlane booked some desirable orders in Philadelphia recently for Henry W. Peabody & Co., 17 State street, New York City.

Manuel Fernandez, of Manuel Fernandez & Co., which recently moved their factory from Key West to Tampa, Fla., was in Philadelphia within the last fortnight specializing of the "Lampara" brand made by this firm.

Oliver G. Bennett, booked a number of attractive orders for "Southlands," "White Rolls," "Lynnhaven," and "Ex Cel" cigarettes, made by the Vaughan-Ware Co., Inc., Richmond, Va., when in Philadelphia this week.

The cigar department of the Finley Acker stores have just added two sizes of clear Havana cigars, made by C. E. Beck y Ca., selling at 25c. each and three for 50 cents.

Terry & Duncan, retail cigar and tobacco dealers, of 10th and Chestnut streets, Philadelphia, have inaugurated a plan whereby a Hathway cigar lighter is given away free to every customer who makes a cash purchase to the amount of $2.50.

M. J. Dalton, of M. J. Dalton & Co., is still indisposed as the result of having eaten improperly cooked fish while on his recent visit to Havana, Cuba.

Mr. Falk, head and founder of the Falk Tobacco Company, Richmond, Va., who has been at Atlantic City for three weeks seeking rest and recreation, stopped off at Philadelphia this week on his way back to Richmond where he will remain for several months.

The Independent Cigar Store on Thirteenth street, near Market, is to be enlarged and refitted with modern fixtures at once.

Max and Samuel Bayuk, of Bayuk Bros., cigar manufacturers of this city, are en route to Amsterdam to attend the inscriptions.

Charles Bobrow, of the firm of Bobrow Bros., has been calling on the trade of the Middlewest placing their famous nickel cigar "The Bold" in the hands of live distributors. He expects to visit Indianapolis, Cincinnati, Cleveland and other important centres before returning.

TOO LATE FOR CLASSIFICATION.

EXPERT ACCOUNTANT, 15 years with one of the largest cigar manufacturing concerns, desires connection with first-class firm. Address "Accountant," care of "Tobacco World."

Patterson Co. to Remove only Part of Business

Louisville Will Get About One-Quarter of Richmond Firm's Production—New Cigarette Factory Planned

Special to "The Tobacco World."

RICHMOND, March 13th.

THE report that the R. A. Patterson Tobacco Co., would remove its business from this city to Louisville, Ky., has been qualified by an official statement issued by Malvern C. Patterson, president of the company and vice-president of the American Tobacco Co. Mr. Patterson today announced that less than one-fourth of the business would be removed to Louisville and this only as a temporary expedient to take care of surplus business pending the erection of a new plant here and that the manufacture of their principal brands would be continued in the Richmond factory.

Mr. Patterson's statement said:

"The R. A. Patterson Tobacco Company is making arrangements to move from its present plant at the intersection of 7th and Overton streets for the reason that that plant is old and out of date; that it cannot be operated economically, and as a matter of necessity, the company will for the present distribute its business between the plant it has recently acquired at the corner of 6th and Cary streets and the P. H. Mayo Branch factory, on 7th street, also of this city, to the utmost capacity of these two plants. This will necessitate temporarily some of the business being done in Louisville. Just how much, of course, depends on the increase of sales.

"It is still the intention of the R. A. Patterson Tobacco Company, sooner or later, to erect a large new plant in Richmond to care for its increasing business, and we fully expect to do more business in Richmond in the future than ever in the past, feeling that Richmond is the most economical point and the best point for the manufacture of our products, which have become famous under a Richmond label. Furthermore, the recent introduction of the Sovereign Cigarette will probably increase the business here, which will necessitate new quarters for this new industry also.

"It is also contemplated in the proposed changes that all of our old employes will be taken care of in a manner satisfactory to them. A sufficient number will be transferred to Louisville to take care of such business as it may prove necessary to transfer there for the reasons outlined above.

"The R. A. Patterson Tobacco Company will continue its separate corporation form and maintain its offices in Richmond."

Mr. Patterson explained that since the reorganization of the American Tobacco Company and its divisions into separate companies, the Allen & Ginter Branch, in this city, has gone to the Liggett & Meyers Company, leaving the American Company no cigarette factory in this city, and he predicted the erection of a cigarette plant here at an early date, of sufficient size to compete on equal terms with the Liggett & Myers Company.

Reports indicate that the Patterson Company made about 12,000,000 pounds of smoking and plug tobacco last year, and the indications point to increased sales of the popular brands. The two factories to be operated here will have a combined capacity of approximately 10,000,000 pounds, so that for the present at least all surplus sales over that amount will be made up in the American Tobacco factories in Louisville. The Patterson Company retains in Richmond certain distinct and widely advertised brands, only transferring to Louisville those brands of smoking tobacco using a large amount of Kentucky Burley tobacco, the cost of divided operation being offset by freight advantages.

all that's new with JOBBERS and DISTRIBUTORS

Boston Sub-Jobbers Organize

FOLLOWING the reorganization of the jobbing interests in the Boston market as told in our last issue, the sub-jobbers doing business in and around the "Hub" have gotten together to form an organization of their own. Sub-jobbers be it known, are dealers who buy from the big wholesalers, in turn selling to the retailers.

At a meeting of these merchants, held at the American House, Boston, there was a lively exchange of epithets and only a temporary organization was formed. J. J. Dalton, president, and J. J. Donavan, secretary, were appointed to call a meeting later for final reorganization.

Wrights' to Distribute "The Abbey" in St. Louis

ARRANGEMENTS have been made by T. Wright & Co. Cigar Co., to distribute the new 10c. cigar "The Abbey" being put on the market by the United Cigar Manufacturing Company. The house of Wright will control this brand in the St. Louis territory. "The Abbey" is a broad leaf wrapped cigar which the manufacturers claim will be "a revelation." Wrights' are also featuring strongly at present the famous "Webster" brand of clear Havana cigars, made by Y. Pendas & Alvarez.

Traiser Company Gives a Dinner

THE selling force of the Traiser Company, of Boston, Mass., were the guests of the firm at a dinner served at the Hotel Thorndike, on the night of March 6. This dinner is an annual "get-together" affair in which the officers and the selling force discuss their work, past, present and future.

Rome Tobacco Co. to Handle "Havana Ribbon"

JEROME J. FOLEY, of Bayuk Bros., recently placed an account for "Havana Ribbon" with Rome Tobacco Company, of Rome, N. Y. They expect to do a lively business on the brand. Mr. Foley, who covers the New York territory, is sending in increased business from that section and reports a bright outlook for the firm.

Increased Demand for Cuesta-Rey Cigars

THE Wright Drug Company, of Milwaukee, report good demand for the Cuesta-Rey cigars in their territory. W. O. Grady, a Cuesta factory representative, covered that region with a member of the Wright company recently with very gratifying results.

New Manager for Western Jobbers

J. H. Nightingale, formerly manager of the cigar department of Haas, Barnch & Co., of Los Angeles, has taken charge of the San Francisco office of Herman Heyman and Son. Mr. Nightingale was the honored guest at a farewell banquet given by the salesmen of the different jobbers of Los Angeles, who wished him success in his new venture.

H. P. Brewster Co. Incorporated

TO carry on the jobbing and retail trade formerly conducted by H. P. Brewster, of Rochester, N. Y., a new company has been incorporated which will trade under the name of H. P. Brewster Company. Mr. Brewster is president of the company. This is one of the largest cigar jobbing houses in Rochester and was established many years ago by Mr. Brewster. In addition to the jobbing end, the firm will do a large retail trade.

New Firm of Porter & Gunther

CHARLES A. GUNTHER a well-known cigarmaker, of Middletown, N. Y., has purchased of James S. Porter a half interest in his cigar store and in the future they will do business under the firm name of Porter & Gunther. They will sell high-grade tobacco and cigars at wholesale and retail, and also carry a full line of smokers' supplies. Mr. Gunther has had a large experience in the cigar business.

Wood & Bray Get La Saramita Account

Wood & Bray, of Indianapolis, who recently entered the field as wholesalers, have acquired from the Shields-Wertheim Company their "La Saramita" account. Bert Smith, their factory man, has been helping the new distributors to introduce the brand.

New Jobber in Poughkeepsie

A new cigar and tobacco jobbing house has been opened at 93-94½ Main street, Poughkeepsie, N. Y., by I. M. Gottlieb, of that city. He is the only exclusive tobacco jobber in that place.

Stone, Ordean, Wells Co. Open Branch

The Stone, Ordean, Wells Co., which a year ago opened a jobbing house in Minneapolis, have started a branch business in St. Paul. L. E. McLaughlin is in charge.

The store of Magee Brothers, wholesale grocers and distributors of cigars and tobacco, at Easton, Pa., was damaged to the extent of $3,000 by fire on March 5th. This firm was more fortunate than some of its neighbors who suffered total losses.

George M. Voige, Cincinnati distributor of the famous "Rigoletto" cigar, made by E. A. Kline & Co., Cleveland, reports that the sale of this brand in Cincinnati territory is growing by leaps and bounds.

O. L. Meyers, Pacific Coast salesman, and Tillman Funk, Southern representative for the "44" Cigar Company, Philadelphia, are rapidly placing this firm's goods with the better class of jobbers in these sections. The larger cities and towns of North New Jersey have indicated that this territory will also prove a desirable outlet for the "44" and "Adlon" brands.

With the Travellers

Frank Niles, of the widely known Kansas City jobbing house of Niles and Moser, greeted a number of his friends in the East recently, prior to his departure for Europe on a vacation. Mr. Niles was accompanied by Mrs. Niles.

W. L. Porter, well-known to the cigar trade as the Chicago representative of the E. H. Gato Cigar Company, has purchased an interest in the Havana-Tampa Company, successors to Gonzales, Fisher & Co. Mr. Porter will continue to look after the selling end in which he is regarded as past master.

William Olsen, representative of the Scotten Tobacco Company, in Michigan, has been reappointed to cover the same territory for the reorganized firm, the McHie-Scotten Tobacco Company.

W. G. Collins, who acts as the Indiana representative of the Best & Russell Co., has invented a counter holder for cigars packed in cans. Each device holds three cans perfectly straight, all of which are opened by a single push. It is a very ingenious affair.

Dan Lamont, formerly of E. A. Kline & Co., Cleveland, has joined the selling forces of the S. R. Moss Co. and will represent them in Chicago and the Middle West.

Cleveland Retailers and Factories Busy

CLEVELAND, OHIO, March 13.

THE breaking-up of the cold spell in this city marks a decided change in the retail business here, and the retailers all seem to welcome the glad springtime again. M. Glucksman, Fred G. Gollmar Co., Louis Stieglitz, George Bassett, Polster Cigar Company, Archie Holwitz, Henry Mandelbaum, Nate Seidman and several of the other down-town retailers all report a steady increase in business.

James B. Shields, of the Shields-Wertheim Company, has just returned from a four weeks' slam around the territory looking over things in general and reports business exceptionally good. Mr. Shields states the factory has been oversold since November 1st, but that they are giving everyone a little goods to keep them satisfied. J. C. Leverance has just returned from an eight weeks' trip in the West and reports business on "La Saramita's" and little "Sara's" very heavy. Bert Smith, their Indiana man, is very jubilant over the outlook for his State this year. Fred P. Shields, looking after the eastern territory, is grabbing off the big end as usual. Sig. Stein, northwestern representative, reports a record-breaking business. Louie B. Shields, the grand old man, is still picking off the big ones now and then. M. E. Loeb seems perfectly satisfied with conditions in his territory; and in fact, everyone connected with this aggressive concern are more than pleased with the outlook for this year. A. C. Wertheim, the factory man, carries a smile that won't come off, owing to the fact that he likes to be rushed with orders.

Joe Levy has been appointed manager of R. & W. Jenkinson's store in the Williamson Building, and has moved in with an entire new crew. It certainly seems natural to see Joe on the job, as he originally opened this stand.

E. A. Klein & Co.'s "Rigoletto" factory is rushed as usual, and reports business at a steady increase.

M. E. HOLLANDER.

New Bill To Solve Free Smoker Riddle

Florida Congressman Wants 5% of Each Factory's Production Untaxed

WASHINGTON, D. C., March 10th.

IN an effort to solve the "Free Smoker" controversy which has been exercising the cigar manufacturing trade for some months, Representative Sparkman, of Florida, voicing the sentiments of some of the manufacturers in Tampa, Key West and Jacksonville, has introduced a bill in Congress.

The measure provides that the manufacturers need not pack nor pay tax on 5 per cent. of the total number of cigars produced by them, the quantity thus exempted by them being allotted for the personal use of the manufacturer and his employees and under no circumstances must be offered for sale or profit.

New Machine for American Tobacco Co.

W. H. TOLHURST, Pittsfield, Mass., recently perfected for the American Tobacco Company a machine which probably will play a very important part in the manufacture of tobacco. By means of this machine it is possible to save every particle of the product. The development of the machine has been in progress for years.

The new machine, which was developed at the Tolhurst machine shop, in Troy, N. Y., will be manufactured there and to make it possible it will be necessary to construct a sizable addition to the plant.

New Los Angeles Jobbing House

ANOTHER cigar jobbing house has been established in Los Angeles, Cal. The California Drug and Chemical Co. have entered that field. They are pushing as their leader the "Lord Essex," manufactured by J. Rourk, of that city, who has been making cigars for thirty years.

Purchase Old Manila House

THE Alejandria Cigar factory, in Manila, (Philippine Islands), has been purchased by Ehrman Bros. & Co., of San Francisco, who will continue to manufacture the brands of "La Flor de Luzon" and "La Alejandria." The factory was established seventy-five years ago, and is probably the oldest in the Philippine Islands.

Goodman-Kinstler Co. Add New Line

GOODMAN-KINSTLER CO., INC., of Los Angeles, Cal., have added to their many lines of successful brands, the product of "44" Factory, Philadelphia. With the assistance of Mr. Meyers, the factory representative, the Goodman-Kinstler Co. will begin placing the famous "44" cigars with the trade the middle of this month.

Will Handle "Fox Club" Cigarettes

W. J. PIXLEY, of San Francisco, has taken the Coast agency of the Simmons Tobacco Company, who make a fine line of Turkish cigarettes. Each box of "Fox Club," the 25c. line, contains a coupon, 100 of which entitle the bearer to a Simmons Safety Shaver, sterling silver, valued at $5.00. Each carton also contains eleven certificates for the retailer, 200 of them being required to procure the shaver.

PROBLEMS of the RETAILER

Feature One Brand at a Time in Your Window

AN important fact which must be borne in mind by the cigar dealer, is, that his show window is his biggest advertisement in the immediate vicinity of his store, and that a dirty, ill-dressed window will do more toward letting the fellow-around-the-corner put his hand in your till, than to have a limited stock.

What devotee of the weed likes to pass a store and see a lot of accumulated dirt from the window mixed in the box of his favorite cigars, for how does he know but what should he make a casual visit to the store that he would not be offered one from the very box which is being displayed.

Authorities on window decoration agree, that for limited space it is much better to have the window trimmed with one article, or one line of goods, which necessarily must be in attractive condition, than to have a window show several lines of goods. If the passer-by sees a number of different cigars, the display is likely to fail in impressing his mind, but if one brand is occupying the vantage point, he naturally sees but this, and noting an attractive display, remembers it and also mentally classifies the store as a live one. Then, too, by featuring one brand of goods at a time, the retailer is allowed a greater number of changes. No matter how attractive a display may be, it is not advisable to let it occupy the place of honor for too long a time.

There is scarcely a cigar of any reputation that the makers will not provide a certain amount of display cards or pyramids for window use, and often, if the dealer is barren of ideas, the factory salesman, if requested, would suggest ways and means that would prove beneficial to a customer.

If the store is not of sufficient size to take the required amount from the stock, use a brand of cigarettes for filling some empty space and the many attractive colors in which this class of goods are marketed will add enough color to relieve a one-color effect.

The large placards which the greater majority of cigarette and smoking tobacco manufacturers now distribute, will prove an attractive background or side facing.

By placing ammonia in the water in which the window is washed and by a few applications of a chamois saturated with alcohol, in frosty weather, the window can be kept bright and attractive looking, so see to it that the goods inside the glass are kept clean and fresh looking, remembering not to crowd.

Don't Overpraise Your Cigars

CLERKS in retail cigar stores oftentimes display a tendency to overpraise a certain line of goods to such an extent as to shake the confidence of the customer.

While we know that there are plenty of genuine bargain sales, when for special reasons, standard goods are sold at a reduction, it is an unchangeable law, that we usually get just about what we pay for. The cigar clerk who asserts boldly that his five-cent Havana second is the best he has in the store, which had a reputation for handling high grade cigars, creates a doubt in the mind of the customer who is trying the cheaper brand as an experiment.

Every cigar smoker knows that he cannot buy as good an imported, domestic or Havana cigar for a nickel as he can for a dime, and the over-zealousness of the clerk in over-praising this brand will cause dissatisfaction with a brand that won a satisfied customer, who realizes the relation of price and quality.

Unifying the Commercial Interests

The movement inaugurated by President Taft to unify the commercial interests of the whole country under the head of one central organization, representative of various local, commercial and industrial associations, is one that should receive unanimous support from the tobacco interests of the country. So important does the President consider this movement, that he embodied the suggestion in his message on foreign relations recently submitted to Congress. Acting under the present instructions, the Secretary of Commerce and Labor has sent out a call for delegates from the local commercial organizations to attend a conference at Washington on April 15th for the purpose of outlining the principles by which a national trade body can be organized and governed.

The tobacco industry is nominally organized on a national scope and there are several associations which would be qualified to send delegates to the Washington conference. Industries of the size and importance of the cigar and tobacco trades, should have a voice in the movement whether it be directly through their own organizations or through local Chambers of Commerce of which they are members.

As President Taft pointed out, a central organization such as is proposed, would be instrumental in assisting the executive and legislative branches of the Government in the intelligent and impartial development of domestic and foreign trade. It could advise also in regard to proposed new legislation and counsel the executives in regard to bills affecting the commercial stability of the country. Such an organization would also be potent in developing new fields for our manufacturers at home and abroad and form the focal point for the rallying of the commercial interests of the country in maintaining our supremacy in trade matters:

Suggestions for Window Cards

ST. PATRICK WAS A SAINT
You'll Feel Like ONE, Too,
If You Get Behind One of Our
"SHAMROCK PERFECTOS"
5 Cents Straight.

DON'T BE APRIL FOOLED,
Buy the Tried and True
"HAVANA BLUE."
The Best 10 Cent Cigar in Town.

ARE YOU KEEPING LENT?
It's a Great Sacrifice NOT TO SMOKE
"OUR HAVANA LEADER"
Every Little Puff Has a Taste All Its Own.

Obituary

ABRAHAM OPPENHEIMER

Death of Abraham Oppenheimer

Philadelphia Cigar Manufacturer Dies at his Home in this City

ABRAHAM OPPENHEIMER, widely known member of the Philadelphia cigar manufacturing firm of Sulzberger & Oppenheimer, Ltd., died on the morning of March 6th, at his residence, 2225 N. Broad street, this city. Mr. Oppenheimer was stricken last September with Bright's disease. He gradually improved until about a month ago when a nervous attack followed which resulted in his death. The funeral was held March 10th, at 10 A. M. He is survived by a widow, Mrs. Mary Oppenheimer.

Mr. Oppenheimer was considered one of the best judges of leaf tobacco in the country. He had traveled extensively for the firm, and by his winning, unassuming personality had made a host of friends from coast to coast. Telegrams and letters of sympathy have been coming to his widow and business associates from many parts of the country, evidencing the high esteem in which he was held.

He was born near Heidelberg, Germany, on October 24th, 1847. At the age of eighteen he came to the United States, going to the West. In 1876 he came to Philadelphia, and up to the time of his death had been actively engaged in the tobacco business here. He started business in the building occupied by Adam Theobald, at the N. E. corner of 7th street and Girard avenue. Two years later the partnership of Theobald & Oppenheimer was formed, the factory being at 111 N. 3rd street. This firm was very successful from its inception and the partnership continued until January 5th, 1896, when Mr. Theobald retired.

Mr. Oppenheimer then took into the firm George E. Spotz, and on January 1st, 1899, Mr. Spotz and several associates bought out his interest. He then went into business with Mr. Sulzberger, and opened a factory at Broad and Noble streets. They later moved to Broad and Wallace streets. Several years ago they bought their present property, at the S. E. corner of Mervine street and Montgomery avenue, from Mang & Wiener, who had erected the building for a cigar factory.

The firm is a limited partnership. Mr. Sulzberger stated that he would continue the business.

Samuel Kaufmann

SAMUEL KAUFMANN, the well-known member of the lithograph firm of Kaufmann, Pasbach & Voice, died at his home in New York City on the night of March 4.

While on a business trip through Pennsylvania about six weeks ago, he was stricken with apoplexy. He rallied and was removed to his home, but soon became worse. He is survived by a widow and two sons, one of whom is connected with the firm.

Mr. Kaufmann was born in Germany sixty-one years ago. He came to this country in his boyhood and took up his residence in the South. He soon entered the lithographing business and has been actively interested up to the day he became ill. He has been associated with several firms before organizing the firm of Kaufmann, Pasbach & Voice, which started business early in 1911. Mr. Kaufmann had made a specialty of printing labels and bands for the cigar and tobacco industry, which brought him in close touch with members of the trade all over the country. He will be sincerely mourned by his business associates and a host of friends.

H. H. Austin Dead

HARRISON HENRY AUSTIN, one of the largest tobacco growers in Connecticut, died at his home in Suffolk, on March 3rd, of pneumonia. He was seventy-one years old. Mr. Austin was an organizer and charter member of the New England Tobacco Growers' Association. It is said that he was one of a committee which drew up the tobacco clause in the Dingley tariff bill.

Charles L. Fritscher, who took out permit No. 1 as a cigar manufacturer in Omaha, Neb., in 1867, died there several weeks ago. Latterly, and up to the time of his death, he was on the selling staff of Liggett & Myers Tobacco Company, of St. Louis, and was well-known among cigar and tobacco men.

Charles Frederick Rivior, a Brooklyn cigar manufacturer, died recently of pneumonia. He was fifty-eight years of age.

Isaac Weil, a retail Boston cigar and tobacco jobber, died in New York City on March 1. He was associated with the Boston trade for about fifty years.

Clarence Short, member of the firm of Zapp & Short, wholesale and retail dealers in cigars, died in Louisville recently of a hemorrhage, resulting from an operation for cancer of the tongue.

Asa R. Burgess, a retired wholesale tobacco dealer of Maysville, Ky., died from a hemorrhage of the brain on February 29, at the home of his daughter, Mrs. F. Stanley Watson, 519 Garfield avenue, Kansas City, Mo.

Thomas P. Hamm, president of the Alabama-Sumatra and Havana Tobacco Company, died at his residence in Chicago, on February 29. Mr. Hamm owned large tobacco farms in Alabama.

Retail Briefs

The Men That Blaze the Trail

Frank Foster, of Sioux City, Iowa, formerly with Geo. M. Conway Company, retail store, has opened a cigar and news stand at 308 Nebraska street.

The B. W. Zeigler tobacco store, on East Main street, Van Wert, O., formerly the Comer Smoke House, was wrecked by fire and water recently.

After breaking the plate glass in the front door of a store at 1322 West Eleventh street, Kansas City, on February 29th, a thief risked his life by crawling through the jagged opening he had made. About 1500 cigars, valued at $80 were taken.

A cigar stand is being installed in the Churchhill House, Peoria, Illinois.

Humber & Nolan, the Louisville firm, will open a new cigar stand in the Henry Watterson Hotel, on April 15.

The United News Co., of Philadelphia has removed from Thirteenth and Filbert streets to 921-923 Filbert street.

Bauer Hess, of San Francisco, one of the well-known cigar men of the Far West, has bought the store of Kasser Bros. Mr. Hess will be remembered as a salesman.

A new stand will be opened on May 1st, in the Palmer House, Paducah, Ky., by Humber & Nolan. This will make the eleventh of a chain of retail stores in the South, controlled by this firm.

Park & Tilford, of New York City, have leased a property at Broadway and 112th street, and will open a branch store there next October.

One of the up-to-date cigar stands of West Virginia is that of Cohen & Baker, located in the Hotel Maltz, Bluefield.

H. Larsen has opened a store at Arlington, Ia.

The cigar store owned by L. H. Damm, of Bennett, Ia., has been sold to Henry Dettmann, of that place.

Austin Ake will engage in the cigar business at Holdredge, Neb.

George Davis has sold his cigar store at Norfold, Neb., to Frank Flynn.

John F. Jones, of Wilmington, Del., who has two retail cigar stores in that city, has bought another store at Sixth and Market streets.

Otto Krahn, of Leo Abraham & Co., Milwaukee, will open a retail store at 1227½ Walnut street, that city, about March 15.

The Pyle & Allen Co., of Cleveland, O., has opened another retail store at the corner of Chestnut and East Ninth streets, that city.

R. Luddington has purchased the cigar business of M. C. Shirley, Kearney, Neb.

V. E. Benstead recently bought the cigar store of A. F. Coombs, Watts, Cal.

A new United Cigar Store stand has been opened at Grandby and Plume streets, Norfolk, Va.

Eugene Labean has purchased the cigar store of John W. Stone, located at 338a Lincoln street, Marlboro, Mass.

The Marcuse Tobacco Company, Sacramento, Cal., which has been in business since 1852, has sold out on February 21st to H. A. Niemeyer. J. H. Marcuse will enter the real estate business.

Barrett Cigar Company, Chicago, Ill., has been incorporated with a capital of $2500, to manufacture cigars and smokers' articles. Incorporators: Oscar Knittel, Anna O'Donnell, Morris O. Leonard.

Thomas J. Bannigan, New England sales manager of George L. Storm & Co., of New York, has purchased the Bradley cigar store at No. 436 Asylum street, Hartford, Conn.

L. E. Higgins, who for the last six years has had charge of the cigar stand at the Paxton Hotel, New Bedford, Mass., has resigned to accept the position of manager of the new Mantell cigar store at 1808 Farnam street, that city.

The Twin City Cider & Cigar Co., St. Paul, Minn., filed a notice on February 26th, with Julius Schmahl, secretary of state, that at a meeting of the directors it had been decided to dissolve the corporation.

W. A. Hamel, of West Haven, Conn., bought the business of J. B. Ganvin, which he will continue as a first-class cigar, tobacco and confectionery store.

Thomas B. Taylor, of Dunmore, near Scranton, Pa., has opened an up-to-date cigar store and pool room at 403 Chestnut street. Mr. Taylor is one of Dunmore's most popular young men and his many friends wish him success in his new business venture.

The Martin Brothers Cigar Company has purchased the L. H. Martin retail cigar store at East Fourth and Sycamore streets, Waterloo, Iowa.

Arrangements were completed recently, whereby the wholesale and retail cigar and tobacco business established by J. P. Olsen in 1890, and continued by him ever since, became the property of G. M. Hoff, of Huron, Mich. Mr. Hoff will have an associate, C. M. Eckles, who has been connected with the Sauer cigar factory for many years and who is considered one of the best cigar makers in the country. The firm name will be Hoff & Eckles.

Mrs. Rosa Dazwirn, of Luzerne street and Hyde Park avenue, Scranton, Pa., is having a cigar stand erected.

A new cigar store has been opened in New York City on Eighteenth street, just off Broadway, by H. B. Sladon, a well known retailer

L. A. Dusterhoff, of Redwood Falls, Minn., has opened a cigar store at that place.

The Weidmann cigar store of Echo, Minn., has been purchased by Will Borning of that town.

Al. Bruder, of Bruder Bros., cigarist at Superior, Wis., has accepted the management of the cigar stand in the Hotel Superior, in that city.

United Gets New Stand in Milwaukee

MILWAUKEE, March 11th.

THE United Cigar Stores Company have at last succeeded in obtaining possesion of one of the oldest stands in this city. Pollak-Crombie Company who some time ago took over the store at 83 Wisconsin street, which had been operated by Leo Abraham for many years, have disposed of their lease to the United Company, who moved their store from 91 Wisconsin street, to the better location. This gives them not only one of the best stands on the east side, but also reduces the number of stores in that block, and lessens competition. The main business district on the east side of the river has only four stores of consequence now.

Ron-Fernandez Co. Give Good Report

RON-FERNANDEZ Cigar Manufacturing Company, of Duluth, Minn., is meeting with an increased demand for its lines. Greater activity, it avers, is showing through all sections of that State.

M. Simon & Co. Report

M. SIMON & CO., of Duluth, Minn., report a nice gain in cigar lines during the past few days. Salesmen advise dealers to show greater inclination to place orders, and they are coming to hand more satisfactorily both in size and number.

20,000 Cigars Seized

J. W. McGinnis, special United States internal revenue agent, has confiscated 20,000 cigars in the M. McGuirk cigar factory, 314 1st avenue, Minneapolis, Minn. The cigars will be destroyed. A deputy state fire marshal claimed the cigars had been damaged by fire.

Cigar Trade in San Francisco Quiet

Crops threatened by lack of rain—New Bercovich store opened—Cigar men optimistic

SAN FRANCISCO, March 5th.

THE local cigar trade has not picked up as rapidly as many of the dealers had anticipated, partly owing to the fact that many allowed their expectations to be aroused to too high a pitch by Exposition prospects, and partly to the general quietness which seems to prevail throughout the nation. Some betterment is still noted, however, and the country trade is holding up extremely well. The only uncertainty now is caused by lack of rain,, which seriously threatens to ruin the year's crops. Practically no rain fell in February, and should the drought prevail much longer all lines of business would suffer heavily. The cigar men are still optimistic, however, and all the selling and publicity campaigns which have been started on various lines of goods are kept up with unabated vigor. Numerous new retail stands, also, are being opened, and improvements are being made in a good many of the older places.

The new Bercovich cigar store in the Central Bank Building, at Broadway and Fourteenth streets, Oakland, will be a decided innovation and something entirely different from anything on the Coast. It is designed in imitation of the rear of a Pullman car, the illusion being carried out even in the exterior, the roof and doorway being made to resemble a car entrance. The display windows, though only of moderate size, are being tastefully fitted up, and the interior will be equipped in the most modern manner.

Preston Herbert, of M. A. Gunst & Co., Inc., returned last week from his Northern trip, and Milton Esberg, of the same firm, returned from a visit to Los Angeles to attend a general conference of the California travelling men, at which the lines of work to be followed during the spring were laid out. This house is now following out a well-considered policy, which is expected to result in a rapid growth of its business on the Coast.

E. M. Elam, head of the E. M. Elam Company, of this city, American representatives of several Manila factories, returned late last month from an extended trip to the Philippines. He announces that his company will continue to represent the "La Giralda" line, for which it has established a large market, and has also added the agencies for the La Badenia factory and the "Athena" brand of the La Minerva factory. Arrangements have been made for large shipments from all these factories, and Mr. Elam will soon be in a position to fill all orders. A few days after his return from the Orient, Mr. Elam left for the North Coast cities, with the intention of proceeding East to make arrangements for the handling of his new lines in other parts of the country.

Sol Arkush, Coast representative of the Luis Martinez line, who has been at Santa Monica, Cal., for some time, came up to San Francisco last week.

All the local agents for Manila lines have found difficulty in filling orders for the last month, but it is believed that the shortage is about at an end. The Edw. Wolf Company received a large shipment about a week ago, but the goods were shipped out immediately. Another lot came in March 2, and still another will arrive about the end of this week, which should give this house a fair stock ahead of orders.

M. Falkenstein, secretary of S. Bachman & Co., who has been visiting Eastern manufacturers for the last month, has just returned.

Doc. Hoffman, of the Hoffman-Moore Company, returned a few days ago from a tour of Southern California. William Bercovich, distributer of the "Luis Martinez" and "New Bachelor" cigars, has also returned from a Southern trip.

Major Burrowes, Pacific Coast representative of the "Lovera" line, is making an unusually good record this year, his local work being strongly supported by Wellman, Peck & Co., distributers, and many of their friends in the retail trade, who have engaged the services of the Black-Crane Company, cigar window specialists, to put in "Lovera" displays. One of these displays was installed last week in the store of I. H. Dahlman, on Montgomery street, and another is shown at the stand recently opened by Edw. Goodman, at Pine and Market streets. Wellman, Peck & Co. are featuring a new size of the "Lovera," called "Manhattan," which has met with considerable favor.

C. W. McCormick, representing Y. Pendas & Alvarez, is visiting the San Francisco trade.

Emil Judell, of H. L. Judell & Co., is spending most of his time on the road. Returning from Nevada the first of last week, he left immediately for the Oregon line.

Ed. Marshall, traveling for the "El Wadora" cigar, was in the city a few days ago.

Max Silverthau, representing Porto Rico lines, is now in the Northwest, after a short stop in San Francisco.

W. I. Pixley, representing the Frishmuth and Dill smoking tobaccos, and the Gordon cheroots, has added the Simmons line of pipes. He reports a rapid gain in the Dill tobacco business for the last month. G. T. Byrne, who is traveling for Mr. Pixley, is starting on an extended trip through the North.

Glaser Bros., the Montgomery street jobbers and retailers, have made many changes in their store of late, rearranging the departments and remodeling the entrance.

Sig. Sichel, the popular cigar man of Portland, Ore., called on his friends in San Francisco a few days ago.

G. W. Whitaker, head of the John Bollman Company, the large local cigarette manufacturers, is expected back from a trip to Honolulu about the end of the week.

S. Myerson, who recently opened a stand on Montgomery street, between Pine and California, has sold out to G. Vitach, who also has a stand at Montgomery and Sacramento streets.

C. W. Gregory and Robert Boehn have started a new cigar factory at Redwood City, Cal., under the name of the Havana Manufacturing Company.

Louis Erdt, representing Melachrino cigarettes, is back at his San Francisco headquarters after a trip through the South. Another cigarette man recently here was Alex. Herbert, vice-president of Philip Morris & Co.

Marc Brummer, representing E. Regensburg & Sons, has been in Los Angeles for the last day or two, having spent the early part of the week in San Francisco.

L. Stark, a cigar manufacturer of New York, made a short visit to the local trade last week.

Americans Buy Heavily at Amsterdam

AT the first Inscription for 1912, held at Amsterdam, March 8th, exactly 15,635 bales of Sumatra were sold with the American buyers capturing some 2,700 bales. The first offerings were regarded as ideal for the American market, being light in color and quality. Eagerness to obtain these goods resulted in spirited bidding and high prices.

Among the heavy purchasers were: H. Duys & Co., 1,000 bales; A. Cohn & Co., 450 bales; Hinsdale, Smith & Co., 200 bales; E. Rosenwald & Bro., 650 bales; Joseph Hirsch & Son, 45. Other buyers included, Otto Eisenlohr & Bro., Charles J. Waxelbaum & Co., G. Falk & Bro., and S. Rossin & Sons.

Springfield Boosts Home Brands

MUCH enthusiasm was created recently among the tobacco smokers of Springfield, Mo., by the publicity campaign of the cigar manufacturers of that city. They claimed that were the retailers to advertise more widely the cigars made in that city, the product of the eight factories located there would be doubled. A large increase in business is expected as a result of the campaign.

Tobacco Realty Company Formed

THREE Louisville capitalists, Samuel Culbertson, Baylor Hickman and Henning Chambers, have organized the Tobacco Realty Company for the purpose of buying and selling tobacco on the auction breaks. The company will erect a large warehouse in the tobacco district.

Manufacturer Clashes With Officials

ON a complaint sworn to by Bert M. Thomas, internal revenue agent, Harry Adams, an Oakland, Cal., cigar manufacturer, was recently brought before United States Commissioner Krull. Adams is accused of having violated the internal revenue laws. His defense was that he had transferred the business to his son and was no longer acquainted with its details. When the defendant signified a willingness to compromise the case was taken under advisement.

Tobacco Exhibit Yields Good Returns

AS a result of its exhibit at the Kansas City, Mo., land show the Alabama Sumatra and Havana Tobacco Company has opened permanent offices in the Waldheim building, that city, where Mr. Hook, special representative will be stationed to look after business coming directly and indirectly on account of their exhibit. One sale of 500 acres of their tobacco land has been negotiated since the show.

Made in Detroit

Here's Detroit—That Hustling City by the Lake

Slightly Less Activity than Usually Noted—What the Big Factors are Doing and Intend to Do

DETROIT, March 9th.

EARLY March business shows more favorably than February, although general reports indicate somewhat less activity than that to which Detroit manufacturers have accustomed themselves. Tariff agitation and political turmoil are disturbing factors. The threatened removal of all duties on refined sugar, recommended by Congress, is a serious menace to the beet sugar industry; and sugar beets constitute Michigan's largest and most valuable agricultural asset. The effect on industrials can be noted, for instance, in the stock of the Michigan Sugar Co., which within sixty days dropped from $108 to $85 per share. If the bill becomes a law it will be a blow to the raisers of sugar beets, that will surely have a depressing effect on trade throughout all the lower peninsula.

The vicious conflict between the Roosevelt forces, led by Gov. Osborn, and Taft cohort, creates uneasiness too. The struggle is staged at present before the legislature, where it is waxing close and bitter. It's the warmest thing we've had this winter.

The February sale of stamps at the local office of internal revenue is $64,268.87 for cigars, and $164,418.70 for tobacco, as against $63,642.12, and $156,147.70 for the corresponding month of 1911.

It is safe to predict that operations at the McHie-Scotten Tobacco Co., together with the increasing sales of the Scotten-Dillon Co., and others, will materially increase future revenue returns.

Geo. E. McHie, of the McHie-Scotten Tobacco Co., has been out of the city this week. New boiler and equipment is being installed at the plant and preparations being made to care for a greatly enlarged business.

Efforts to gather information at the Revenue Office relative to certain manufacturers of stogies and cheap cigars, located here, who were suspected of collusion with a gang of box-stuffers, developed nothing beyond the fact that one manufacturer, whom the Treasury Department officials apprehended, has admitted his guilt and is endeavoring to compromise with the Government. The identity of the party is not disclosed. Under a recent order of the Treasury Department to its officials, they are forbidden to disclose any information regarding matters under investigation or parties before the bureau under suspicion. It would seem that the order goes to unnecessary extremes, for even when the department officials have progressed sufficiently with a case to pass it on to the Department of Justice, they are still denied the privilege of disclosing to the press or the public any information.

A pretty good scheme was worked by United Cigar Stores Co., taking advantage of the extra day in February this year. The following card, bearing the signature of the chief clerk of the particular store from which it was issued, was received February 28th by the United's customers: "Dear Sir:—On the last day of this month, February 29th, which is an extra day in the year, you are going to have an opportunity to smoke on my landlord, as my rent is free on that day, and I am going to give my customers the benefit of this day's rent.

"Please drop in and see me and inquire about the BOX OF 10 CIGARS that I want to give you on this day. Keep this in mind and SMOKE ON THE LANDLORD on February 29, 1912."

Speaking of retail business, Tommy Burns, of the Berghoff Cafe, is getting real sassy. Not satisfied with beating last year's January's sales by over $1100 this year, he arose from a sick bed toward the close of February and got busy on the 'phone and otherwise rounding up business. Result, he overreached February, 1911, by more than $1200. When Wm. D. C. Morbs, proprietor of the Berghoff, returned recently from a month's trip to the South and Cuba the magnificent showing of the entire Berghoff business in every department proved a most agreeable surprise to him.

Jack Ablard's right arm is now free of splints and sling and "Jack" can lay 'em over with either hand. Beginning the first of April extensive alterations and improvements will be made in the ground floor front of Cafe Grande. Handsome new fixtures will be installed and double the present space will be accorded the cigar stand.

Bert Johnson is feverishly awaiting new fixtures from Detroit Show Case Co. for the McMillan & Co. store. They will be the right kind.

M. A. LaFond & Co. have made some changes in their Majestic store fixtures that give a greater security to stock and lighter appearance to store.

Geo. Sharpe, Michigan avenue, reports business humping along about as usual, which means pretty busy.

Art Klotz, a little above on the next block, same thing. Both are popular rendezvous, and carry good lines.

Between times, when Frank Smith isn't busy, he thinks out new styles of packings and shapes for the "Count Pontchartrain" cigars. His latest is a very effective Boite Nature, in 20ths, of the "Count Pontchartrain Squares."

Incident to the current week's offering of H. M. S. Pinafore at the Garrick, DeWolf Hopper seems to have visibly depleted the "Pontchartrain's" supply of Villar y Villar's "Generals," 50c. straight. While professing no especial interest in the Cuban Army, the comedian admits a high regard for this particular "General."

The Griswold House management are spending money again and when they get the lower floor and stairways fixed up right some handsome cigar cases will be put in by the Harry W. Watson Cigar Company, who own the privileges.

The handsome young lady with the cerulean eyes and raven hair who helped make things pleasant for many months at Hotel Charlevoix, is now assisting Miss Blooie at Hotel Oxford stand. Her name is Frances Grahame.

Art. Gram, well known through his former connection with O'Brien & Company, is about to open a retail cigar store in the block at Canfield and Woodward avenues, recently erected by Oscar Rosenberger, president of The San Telmo Cigar Manufacturing Company. The fixtures will be installed by Doemling Bros., of this city.

It will be of interest to learn of a new all Havana cigar, the "Cataline," to be launched by Detroit Cigar Manufacturing Company, about May 1st. The company have been spending much effort and thought on this new proposition. It will appear in five sizes, selling to the trade from $65 to $90. The Calvert Litho. Company are now occupied with the labels, which will be handsome and artistic, in keeping with the merits of the cigar.

A new connection with the Detroit Cigar Manufacturing Company is Chas. Tengler, who joined its staff February 15th, traveling west and northwest from his home in St. Paul.

J. E. Graham, 352 Twenty-third street, has, in a very short period, worked up a tidy manufacturing business. His ten-cent brand, "La Lunda," is in good demand. It is made only in Club House, Londres and Panatela shapes. His leading nickel brands, "Government Union Bond," "San Alto" and "Graham's Gems" have such a sale that he is already contemplating the necessity of removing to larger quarters.

Frank J. Clough and Wm. Freligh, of Compeer Cigar Company force, were working in Detroit the past few weeks, boosting "Plantista" cigars. Mr. Clough leaves in a few days for St. Paul and Minneapolis, where he will continue operations.

Frank H. Forrest, in company with L. H. Stradley, sales manager of Harry W. Watson Cigar Company, have been promoting local sales of "Chas. VIII," the clear Havana cigar of the Surety Cigar Company.

Wm. F. Armstrong, cigar manager of Sprague, Warner & Company, Chicago, stopped on the way to New York this week to visit the Surety Cigar Company and other factories here.

Some recent travelers this way are: Frank J. Horning, J. Anton Bock & Co.; Mortimer Hammer, Garcia, Vega & Co.; Victor Thorsch, T. J. Dunn & Co.; W. H. Orr, Luckett, Luchs & Lipscomb; Willis Andrus, F. Garcia & Bro.; Sidney Cahen, Regensberk & Co.; Alb. Calisch, Cortez Cigar Co.; S. G. Brown, S. G. Brown & Sons; Alphonse Kaufmann, A. Kaufmann & Co.; Harry Weller, Geo. W. Nichols & Co.; Rich. Davis, Robt. E. Lane; H. Hilbronner, Hilbronner & Jacobs; S. W. Turner, Puerto Rico Commercial Co., New York and Cagueas; Herbert S. Baer, Mi Lola Cigar Co., Milwaukee, and J. Bash. The latter just finished a five weeks' trip to Detroit and Michigan in behalf of Josephson Bros., New York City.

Other representatives were Otto Sartorius, Jr., of New York, and his younger brother, G. V. Sartorius, from Chicago, both of Sartorius & Co., New York City; Howard Kinney, Duys & Co.; Harry Mendelsohn, Mendelsohn, Borneman & Co., New York City; Wm. Herschel, L. Schmidt & Co., New York City; Emil Auerbach, Sunnybrook Tobacco Co., New York City and Dade City, Fla.; William Van Baalen, Ernest Ellinger & Co.; Jos. Zeimer, Hoffman Leaf Tob. Co., Marietta, Pa.

Also A. G. Wiedman, of the Acme Veneer & Lumber Co., Dexter, Mo.; Mr. Fredericks, of Jerome H. Shipe, Mobile, Ala., and Phila.; Henry H. Sheip, of H. H. Sheip Mfg. Co., Phila.

S. F. HEAVENRICH.

Jacob Miller, a Peorian, who has a number of cigar stands in the hotels of that city, has opened one in the lobby of the New Churchill House, Canton, Ill.

Benjamin D. Schoen, Springfield, Mo., sold his pool room, tobacco and candy shop at 232 East Commercial street to Henry W. Geister for $1000 on February 21st.

Dave Griffith has purchased of Charles Shilling the "Slave" cigar store on Fourth street, Logansport, Ind. The cigar factory in connection with the store will continue to be operated by Shilling.

KEY WEST KLIPS

Key West Manufacturers Optimistic

Although Improvement has been slight, a good increase is expected—Number of Cigarmakers not employed

KEY WEST, FLA., Mar. 9.

WHILE it cannot be said that there has been any improvement in the cigar situation during the past two weeks, still there has been no depreciation, for which the manufacturers are grateful. A personal canvass of the factories shows all of the manufacturers in an optimistic frame of mind and fully anticipating a good increase within a very short space of time.

They are all of the opinion that the year 1912 will not fall short of 1911 in the output. They say that all of the factories will have to put on an additional spurt for the remainder of the year when trade picks up, but they are confident that this will be another good year. Added to this optimistic feeling is the continuous reports of an excellent crop of tobacco in Cuba. It is estimated that this will be one of the best years in the history of the country and that all sections will have bumper crops.

As several of the cigarmakers have been out of work for some time, they and their families have been put to some hardship, owing to the stopping of their incomes. There has been no real suffering here, however, for the reason that those cigarmakers who have been at work have been contributing to the support of those who were less fortunate. Then there have been entertainments and other forms of amusement provided with which to raise funds to supply the wants of the cigarmakers who are out of work.

Some of the factories anticipate an increase in the very near future and in fact have been assured of this by their representatives in the different sections of the country. With this assurance they have increased their shipments of tobacco from Cuba, and the steamers arriving from Havana within the last few days have been carrying fairly heavy shipments for the manufacturers here.

Among the notable social events of the last two weeks was the wedding of Miss Hildah F. Roberts to Ernest F. Salis. Miss Roberts is the daughter of Claude H. Roberts, superintendent of the Cortez Cigar Co. The wedding was a most brilliant affair and was attended by hundreds of guests. The home was beautifully decorated for the occasion and many novel features were embraced in the decorations. After the wedding an elaborate buffet luncheon was served. This is the second wedding that has occurred in the family of Mr. Roberts within a few months, his daughter, Miss Margaret, having been married to Wm. H. MacIntosh, formerly of the Havana-American Co.

Mr. and Mrs. James Fort, father and mother of James H. Fort, foreman of the pickers and packers of the Cortez Cigar Co., will arrive here next week for a visit with their son. They will be accompanied by their daughter, Miss Arline Fort. Mr. Fort and his family are on their way to Europe, having spent the last year in California.

E. H. Gato, Jr., accompanied by his family, left for Havana this week. Mr. Gato will remain in Cuba for a month at least, attending to matters pertaining to the business of the company.

Luis Martinez, president of the Martinez-Havana Cigar Co., left for Cuba this week, after having spent several days here at the local factory. Mr. Martinez feels that the business will pick up in a very short time and he stated before leaving that he had had assurances to this effect from his Northern representatives.

Celestino Vega, of the manufacturing firm of Celestino Vega, spent a short time here during the week.

Among the prominent visitors this week was Barney Barron, of Barron Bros., cigar manufacturers, of Chicago. Mr. Barron was on his way to Cuba.

Gustav Gutfreund, a prominent cigar dealer, of Des Moines, Iowa, spent a few days here this week and visited several of the local factories.

Horace Linton, of the firm of Horace Linton & Bro., manufacturers of cigar ribbons, was among the trade visitors during the last week.

A. Aurelio Torres, president of El Principe de Golfo Cigar Company, left this week for an extended trip through the South in the interests of his company. Mr. Torres will be away several weeks.

J. W. Allen, of the U. S. bonded warehouse, has returned to Key West, after spending some time in Washington, attending a conference of cigar manufacturers.

One of the new factories which has been making good is the Lowden Cigar Co., which has been established in the factory building formerly occupied by S. & F. Fleitas. Mr. D. C. Whiting is the principal owner of the stock, and his son Clinton L. Whiting is in the city, familiarizing himself with the local conditions.

H. E. Korn, formerly president of the Key West Cigar Factory, has severed his connection with that company and is devoting his whole time to the interests of the Waldorf-Astoria Cigar Co. The withdrawal of Mr. Korn has necessitated a reorganization of the company and E. M. Phillips has been elected president. Wm. R. Porter, of Key West, is vice-president and George Robinson is secretary. This is one of the firms which has been kept very busy continuously and at the present time they have plenty of orders on hand with bright prospects for a gradual increase.

News from the Milwaukee Stores

Activity Reported in all Lines—Mi Lola Cigar Co. Purchase Bankrupt Great North Cigar Co.

MILWAUKEE, March 11.

THE Cuba Rica Cigar Store continues to hold its own under the able management of Steve Surman. "Tassos" are being featured in the window display, and the cigar seems to be meeting with much favor.

Fay Lewis & Bro. Co. report an active trade on all lines, especially the "Harvester," which is moving better right along. The wholesale department is also enjoying a good business as well as the pipe department.

Leo Abraham is doing nicely at his four retail stores. Chapman, head clerk at Third street, has been very ill for two months with typhoid fever.

Earl Devor has again accepted a position at the Third street store, where he was employed before going to Pollak-Crombies' store. The "Don Corella," Abraham's new cigar, is certainly proving a winner, sales becoming larger right along.

Crombie, the Chamber of Commerce cigarist, continues busy, and since the firm of Pollak-Crombie have retired, he is enjoying more business than ever, as the firm carried several brands not to be had elsewhere which he now handles.

A large number of cigars will be sold within the next month, as wagers of same are being made every day on the outcome of our next election. Many wagers of a box of cigars are already on record, and as the election proves to be one of almost national interest, there being a hot campaign to oust our Socialist administration, it may also affect outside trade to a considerable extent.

The Mi Lola Cigar Co. have purchased the holdings of the bankrupt Great North Cigar Co., who made the "Mi Flora," "Fillibuster" and "Concha" cigars. The Mi Lola Co. will continue to manufacture these brands, which were well known in this section, and for which there was a considerable demand.

The Great North factory has been transferred to 137-141 Sycamore street, the home of the "Mi Lola." Speaking of the "Mi Lola," this cigar is proving one of the best sellers in this section, and the factory is having trouble in supplying the demand. At the present rate of rapid growth of this factory, and the Harvester factory, Milwaukee will soon be among the leading cities in the cigarmaking industry. The Ascherman Cigar Co. is also enjoying a steady trade with their "Carl Marr" cigar and are adding more hands from time to time.

Since the A. C. Brenckle Co. discontinued their retail business and moved into their new factory they have also enjoyed an increased business, and are now shipping cigars all over the Northwest. These four, with several other smaller factories, are rapidly placing Milwaukee on the cigar map, and it is predicted that in a few more years this city will take its place among the leading cigar centers.

Allanson, the Plankinton Hotel cigarist, is enjoying his usual business, which, owing to his location, has always been very good. It now seems as if the new building to be erected for the hotel will be delayed, until 1913, as court delays over confirming the lease of the property to Mr. Somers have made it impossible for plans to be carried out.

Ralph Wettstein, the popular Grove street dealer, reports a nice business, and is making new friends in his section right along. Courteous treatment, and a good line of cigars win out, and Ralph is a very likeable person.

F. D. Murdock sold his cigar factory at Wautoma, Wis., to C. L. Christensen.

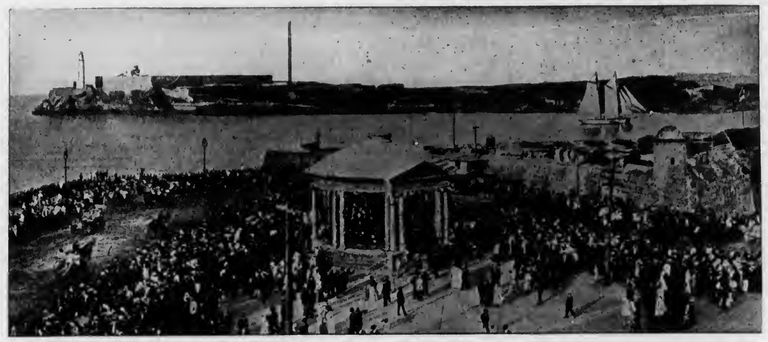
N. L. Carle has returned to Janesville after an extended trip through the South, which included a visit to Havana and other points on the island.

J. W. Lenekel has started a cigar factory at Farmington, Ia.

O. A. KROMPAS.

E. H. Harter, of Petersburg, Ill., has sold his cigar factory to O. C. Thomas, of Jacksonville, that State, who has taken possession.

James M. O'Meara, of Kalamazoo, Mich., is moving his cigar factory to the second floor of the Kalamazoo Laundry Building, at 221 North Rose street. The building in which the plant has been situated has been used for the manufacturing of cigars for over 30 years.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, CUBA, March 9.

OUR leaf market has ruled considerably quieter during the past fortnight, due partly to the smaller number of visiting buyers, and to some extent the lesser stocks in our market, which are offering little inducement for buyers to come here. While it cannot be denied, that the selection of goods is smaller, there are enough vegas to be found yet in so-called factory styles, as well as of heavy quality goods, which deserve attention, particularly if the new crop should be lacking in heavy-bodied styles. In any event, the present holders are showing no anxiety to dispose of them, and feel confident that sooner or later there may come an active demand just for their particular holdings.

Sales during the past fortnight aggregated a total of 5142 bales, and which represented: Vuelta Abajo, 1880; Partido, 442, and Remedios, 2820 bales.

Buyers were: Americans, 3776; Exporters to South America, 761; to Australia, 125, and our local cigar and cigarette manufacturers, 480 bales.

Receipts of tobacco from the country:

For two weeks ending March 2nd, 1912.		Since January 1st, 1912.
Vuelta Abajo	776 bales	2656 bales
Semi Vuelta	...	13
Partido,	6	91
Remedios	104	2062
Mayari	461	866
Total	1347 bales	5688 bales

Exports of leaf tobacco, from the port of Havana, during the fortnight, ending March 2nd, 1912, were:

To all ports of the United States	7772 bales
To London	15
To Oran	30
To Buenos Ayres and Montevideo	761
To Melbourne	125
Total	8703 bales

Buyers Who Come and Go.

Arrivals:

From New York: Marcelino Perez, of Marcelino Perez & Co.; A. Guedalia, of Guedalia & Co.; Richard Bondy, of Bondy & Lederer; Howard L. Friend, of Friend & Co.; Dionisio Hevia, of D. Hevia & Co.; Lewis L. Cantor, of Lewis Cantor; A. Haas, who has a tobacco plantation in Purial, Santa Clara; Francis Tailor, Jr., representative of "El Rey Del Mundo," for United States and Canada; Horatio S. Ansley, representative of C. E. Beck & Co., for United States and Canada; Jerome Waller.

From Tampa: Angel L. Cuesta, of Cuesta, Rey & Co.; Harry Roberts and J. B. Gonzalez, of J. W. Roberts & Co., José Lozano of Alta Cigar Co.

From Chicago: Bernard Spector, of Spector Bros.; Walter C. Sutter, of Jacob Sutter & Sons; Gustave A. Mueller, of Gustave A. Mueller & Co.

From Boston: W. E. Waterman, president of Waitt & Bond; Charles B. Perkins, of Charles B. Perkins & Co.

From Milwaukee: Cirilo Fernandez.

From Jacksonville: Antonio Maseda, of Maseda & Co.

From London, England: Robert Middlemas, of Walters & Co.; J. Hugh Knight, of Knight Bros.

Departures:

For New York: Sol Hamburger, Benito Rovira, Henry Oppenheimer, H. H. Strater, George H. Wyatt, Fernando Cardenas, Lewis L. Cantor, Howard L. Friend, Wm. Eggert, Jr., Alfred K. Ettlinger, José Harris, Theo. Kamshra.

For Tampa: José Diaz, Manuel Lopez, Francisco Bolaño, Harry Roberts and J. B. Gonzalez.

For Jacksonville: Antonio Maseda.

For San Francisco: Arthur Mayer.

For Salt Lake: Oscar Hemmenway.

For Milwaukee: Cirilo Fernandez.

For Chicago: B. Spector, Gustave A. Mueller and Walter C. Sutter.

For Buffalo: E. Boasberg, E. A. Jandorf and M. and Mrs. L. H. Jandorf.

For Philadelphia: Mr. and Mrs. Felix Eckerson, M. J. Dalton and Godfrey S. Mahn.

For Boston: W. E. Waterman and Charles B. Perkins.

Returned to Havana: Teodoro Smith and Mrs. Smith (Hinsdale, Smith & Co.) from their bridal trip to Mexico.

Decrease in Cigar Exports.

The statistical position of our market has not improved during the first half of February, in fact the official custom house figures show a further decrease of over half a million cigars during the first 15 days of February, as follows:

From February 1st to February 15th, 1912,	7,430,805	cigars
From February 1st to February 15th, 1911,	7,974,288	"
Decrease in 1912,	543,483	"
From January 1st to February 15th, 1912,	18,829,185	"
From January 1st to February 15th, 1911,	22,230,906	"
Decrease in 1912,	3,401,721	cigars.

The chief decreases by countries were: England, 1,048,099; Germany, 214,312; and Australia, 178,670 cigars; while the principal increases belong to the following countries: The United States, 642,122; Chile, 248,922, and Peru, 120,400 cigars.

While the figures for the second half of February have not been published yet, it is known, however, that at last there has been a slight increase again of about 300,000 cigars, and which if continued steadily in future would be a more favorable sign. However, as long as the present crop prospects indicate a better state of business for the future, our manufacturers might be willing enough to wait for such an improvement for the next 3 or 4 months to come, if only then they would be able to buy the necessary leaf upon lower terms, as for the last years hardly any factory could make any money, owing to the exorbitant high prices for their raw material.

H. Upmann & Co., as we have learned from a good and reliable source, have not reduced the forces of their cigarmakers since last Christmas, and which surely is a sign that the famous "H. Upmann" brand has lost nothing of its well-earned popularity, and is selling in as large quantities even during the dull season.

Romeo y Julieta is as flourishing as always, having increased the ontput of its cigars during the past year by over one million. Don Pepin, the senior partner of Rodriguez, Arguelles & Co., watches over this factory, as a father would take care of a beloved child, never sparing money, and giving his whole time to the future development of the same, even when he is away in Europe, travelling.

Paratagas is also one of our factories that has no time to complain about dull times, and is constantly well supplied with orders from all the principal markets of the world. Their European representative, Don G. A. Padró, left on March 4th, per steamship "Corcovado," for the post of his duty, London.

The owners of the well-known Sol factory, Behrens & Co., state that they are well satisfied with the amount of orders on hand.

Castañeda has increasing calls from the United States, England and South America.

Don Fernando Cardenas left on last Saturday, March 2nd, via Key West and Richmond, for New York, to make a friendly call upon the various principal customers all over the United States.

La Diligencia is marching along in a good, steady fashion, trying to increase the number of its customers by always giving them the same good quality of cigars.

F. Rodriguez & Co., owners of the long established and favorably known factory, Flor de P. A. Estanillo, report the same cheerful news, that the orders for their "Flor del Fumar" brand are in excess of what they have been looking for at this period of the year.

Henry Clay & Bock & Co., Ltd., are doing the same steady good business in their principal factories, which they have been enjoying for the last five months.

A Visit to the Eden Factory.

Mr. J. Lawton Kendrick, upon his last hurried visit upon the patrons of the "Tobacco World," in Havana, made a call, in company of the local representative, upon the owners of the Eden factory, Messrs. Calixto Lopez & Co., and both were affably received by Don Calixto Lopez (son of Don Manuel Lopez, the present senior member), who, after a while, instructed their South American representative, Don Ramón Irijoa, to show them the factory in all its details. The latter is a three-story brick building, comprising a whole square, and was specially constructed as a model cigar factory, by the late Don Calixto Lopez, with all modern improvements, and a part of which he also used as residence of his family. Besides the cigar factory, the firm also operate a cigarette factory, which latter instead of giving coupons, or other nicknacks, has steadily given the purchaser full value in a superior class of tobacco, which mode of doing business has helped their sale in the long run.

Don Ramón Irijoa displayed a variety of fancy and costly packings of cigars, partly put up in boxes of his own invention, and patented, for the benefit of his South American customers, and which were indeed very interesting to inspect. He told us, that he had one customer that ordered steadily 80.000 cigars of one brand alone, costing over $200 per thousand, monthly, all the year round. The firm has their own tobacco plantations in the Vuelta Abajo, and expects to have an extra fine crop this year. Business is very satisfactory for the United States, England, and also for Germany, while the trade with South America is one of the specialties of Calixto Lopez & Co.

Buying and Selling and Other Notes.

Menendez & Co. have done a phenomenal business during the last fortnight, as they sold 6000 bales of their own packings to two of their customers. The first one was Don Benito Rovira, of the Benito Rovira Co., of New York, makers of good cigars, of the well and favorably known brands, "El Arabe" and "Flor de Benito Rovira," who purchased 1500 bales of Remedios and 500 Bales of Vuelta Abajo. As he had previously bought 2000 bales of leaf, last October and November, it makes the yearly consumption of this firm come up to 4000 bales per year. The second purchaser was Mr. W. E. Waterman, president of the Waitt & Bond Company, of Boston, who bought 4000 bales of first and second capaduras of Remedios.

Gonzales & Benitez sold 700 bales of leaf during the past fortnight.

Kaiser & Boasberg were large buyers in our open market, as through their commission merchants, Cardenas & Co., they acquired 1000 bales of the choicest vegas of Vuelta Abajo and Remedios in town, and which include about 500 bales of Vuelta Abajo, which Cardenas & Co., are using in their own factory "Castañeda."

José C. Puente was a seller of 490 bales of tobacco to his customers.

Diego Montero, who is the recognized buyer of an English syndicate, which according to a report, shall have been formed in Buenos Ayres and Montevideo to control the factories in the Argentine and Urnguayan Republics, was a buyer of 761 bales of leaf.

Sobrinos de A. Gonzalez disposed of 290 bales of all kinds of leaf during the last fortnight.

Alfred K. Ettlinger added some 680 bales of choice Vuelta Abajo to his previous purchases for their firm of E. Hoffman & Sons, of New York.

Rodriguez, Menendez & Co. closed out 200 bales from their stocks to one of their customers.

Lewis L. Cantor selected some 500 bales of choice vegas for his trade.

Herrera, Calmet & Co. turned over 200 bales of their fine Remedios tobacco.

Felix Eckerson was satisfied to purchase around 400 bales of leaf for the urgent needs of his customers, as under the given circumstances, he preferred to go rather slow, than to stock up heavily.

Isauro Cano was a seller of 200 bales of Vuelta Abajo. Leslie Pantin bought, besides the quantity that his customers in town acquired, 300 bales additional, for account of his patrons, by cable.

Suarez Hns. made several sales but they were kept private and could not be ascertained.

Harry Roberts was a buyer to the extent of a few hundred bales of leaf.

José F. Rocha sold 100 bales of Vuelta Abajo to a local factory.

Bernard Spector only needed to replace some special styles, and after having secured them, about 200 bales, he left for home again.

Camejo & La Paz closed out 100 bales of Vuelta Abajo during the past fortnight.

A. M. Calzada & Co. did a good commission business with some of their customers during the fortnight, but we are sorry to state, that owing to our changeable weather, Don Antonio has caught a severe cold, which temporarily may keep him home for a few days.

The Por Larrañaga factory was awarded a gold medal at the exposition held in Camaguey last month for excellency of its cigars.

Principal shippers of tobacco from the port of Havana above 300 bales, were: Sylvester & Stern, 1449; I. Haffenburgh & Sons, 1247; J. Bernheim & Sons, 1057; Diego Montero, 761; Mark A. Pollack, 517; Leslie Pantin, 410; Rodriguez, Mendez & Co., 506; A. M. Calzada & Co., 366; H. Upmann & Co., 218, and Ernest Ellinger & Co., 306 bales.

ORETANIV.

Would Stop Export of Havana Seed

Cuban Packers and Growers Ask Government to Take Drastic Action

HAVANA, CUBA, March 9.

AT a well-attended and enthusiastic meeting of the leaf dealers, packers and growers' association at which President Don Manuel A. Suarez was in the chair, assisted by Don Angel Gonzales del Valle, secretary, a resolution was passed authorizing the president to request the Cuban Secretary of Agriculture to issue a decree prohibiting the exportation of Havana tobacco seed. This move was made in protection to the Cuban growers who look with concern upon the competition abroad.

A reduction in freight rates on fertilizers was also discussed.

The dues were changed as follows; the brokers' dues were reduced to $2.00 per month while foreign buyers were allowed to join the association at the rate of $12 per year, having no voice nor vote. Country delegates can join by paying one dollar per year and every ten delegates will have the privilege of naming a member to the Havana association.

THE POR LARRANAGA EXHIBIT

Gold Medal for "Por Larranaga" Cigars

THE management of the Por Larranaga factory, in Havana, were recipients of congratulations last month upon the award to them of a gold medal for the exhibit of their famous brand of cigars at the Camaguey exhibition, which was held in the city of Camaguey, Cuba, during January and February. Since occupying their commodious new factory in Havana recently, the Por Larranaga business has shown a most gratifying increase in all its branches.

Revival of Activities in Tampa Factories

Hundreds of Cigarmakers being taken on to meet demands for goods—Business takes a spurt

TAMPA, FLA., March 11.

THOSE distressing reports which have gone forth from Tampa's cigar industry for the past two months will be heard no more this year. The returning activity, which marks the passing of the period of depression, prolonged to unusual duration from various causes, has put the manufacturers into cheerful frame of mind and this recovery of the customary optimism which characterizes the trade is inspired, also, by the gradually increasing orders which are coming to the local factories.

Shipments have steadily increased from barely 3,000,000 the first week in February to 5,200,000 the week ending Saturday. Withdrawals of tobacco for last week broke all records for any week in March. Hundreds of cigarmakers have been given employment in the past ten days. The lack of work which prevailed through a portion of January and practically all of February necessitated appeals to charitable organizations for the families of the idle men. These appeals have now ceased. The workmen have returned to the benches and conditions may be definitely pronounced normal.

There is at present no menace of labor trouble and it is believed relations between manufacturers and operatives will continue amicable throughout the year.

An order for a half million cigars, for immediate delivery, is somewhat exceptional at this season of the year. Such an order has been received by Samuel I. Davis & Company, from Horn & Company, of San Francisco. Fred. Davis, of the firm, who has been managing the local factory through the winter, confessed that the order was unexpected, but at once increased his working force and is shipping the goods by express in lots of 10,000. The big order is for the "Bon Ton" and "Chesterfield" brands.

Publication in THE TOBACCO WORLD of the plans for the building of a large factory at Havana by Cuesta, Rey y Ca created much interest in Tampa. Mr. Cuesta confirms the report that the building is to be erected, but says he is not prepared to say, just yet, what use will be made of it. It will be the Havana home of "The Truly Spanish House," but it is likely that it will be devoted to the leaf rather than the manufacturing interests of the concern.

Manuel Rodriquez, son of Salvador Rodriquez, the "Charles the Great" manufacturer, has been seriously ill here for several weeks and much concern was manifested for a time as to his prospects of recovery. He is now reported slowly improving.

Rumors of a change in the local management of the Havana-American Company are still in circulation. It was reported some time ago that J. J. French, who has been in charge of the company's interests here for a number of years, would sever his connection, but this has not yet occurred. The latest report is that the business manager of the company's Key West factory, Mr. Mahoney, is to come to Tampa, but this also lacks confirmation.

Celestino Vega, who has just returned from the tobacco fields with his partner, Mr. Strauss, says the crop promises to be the largest and best since 1905.

Elmer E. Crane, of "The House of Crane," large dealers of the Middle West, has been in the city visiting the manufacturers and enjoying a trip to Cuba with A. L. Cuesta.

The Tampa-Cuba Company has begun business, putting out three brands, which are being pushed throughout the country by sixteen traveling men.

Jose Lovera, of the Jose Lovera Company, and D. E. Kline, New York representative of the house, have gone to Cuba to look into tobacco conditions.

Harry Roberts, of the Roberts mail-order house, is among the local manufacturers recently returned from Cuba. Mr. Roberts is highly pleased with the prospects both for a good crop and for increasing business throughout the year.

F. A. Torre, manager of the Sanchez & Haya factory, left a few days ago for the Pacific Coast. This is Mr. Torre's first trip in that territory and he is very desirous of meeting personally the dealers in that section. Business is brisk at the Sanchez & Haya factory.

Philip Verplanck, of Verplanck & Company, is at the Tampa Bay Hotel for a week. His family has spent a portion of the winter there.

Louis Sarazans, of St. Louis, was a prominent visitor in cigar circles the past week. He was a guest of Fred. Davis, of Samuel I. Davis & Company.

The record-breaking travel to Florida this winter has been very gratifying to resident Floridians. During the months of January and February, Tampa was crowded almost to capacity with winter visitors, many of them homeseekers and investors, and the same report was made by all towns in this section. Colonization projects are on foot in every county and there seems no end to the development that is taking place.

The present rivers and harbors bill makes appropriation for continuing the Tampa harbor improvement, and the city will soon add miles to its available water-front through the dredging of what is known as the estuary. With twenty-four feet of water at low tide, the shipping interests of the city is beginning to make itself felt as a most important enterprise and will in time rival the great cigar industry as a developer of Tampa's growth. The remarkable recovery which Tampa made from the long strike shows that the city has other resources than cigar manufacturing, although that continues to be the leading and most productive feature of the city's trade.

PERFECTO.

Significance of Cuesta-Rey Move

THE exclusive announcement in the last issue of the "World" that Cuesta-Rey y Ca., the leading Tampa manufacturers were to build a splendid and model factory in the city of Havana has, attracted widespread attention and interest in the trade.

In an interview, A. L. Cuesta told a "World" man that he merely wanted to be on the ground with a first-class factory in Cuba in case they should latterly decide to enter into the manufacture of Havana cigars in Cuba as a corollary to their splendid present output.

When asked if this was looking toward being established in case of Cuban annexation, Mr. Cuesta merely smiled and refused to commit himself.

This move on the part of an American firm in locating a factory in Havana is not without precedent, however. It will be recalled that the late M. Stachelberg on two occasions equipped and operated a factory in Havana at the same time he was making goods in Tampa but the ventures on both occasions did not prove very successful and the factories were eventually closed. The first Stachelberg venture was about fifteen years ago and the last factory was maintained about five years.

Jose Diaz, of the present firm of Bustillo Bros. & Diaz, also operated a factory in Havana for about a year but discovered ultimately that it was not a successful venture and also closed it.

There is no question of doubt that if emergency arose and Cuba should become American territory, Cuesta-Rey y Ca.'s enterprise will bear precious fruit.

Plan British Cigar Chain

LONDON, March 6.

A CHAIN of tobacco stores through England and Europe is being planned by the British-American Tobacco Company. A great increase in activity in the affairs of the company has followed the arrival of J. B. Duke, founder of the American Tobacco Company, who has become chairman of the board of the British company. These stores are to be identical with those of the United Cigar Stores Company scattered throughout the United States.

Burley Society Makes Large Sale

THE Burley Tobacco Society made another large sale of its pooled tobacco last week. This time about 6,000,000 pounds were taken by the American Tobacco Company, the price being approximately $17 per cwt. It was stated that another sale of a like amount would take the entire residue of the great but unsuccessful pool of 1909. That will end one of the greatest efforts ever made by an organization of farmers to regulate the price of a product.

Views of Sanchez & Haya's Factory at Tampa

Snapshot of the Offices of Sanchez & Haya Co's Factory No. 1, Tampa, Fla., taken by one of their cigarmakers R. Badron. Vice-President F. A. Torre is seen seated in big chair facing his desk.

The lower view shows Sanchez & Haya Co's cigar making room taken on Labor Day when only a few men were at work.

The Editor's Letter-Box

Wants List of Cigar Retailers

NEW YORK CITY, February 28th.

Dear Sir:

Will you kindly let us know as to where I may get a list of the retail cigar dealers of the United States. Have you such a compilation?

Yours very truly,

E. L. MAULEY,
Marbridge Bldg., New York City.

Answer.—We do not know of such a work.—*Editors.*

Wants Pipe Bowls Made

LINCOLN, ILL., February 23rd.

Dear Sir:

Will you kindly inform us where we can have some pipe bowls made and oblige.

Very truly yours,
THE SANITARY PIPE CO.

Answer.—Would refer you to Kaufman Bros. & Bondy or William Demut & Co., both of New York City.—*Editors.*

Lost Without the "World"

WELLSBURG, W. Va., March 6th, 1912.

Editor THE TOBACCO WORLD,

Dear Sir:

We missed the March 1st issue of the WORLD. Kindly see that one is forwarded as we feel LOST without it.

Yours very truly,
THE WELLSBURG STOGIE CO.

Plans for New Deisel-Wemmer Plant

PLANS for the new $45,000 building which will be erected by the Diesel-Wemmer Cigar Company, at Findlay, O., have been completed and the work will be begun as soon as the weather permits.

The factory, located on the fourth floor of the Rawson block, has become more cramped every day. The present force is turning out an average of more than 30,000 cigars a day and the management hopes to be able to increase this production by more than half when the new building is finished. Two hundred persons are now employed in the factory.

Smuggled Sumatra Seized

COLLECTOR Loeb, of New York, has announced that $8,000 worth of smuggled Sumatra tobacco was taken from an apartment house in that city. It is said to have been smuggled through the port of Philadelphia. Mr. Loeb said concerning the seizure: "No claim has been made for the tobacco nor is any claimant expected to appear, for obvious reasons." No arrests were made.

The William Bieker cigar store on Main street near B, Hamilton, Ohio, has been purchased by Edward Gruber.

Louis Higson, of Wabash, Ind., is in charge of the cigar stand in the lobby of the Tremont Hotel, Wabash, Ind.

Factory Notes

W. G. Stewart, cigar manufacturer, of East Liverpool, Ohio, recently purchased a new automobile delivery truck.

J. W. Milk, of Sioux City, Iowa, has purchased his partner's interest in the McIntyre & Milk cigar factory and will continue the business under his own name hereafter.

The South River Stripping Company, of Newark, N. J., has extended its plant by leasing additional loft room. It employs 150 hands.

Mr. Harter, proprietor of the "True Blue" cigar factory, of Petersburg, Ill., has sold his place to C. Thomas a cigarmaker from Jacksonville.

Frank M. O'Connell, of Sterling, Ill., has rented the rooms formerly occupied by the Sterling Beobachter and will open an up-to-date cigar factory therein. Mr. O'Connell has been operating a factory at Tampico.

The Hernshein Company are now occupying their new two-story factory in New Orleans, La. The second story is being used as a manufacturing department, and for the stripping of tobacco and the storage of cigars. The selling force, under the direction of President Cobb, has been reorganized, and an aggressive coast-to-coast campaign planned.

Arthur Carter, H. J. Hunt and W. E. Crutcher are the incorporators of the Loose Leaf Tobacco Warehouse, of Vine Grove, Ky., which was recently incorporated with a capital of $7000. A warehouse will be erected during the summer months and be ready for use in the early fall months.

Frazier Stogy Company, of Grafton, W. Va., has been incorporated to manufacture and deal in stogies and cigars. Authorized capital, $5000. Incorporators: J. W. Frazier, M. E. Frazier, G. H. A. Elliott, G. E. Elliott and R. C. Elliott, all of Grafton

W. G. Stewart, a cigar manufacturer of East Liverpool, O., has ordered an automobile delivery truck.

The Grand Rapids Cigar Box Company's factory, of Grand Rapids, Mich., was destroyed by fire on February 28th. The loss has been placed at $50,000, which is covered by insurance to the extent of $35,000.

List of Patents of Interest to Tobacconists

1,006,721, tobacco-barn implement, Elmer S. Clark, Middletown, O.
1,006,916, pipe, Edward Dannenberg, Chicago, Ill.
1,006,541, cigarette former, Leigh L. Finch, New York, N. Y.
1,006,648, tobacco pipe, Eugene Gilbert, Gladstone, Mich.
1,006,685, cigar bunching machine, John F. Scaife, and F. J. Huetger, Philadelphia, Pa.
1,006,515, automatic cigar lighter, August V. Westerlund, New York, N. Y.
1,007,546, match safe, Arthur S. Durrum, Dayton, N. Mex.
1,007,547, match safe, Arthur S. Durrum, Dayton, N. Mex.
1,007,113, cigarette container, Robert V. Kazian, New York, N. Y.
1,007,368, cigar case, Joseph McGarrity, Philadelphia, Pa.
1,007,852, machine for perforating cigarette paper, Charles A. Drucklieb, New York, N. Y.
1,008,265, match box, Orrin N. Hilton, Denver, Colo.
1,008,159, cigarette machine, Franz Kettmann, Salem, O.
1,008,951, match safe, Oscar A. Chaney, Rimer, Pa.
1,008,486, match safe, Herman Mick, St. Cloud, Minn.
1,008,730, material for closing perforations and fractures in cigars, Leonard Rodenhausen, Philadelphia, Pa.
1,008,994, match safe, igniter and cigar cutter, Eugene P. Smith, Warren, Pa.

Designs.

41,923, match safe, Louis Lundstrom, Los Angeles, Cal.
41,858, cigarette case, Harold O. Bigney, Attleboro, Mass.

Labels.

15,977, "Gen'l Putnam," Williamson & Brower, Xenia, Ohio.
15,987, "Green Bay Yacht Club Cigars" (for cigars), Geo. Barth, Green Bay, Wis.
15,991, "Wheeling Big Havana" (for cigars and stogies), W. I. Bartholomew, Wheeling, Va.
15,989, "Star Quality" (for cigars), A. C. Henschel & Co., Chicago, Illinois.
15,990, "Five Spot" (for cigars), A. C. Henschel & Co., Chicago, Illinois.
15,988, "Commodus" (for cigars), F. R. Knight, Lagrange, Ga.
16,003, "Smoke Cigars" (for cigars), American Lithographic Co., New York, N. Y.
16,004, "Cigars" (for cigars), American Lithographic Co., New York, N. Y.
16,005, "La Mureda" (for cigars), A. C. Henschel & Co., Chicago, Illinois.

Boston Trade Reported Improving

BOSTON, March 11th.

THE cigar and tobacco business, around Boston and vicinity, is fair, considering the time of the year.

Estabrooks & Eaton, Waitt & Bond, C. J. Dando, and others report business as fair, the different salesmen on the road selling fairly well.

Hamilburg, of 7 Essex street, is placing on the market, a new cigar, named "Alvan A," a 5-inch club size "Perfecto," Havana filler, Sumatra wrapper of the finest quality and workmanship, to retail at 10 cents straight, which for value will be unsurpassed, Hamilburg says "here is where he will show his class."

Daniel Frank & Co. report business as fair. They have a fine window display this week. "La Severnas," seed and Havana cigars are the feature.

The American Tobacco Company is giving away one ounce packages of U. S. Marine cut plug tobacco.

J. Farren, formerly with Joseph McGreenery, has severed connections with that firm, and is at present with Louis Aarons' Sons, tobacconists, of Cambridge.

F. B. Bosworth, Liggett & Myers Tobacco Co., has taken an office in this city, and will make his headquarters here. "Velvet" smoking tobacco is the line Mr. Bosworth is advocating and selling at present.

G. D. Gifford, general representative of P. Lorillard & Co., has visited Providence and Boston, looking over the general conditions of the trade, accompanied by E. J Madden, and from the broad, expansive smile on his face, found conditions just to his liking.

F. H. Dowell, for the last 14 years with the American Tobacco Co., has severed connections with that concern. He is taking a rest, and looking over many different propositions.

H. F. Stites, the genial and enterprising manager of the cigar department, at Clark's Hotel, reports business the finest it has ever been, at this season of any year. He carries the most complete line of clear Havana and domestic brands, of any hotel in the city, but especially has a run on "Clark's Regalias" special. This cigar is becoming the big leader.

News of the death in Porto Rico, of Harry Franklin Adams, of Boston, has reached here to-day. He was engaged in the tobacco business, and was on a business trip. Born in Boston, January 9th, 1857.

While calling on one of the downtown hotels, I met the well-posted cigar and cigarette salesman, E. J. Mulligan, of Boston, who reports a very successful business, in Providence and adjoining towns, on the high-grade Egyptian cigarettes of D. Theosaridis.

As a result of the recent visit of Ex-President Roosevelt to Boston, Julius Cohen, the Bowdoin Square tobacconist, conceived the idea of registering a new brand of cigar, and is applying for registration on the name of "Big Stick," with a life likeness of Roosevelt on the label.

L. W. Scott & Co., 133 Broad street, report business good, in large factories and poor in small ones.

H. Traiser & Co., Inc., says business has been good, but as the season advances, will be better.

Mr. Waterman, of Waitt & Bond, Inc., has returned from Havana, Cuba.

WM. T. HENDERSON.

New United Stores in the South

THE United Cigar Stores have perfected plans for locating throughout the South, and options have been secured on sites in Atlanta, Ga., Norfolk, Va., and Nashville, Tenn., and it is understood that five new stores will shortly be opened in Chicago Ill.

New Incorporations

Incorporation papers have been issued to the following:

The Lyth Farmers Tobacco Company, of Lyth, Ohio. Capital $5,000.

H. G. Ritter Cigar Box Company, of Deshler, Ohio. Capital $20,000. Charter was issued in the name of H. W. Buckley.

S. G. Metzler Cigar Co., of New York City. Capital $12,500. Incorporators Matthew S. Holmes, Samuel G. Wilson, Wm. S. Cooke and S. G. Metzler.

Frank M. Garcia, Inc., of New York City, to deal in cigars, cigarettes, etc. Capital stock is $10,000. Incorporators Frank M. Garcia, Mabel Garcia and Joseph Garcia.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Dullness and Activity Near York

YORK, PA., March 14th.

THE cigar trade is so dull in some sections of this country that cigar manufacturers are praying for a cessation of the cold weather, feeling confident that as soon as the weather becomes milder and country roads more passable, there will be a noticable improvement in trade conditions. Strange that during the past few weeks the majority of the manufacturers at Red Lion have had a rather active business, while at Dallastown, just two miles distant, many factories were temporarily closed, or practically so.

Myers, Adams & Co., of York, have suspended operations at Dallastown for a short time.

The Dallas Cigar Company have closed operations at their Craleyville branch. The factory was, however, taken over by David P. Gipe and Samuel C. Winter, who will trade as the Craley Cigar Co.

A new stripping machine, being marketed by a sales agency of Baltimore, has aroused considerable interest among manufacturers in this section. Will Ruthenberg, who is already known to the cigar trade here as one of the members of the former leaf firm of Kohlenberg, Ruthenberg & Co., who had a leaf house in York at one time, is now introducing the new machine in this vicinity. Already a number of manufacturers have equipped their factories with the labor-saving equipment.

This division of the Ninth District, during 1911, produced about 136,845,000 cigars. This record is likely to be smashed this year, either by a heavy gain or a heavy decreased production. Present indications are not very favorable for an increase, but this is no time for grieving, for time lost in lamentations is irretrievably gone.

Several cigar manufacturers have found something to do to occupy their minds for a couple of weeks during the present dull period. John F. Sechrist, of Holtz, and H. S. Stabley,of Sprey, have been drawn to serve on the petit jury for the next term of Quarter Sessions Court.

Dallastown is soon to have a new cigar factory. Mr. Fred. E. Druck and Henry E. Keesey have formed a partnership to engage in cigar manufacturing, under the name of D. & K. Cigar Co. Mr. Druck was formerly a bookkeeper in the employ of J. W. Minnich & Son at Dallastown.

The stogie factory at Dallastown, being operated for Eugene Gallagher & Bro., of Columbus, O., is now occupying larger quarters, obtained in the factory recently conducted by E. S. Sechrist, who now has charge of the Gallagher business.

W. J. Neff, of W. J. Neff & Co., Red Lion, recently made a short visit to some of their jobbing trade at Baltimore and other points.

That some of the larger manufacturing interests are having a good demand for their product is fully evidenced by the fact that the several cigar box manufacturing establishments of this city are well filled with orders and were obliged to put in some overtime work.

A new cigar factory building has been secured in York by H. F. Kohler, of Nashville, who will on April 1st remove his plant to this city. Since taking the office of Register of Wills, Mr. Kohler has found it very inconvenient to maintain his cigar business and make daily trips to this city. He believes, however, that once he gets his business concentrated under one roof, by merging his Nashville and Jacobus factories at York, he will be able to give the operations a closer personal supervision.

Reading Factories Fear Coal Strike

READING, PA., March 14th.

SOME of our local manufacturers are somewhat apprehensive of a strike in the coal regions and fear it would cause a serious depression in their business. Their present suspense will no doubt be relieved about April 1st, when it will be definitely known whether the coal miners go on strike or not. As it is, buyers in the coal region are going slowly and are unwilling to lay in large stocks of goods until they know exactly what the outcome of the present agitation will be.

Of course, not all our local factories will be affected, for large quantities of Reading-made cigars find their way west as far as the Pacific Coast.

Wm. H. Yocum is now on a trip which will probably take him to San Francisco before he returns to this city.

John G. Spatz, of J. G. Spatz & Co., has returned from his first trip of this year. He brought with him a number of orders for their lines of high-grade goods.

At Womelsdorf, Newmanstown, etc., the cigar factories are increasing their forces.

Ibach & Rader, of Newmanstown, are presenting one of the finest lines of nickel and ten-cent goods made in this section. Not satisfied alone with the manufacture of a strictly high-grade cigar, they have adopted the most artistic labels they could procure. In the nickel line they are making leaders of the "La Regidora," "El Rego," "Amicus," "Ralph Lane," "Abram Clark," "Havana Favorite" and "George Walton." In seed and Havana cigars they are offering "Viador" and "Flor de Morrow."

As an additional mark of distinction, they have adopted the banding system on their 10-cent goods only. Their "Flor de Morrow" is one of their newest brands and yet the factory is at present oversold on this brand. Of their large line of nickel goods their "Abram Clark" and "Havana Favorite" brands are finding much favor in this State. The "Ralph Lane" is a large seller throughout Ohio and in the Middle Western States.

Ninth Dist. Gains Surprise Lancaster Manufacturers.

LANCASTER, PA., March 14th.

THE production of cigars in the Ninth Internal Revenue District during February has been an agreeable surprise to the manufacturers here. Trade conditions during February seemed generally rather dull and it certainly was not expected that the output of a year ago would be beaten, but the report of the Collector of Internal Revenue shows that it did. There were produced during February, according to the sale of stamps, 53,865,630 cigars. During February of last year the production was 53,154,470—increase in 1912 of 711,160. As compared with January of this year, however, there was a noticeable decrease, which amounted to 1,316,900. The continued production of these large quantities of goods is attributed largely to the extensive operations of Otto Eisenlohr & Bros., and the United Cigar Manufacturers' Company.

The S. R. Moss Cigar Co. has not been pressed for goods lately and have deemed it desirable to discontinue manufacturing at a branch factory at Hanover, and concentrate their operations to the factories in this city. The equipment of the Hanover factory has been brought to Lancaster.

John Slater & Co., the most extensive stogy manufacturers in the East, have adopted a new dress for their leading brand of goods, called "Havana Blunts." The appearance of the package is to be much improved, and a high and uniform standard of quality is always maintained. Present indications are that this year the demand for high class stogies will be stronger than ever before.

John L. Metzger, trading as the J. L. Metzger Leaf Tobacco Co., died recently at his home here. He was formerly engaged in cigar manufacturing, but abandoned that branch of the trade and engaged in the leaf tobacco line some years ago. He has been identified with the industry more than thirty years and was widely known.

M. Michaelis & Son recently disposed of a considerable portion of their holdings of 1909 packing of Pennsylvania leaf.

Martin Kinports, superintendent of several factories in this county for the United Cigar Manufacturers' Company, has gone on a pleasure trip to Panama, accompanied by his wife.

W. H. McLaughlin & Son are making quite a noise with the "44" cigars in this section. They recently secured the distributing agency for those goods and are waging a very aggressive campaign. The goods are meeting with a good reception, and in the rural districts of the county there has been created a heavy demand for the goods.

I. H. Weaver recently returned from a visit to the leaf markets in Ohio. The receiving season has commenced there, and he left Alex Mowery there to look after these details.

After a temporary suspension at the cigar factory of C. E. Bear & Son, of Harrisburg, operations have been resumed, with a good force of cigarmakers.

"Things are a bit quiet," said M. H. Bare, of the Sherts Cigar Co., "although we have no reason to complain. We are employing our regular force, and are able to keep all hands moving along nicely."

The United Cigar Manufacturers' Co. has taken over the plant of the Union American Cigar Co. at Lancaster. Nearly 300 men were employed in the factory. There will be no change in the operating staff, at the head of which is Superintendent Jack Lang. The factory was closed down for several days to take an account of stock.

H. Summer Co. Resume at Quakertown

QUAKERTOWN, PA., March 14th.

THE H. Summer Co. have resumed operations since securing the former "Suelke" cigar factory, and shipment of goods to old customers has already commenced. W. S. Cliver, who is on the selling staff of this house, has been stirring things up a bit in Philadelphia and vicinity lately.

The T. H. Hart Co. factory is making steady progress, and the demand for the "Five of Harts" is growing quite rapidly.

There is some talk that the Victor cigar box factory, of this town, would soon open a factory at Reading or Harrisburg, but when interviewed by your correspondent the officials said it was thus far merely talk and that they were not so sanguine of the undertaking.

Matthew Nolan, who recently closed out his retail cigar store at 183 Main street, Fitchburg, Mass., has built an up-to-date two-story cigar factory in the rear of his home at 214 Blossom street.

As the result of a fire on March 5th in the H. B. Fromer cigar factory, of New Haven, Conn., many cigars were destroyed. The loss has not been estimated.

The lockout at the L. S. Kent-McCarthy Co.'s factory at Jacksonville, Ill., known as the "Big Shop," was ended on February 27th. The men returned to work the following morning.

LEAF TOBACCO MARKET

Sumatra Men Eagerly Watching the Amsterdam Inscriptions---Increased Demand for 1910 Pennsylvania---Activity In Connecticut---Zimmer Spanish in Demand

NEW YORK.

NEW YORK CITY.

THERE has been considerable disappointment among those leaf dealers who anticipated renewed activity after March 1st, for while there has been some sales of fair size recorded, the parties thereto, held prior arrangements as to price and date of delivery.

Several of the leading houses of New York City have had their men in the Connecticut district, but large purchasers have been few, and the greater number of sales in the wrapper section has been between the growers and packers.

Some of the more established houses have sent their men as far as Wisconsin in search of binder, as present indications point to the fact that there will be a shortage of this class of goods, and high prices are being paid for tobacco that can be used for this purpose.

Practically all the Sumatra dealers have sent representatives to the inscriptions which opened in Amsterdam, on March 8th. Lively bidding is looked for, as there is a scarcity of light wrapper stock.

PENNSYLVANIA.

PHILADELPHIA.

AN increased demand for Pennsylvania 1910 crop has been the principal event in the local market, though a few offerings of Connecticut have found a ready sale.

Indications point toward a shortage by the manufacturers, who claim increased cost of production, and cannot enter the market with the prices now prevailing.

There is a marked absence of desirable tobacco, so that there is little hope expressed that there will be any decline in price for attractive stock.

LANCASTER.

There are about 25,000 cases of 1909 crop of leaf tobacco which can be purchased at prices ranging from 13 to 15 cents per pound, marked weight.

Inquiries for 1909 crop tobacco have been more numerous within the past week than for some time, and it is claimed that there are about 25,000 cases which can be purchased at from 13 to 15 cents per pound, marked weight.

The warehouses have begun active operations, as the recent damp weather has permitted the growers to deliver their 1911 crop. As previously forecasted, there is every evidence that there will be sufficient 1911 crop to meet the demand.

The better grades of this tobacco has been selling at 11 cents, but some sales have been recorded at 10 cents.

YORK.

There has not been much change in the leaf market during the past week, though there has been rather a consistent demand for Connecticut shade-grown tobacco. One sale of 1600 cases of Connecticut-Havana seed grown is reported for future delivery, and buyers will do well to place their orders for this class of leaf early, as the supply is claimed to be short of the demand. The Sumatra market is quiet pending the inscriptions, and a number of manufacturers claim that if the price for this leaf is as high as circumstances would indicate, they intend using Connecticut shade-grown wrapper and advertising the fact to their customers.

CONNECTICUT.

THERE is considerable activity among the packers and warehouses in the Connecticut district. Several buyers from New York City visited the leaf section and a number of sales of considerable size were reported. A number of packers who have been packing in other sections of New England have secured warehouses in the territory adjacent to East Hartford and East Windsor Hill. B. W. Ranney, of E. Rosenwald & Bro., Ralph Lasbury, of Gans Brothers, and Albert Mendelsohn, all made purchases within the fortnight. Mr. Hudson, of Hinsdale Smith, was another New York firm, who made recent purchases, as was Kaiser & Boasburg. Eighty-seven boxes of Havana seed was purchased by Hathaway & Steane, for 19 cents, of the 1911 crop.

WISCONSIN.

EDGERTON.

ABOUT sixty-five per cent. of the Wisconsin crop, as purchased, has been delivered, and the balance is being taken to the warehouses as fast as these places can properly handle it. There were no new developments in the old leaf market, trading consisted mostly of small lots to meet the immediate needs of the manufacturers.

Six carloads and 1033 cases were shipped from storage, and twenty-seven carloads received.

Prices have averaged high, except small lots which were contracted for at from 7 to 7½ cents.

OHIO.

CINCINNATI.

THE recent offerings of Burley tobacco which were offered in Cincinnati, were the finest grades ever presented at their sales. A good market was maintained, and prices were such as to please the shippers. Three hundred and eight hogsheads of old tobacco and one hundred and eighty-one hogsheads of new tobacco changed hands, which at this season, is a very fair volume of business.

DAYTON.

The 1910 Zimmer Spanish, as has been expected, is in demand and quite a number of very nice sales have been made. The buyers, who have looked over the samples of the 1910 Zimmer Spanish, seem to think it is quite as good as the packers have claimed. There is no longer any question about the 1910 Zimmer Spanish crop containing only about 50 per cent. of the amount of the usual crop of Zimmer Spanish B's. From the amount of inquiries received, sales made and the number of buyers visiting the packers, it seems certain that the 1910 crop of Zimmer Spanish B's will be sold without a great deal of effort on the part of the packers. In fact, it looks decidedly as though the wise buyers are those who are buying their supply of 1910 Zimmer Spanish B's early.

Most of the 1911 crop is stripped. There are some fancy B's in the crop, but the growers seem to be indifferent to assorting when they are stripping and it is safe to say that every crop of 1911 Ohio tobacco contains some damage. This tobacco must be cleaned in the warehouses, the damaged thrown out as low grade tobaccos and the B tobacco packed. The tobacco thrown out and the labor in getting this tobacco out is quite an item to be added to the first cost. The price on Dutch, Spanish and Seed is firm, at 8 cents per pound; with the expense noted above and the chance of the fillers not commanding a very attractive price, there does not appear to be much chance of 1911 wrapper B's selling at a low price when the packers have these goods ready to offer.

New Havana Leaf Firm Organized

JOSE SUAREZ & CO. is the style of the new leaf firm which will start operations on April 1st, with headquarters at Havana, and a branch warehouse at Tampa, Florida.

The members of the new company need no introduction to those who are familiar with the Cuban tobacco business and its auxiliary branches. Jose Suarez, who will head the new firm, has been for years a member of the firm of Selgas, Suarez & Co. He is considered one of the ablest judges and buyers of Cuban leaf. He has the absolute confidence and friendship of all of the growers on the Island, and this has enabled him in the past, and no doubt, will in the future to secure first call on desirable vegas, which will be of priceless value to the clients of his company.

The other members of his firm are: Emillio Suarez and R. Menendez. The former is the brother of Jose and has spent many years in the clear Havana business. Mr. Menendez is also an old timer at the game, having been for a long time prominently conected with the firm of Menendez Brothers and Verplanck, of Tampa.

Jose Suarez recently made a flying trip to New York for the purpose of severing his connections with the Water street firm, with whom he was for so long a period identified.

Mr. Suarez stated to the "Tobacco World" representative that Suarez & Co. would probably be ready for business on April 1st, and that the prospects were very bright.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

JEORANO BRUNO:—23,977. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 23, 1912. L. Rubenstein, Chicago, Ill.

GOOD EXAMPLE:—23,978. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 23, 1912. Kaufmann, Pasbach & Voice, New York City.

PENNYMAKER:—23,979. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1912. Santa Clara Cigar Mfg. Co., Brunswick, Ga.

FLOR DE NEDE:—23,980. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1912. Mr. Louis Doussang, Chicago, Ill.

COL. HEAD:—23,981. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1912. Mr. Louis Doussang, Chicago, Ill.

SILENT SHOUT:—23,982. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1912. F. M. Howell & Co., Elmira, N. Y.

DAY & DAY:—23,983. For cigars, cheroots and stogies. February 26, 1912. Bethesda Cigar Co., Bethesda, Ohio.

2 K's SPANISH:—23,984. For cigars, cheroots and stogies. February 16, 1912. Bethesda Cigar Co., Bethesda, Ohio.

WEAVER'S RUFFLES:—23,985. For cigars, cheroots and stogies. February 26, 1912. Bethesda Cigar Company, Bethesda, Ohio.

C. T. W. CIGARS:—23,986. For cigars, cheroots and stogies. February 26, 1912. Bethesda Cigar Co., Bethesda, Ohio.

BILL'S CHOICE:—23,987. For cigars, cheroots and stogies, February 26, 1912. Bethesda Cigar Co., Bethesda, Ohio.

SAXTO:—23,988. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. Keystone Cigar Co., Philadelphia.

TRENHEAD:—23,989. For cigars. February 27, 1912. A. Dachnert, Philadelphia.

CROME:—23,990. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. T. W. Edwards, Bainbridge, Ga.

PETOFI SANDOR:—23,991. For cigars, cigarettes, cheroots, chewing and smoking tobacco. H. Rippin, Perth Amboy, N. J.

ALTITO:—23,992. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

MONTE PIEDRAS:—23,993. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CI MARROW:—23,994. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

AGLIA:—23,995. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

MOJADA:—23,996. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

ORIGIT:—23,997. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

MAUETTE:—23,998. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

MARTIN'S HAVANA:—23,999. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1912. C. L. Martin Co., Philadelphia.

UNION SERVICE:—24,000. For cigars, cheroots, cigarettes, stogies, chewing and smoking tobacco. February 28, 1912. Conewago Cigar Co., Centennial, Pa.

HAVANA SERVICE:—24,001. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1912. Conewago Cigar Co., Centennial, Pa.

ARCHDUKE RAINER:—24,002. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1912. Chicago Box Company, Chicago Ill.

JUSTICE PITNEY:—24,003. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1912. American Litho. Company, New York City.

LAFTUS:—24,004. For cigars. February 28, 1912. L. Doussang, Chicago, Ill.

HARPOON:—24,005. For cigars. February 28, 1912. L. Doussang, Chicago, Ill.

FEST-LITE:—24,007. For cigars. February 29, 1912. Schmidt Bros., Festus, Mo.

BIG RUN:—24,008. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 29, 1912. Stewart & Kruschke, Portland, Ore.

FAT JIM:—24,009. For cigars, cigarettes, stogies, chewing and smoking tobacco. February 29, 1912. Samuel Greenwold, Cincinnati, Ohio.

ARDETH:—24,010. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 29, 1912. The Moehle Litho. Co., Brooklyn, N. Y.

TWO HOMERS:—24,011. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 29, 1912. Samuel Kaufmann, Dallastown, Pa.

EL ASTRO:—24,012. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 29, 1912. J. B. Milleysack, Lancaster, Pa.

UNION RIGHTS:—24,013. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1912. Conewago Cigar Company, Mount Rock, Pa.

COUSIN ROSE:—24,014. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1912. Conewago Cigar Company, Mount Rock, Pa.

PRIM-ROSES:—24,015. Cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1912. Brunswick Smoker Manufactory, Brunswick, Ga.

W. MORGAN SHUSTER:—24,016. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1912. American Lithographic Co., New York City.

THE DUKE OF ATHOL:—24,017. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1912. Frank J. Hause, Athol, Mass.

HARRY LORD:—24,018. For cigars. March 2, 1912. Arthur G. Spear, Portland, Me.

NATION WIDE:—24,019. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 2, 1912. Messrs. Kraus & Co., Baltimore, Md.

EL BURCO:—24,020. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 2, 1912. Jacobs & Holtzenger Co., Windsor, Pa.

JOHN BUNNY:—24,021. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 2, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

OTSQUAGO:—24,022. For cigars, chewing and smoking tobacco, cigarettes. March 2, 1912. H. Wagner, Jr., Fort Plain, N. Y.

NOFLAW:—24,023. For cigars. March 2, 1912. H. B. Eberly, Womelsdorf, Pa.

RELL:—24,024. For cigars. March 2, 1912. H. B. Eberly, Womelsdorf, Pa.

D. & K. SPECIAL:—24,025. For cigars, cigarettes, cheroots. March 2, 1912. The D. & K. Cigar Company, Dallastown, Pa.

DICK'S INVINCIBLE:—24,026. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 4, 1912. Surety Cigar Co., Ltd., Detroit, Mich.

DICK'S PERFECTO:—24,027. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 4, 1912. Surety Cigar Co., Ltd., Detroit, Mich.

MONTEER'S SMOKERS:—24,028. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 4, 1912. M. J. Lee & Company, Springfield, Mass.

GEISTER'S VICTORY:—24,029. For cigars. March 4, 1912. H. W. Geister, Springfield, Mass.

ADDED STAR:—24,030. For cigars. March 4, 1912. J. Goldberg, Baltimore, Md.

EASTERN SCOUT:—24,031. For chewing and smoking tobacco. March 4, 1912. McHie, Scotten Tobacco Company, Detroit, Mich.

WESTERN SCOUT:—24,032. For chewing and smoking tobacco. March 4, 1912. McHie, Scotten Tobacco Company, Detroit, Mich.

NORTHERN SCOUT:—24,033. For chewing and smoking tobacco. March 4, 1912. McHie, Scotten Tobacco Company, Detroit, Mich.

SOUTHERN SCOUT:—24,034. For chewing and smoking tobacco. March 4, 1912. McHie, Scotten Tobacco Company, Detroit, Mich.

VALENTINE STATE:—24,035. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 4, 1912. Frank A. Bronson, Binghamton, New York.

6-10:—24,036. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1912. Chas. J. W. Kreuzer, Olney, Phila.

256:—24,037. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1912. Chas. J. W. Kruezer, Olney, Phila.

STANLEY KETCHEL:—24,039. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1912. Joseph A. Peters, Charlestown, Mass.

IRISH LEMON:—24,038. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1912. Louis Heitman Co., Dayton, O.

MILWAUKEE SWEEPERS:—24,040. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1912. Dallas Cigar Co., Dallastown, Pa.

MI BELLE JOSEPHINE:—24,041. For cigars, cigarettes, cheroots, chewing and smoking tobacco, stogies. March 5, 1912. L. Golovine, New York City.

PALMA CORTE:—24,042. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1912. American Litho. Co., New York City.

JOSH WHITCOMB:—24,043. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1912. Messrs. Kraus & Co., Baltimore, Md.

PROOF:—24,044. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1912. Kaufman, Pasbach & Voice, New York City.

THE SAME CIGAR:—24,045. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1912. Kaufman, Pasbach & Voice, New York City.

THE CO-165:—24,046. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1912. J. Mahlon Barnes Co., Philadelphia.

CO-EXCLUSIVE:—24,047. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1912. J. Mahlon Barnes Co., Philadlephia.

C. H.:—24,048. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1912. T. A. Edwards, Bainbridge, Ga.

OUR CAT:—24,049. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1912. Standard Cigar Co., Juneau, Wis.

ALITA:—24,050. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1912. Seidenberg & Company, New York City.

TOURANO:—24,051. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1912. Moller, Koker-itz Co., New York City.

BELLMO:—24,052. For cigars. March 6, 1912. F. A. Jackson, Detroit Mich. Title and design registered.

LA FLORISIANA:—24,053. For cigars, cigarettes, cheroots. March 7, 1912. R. Exposito, New Orleans, La.

WE — MUST:—24,054. For cigars. March 7, 1912. Clemens K Y Roettgers, Covington, Ky.

MIDDY:—24,055. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1912. The Calvert Litho. Co., Detroit, Mich.

FUR TRADER:—24,056. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1912. Michigan Cigar Box Co., Detroit, Mich.

STATE CAPITOL OF IDAHO:—24,057. For cigars, cigarettes, cheroots, stogies, chewing tobacco. March 8, 1912. Pasco Neuman, Boise, Idaho.

CRICHTON:—24,058. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1912. National Litho. Co., New York City.

AQUINIS:—24,059. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1912. National Litho. Co., New York City.

REMBRA:—24,060. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1912. National Litho. Co., New York City.

KREMLIN:—24,061. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1912. National Litho. Co., New York City.

ODORITO:—24,062. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1912. National Litho. Co., New York City.

ORTLID:—24,063. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1912. National Litho. Co., New York City.

ST. BENNO:—24,064. For cigars, cigarettes. March 8, 1912. Messrs. Moeller & Kold, Chicago, Ill.

SCRANTONIAN:—24,065. For cigars. March 9, 1912. John S. Tillman, Scranton, Pa.

MY GAL:—24,066. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 9, 1912. Kaufman, Pasbach & Voice, New York City.

DICK HART:—24,067. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 9, 1912. Kaufman, Pasbach & Voice, New York City.

ON DUTY:—24,068. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 9, 1912. Kaufman, Pasbach & Voice, New York City.

IMAVANA:—24,069. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 9, 1912. Kaufman, Pasbach & Voice, New York City.

ZAHRA:—24,070. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 9, 1912. Kaufman, Pasbach & Voice, New York City.

ISAVANA:—24,071. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 9, 1912. Kaufman, Pasbach & Voice, New York City.

VIRTUOLA:—24,072. For cigars, stogies, chewing and smoking tobacco. March 9, 1912. Gemmill Bros. Cigar Co., Windsor, Pa.

JUDGE GOLDSMITH:—24,073. For Cigars, stogies, chewing and smoking tobacco. March 9, 1912. Gemmill Bros. Cigar Co., Windsor, Pa.

JUDGE SERMON:—24,074. For cigars, stogies, chewing and smoking tobacco. March 9, 1912. Gemmill Bros. Cigar Co., Windsor, Pa.

SIGNAL POINT:—24,075. For cigars. March 9, 1912. Sprenger Brothers, Peoria, Ill.

IMPORT ROLL:—24,076. For cigars. March 9, 1912. Sprenger Bros., Peoria, Ill.

SILVERSET:—24,077. For cigars. March 9, 1912. Sprenger Bros., Peoria, Ill.

CANCELLATIONS.

EL BOSAL:—23,836. For cigars. Registered February 3, 1912, for Royal Havana Cigar Company, Baltimore, Md. (Has been cancelled.)

FLOR DE F. E. C.:—23,872. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 8, 1912, for Moehle Litho. Co., New York. (Has been cancelled.)

LA CANDITA:—23,689. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered January 11, 1912, for The Moehle Litho. Co., New York. (Has been cancelled.)

CERELA:—22,254. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered by Messrs. Moller, Kokeritz & Co., New York City. (Has been cancelled.)

EL WOTAN:—23,117. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered by The Frawley Importation Co., New York City. (Has been cancelled.)

CORRECTIONS.

NICOTINE:—23,764. For cigars, cigarettes, cheroots and smoking tobacco. Registered January 22, 1912, for Frank A. Bronson, Binghamton, N. Y., should read **"NICOTINE-NO."**

At the Amsterdam Inscriptions

AMONG the prominent American Buyers who attended the first Inscription Sales of Sumatra Tobacco, which were held at Amsterdam on March 8th, were: Leonard Cohn, of A. Cohn & Co.; Kaufman Falk, of G. Falk & Brothers; J. Duys, of H. Duys & Co.; Harry Spingarn, of Spingarn Brothers; Fred Hirschhorn, of the United Cigar Manufacturers, all of New York. These gentlemen sailed on the steamship "George Washington," on February 24th, and will remain in Amsterdam throughout the various sales, which are scheduled a week apart, and will last for about a month.

The Lytle Farmers Tobacco Company was recently incorporated in Columbus, Ohio, with a capital of $5,000. The incorporators are H. M. Clark, Albert Stacy, C. S. Lamb, Robert Friend, Charles E. Johns, W. T. Clark, Everett Early and C. W. Cox.

A cigar store and pool room was recently opened at 403 Chestnut street, Dunmore, Pa., by Thomas B. Taylor.

The South River Stripping Company, a subsidiary of the Hirschhorn & Mack Tobacco Co., of Perth Amboy and New Brunswick, N. J., has just leased additional space in Newark, N. J.

W. A. Hamel has purchased the cigar, tobacco and confectionery store until recently owned and operated by J. B. Ganvin, West Haven, Conn.

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Wanted.

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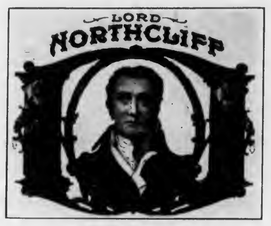

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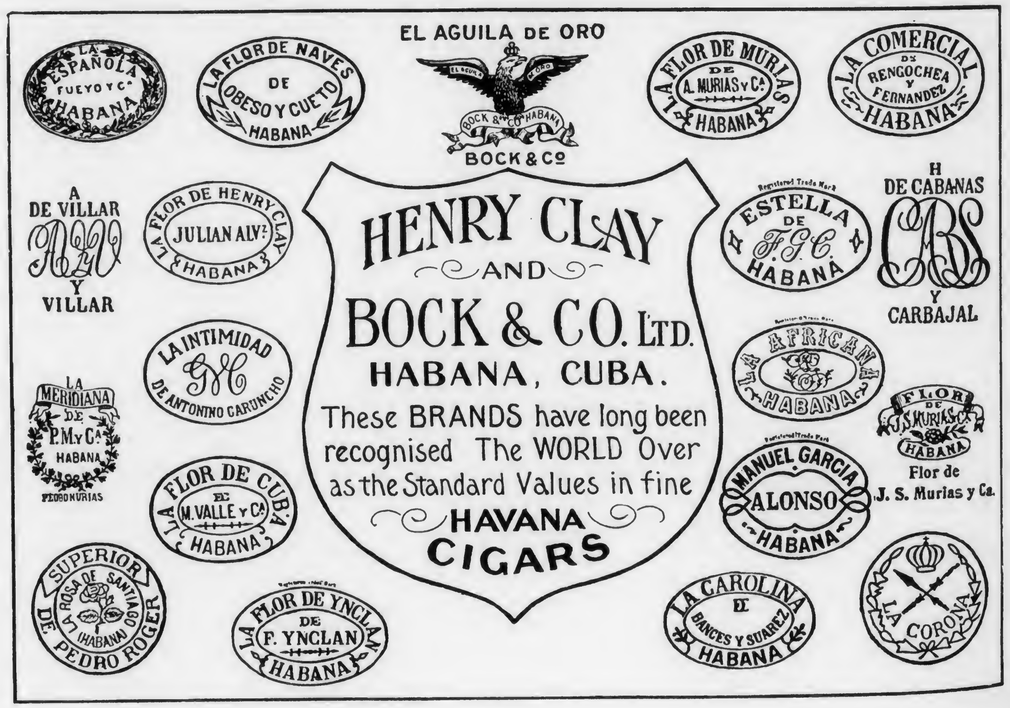

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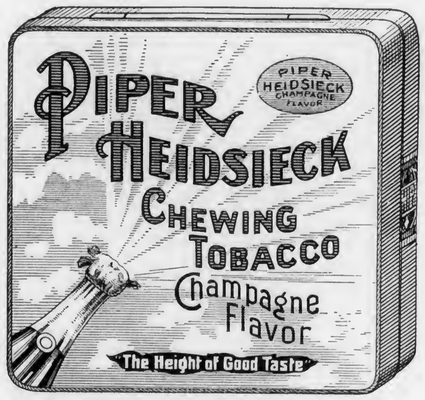

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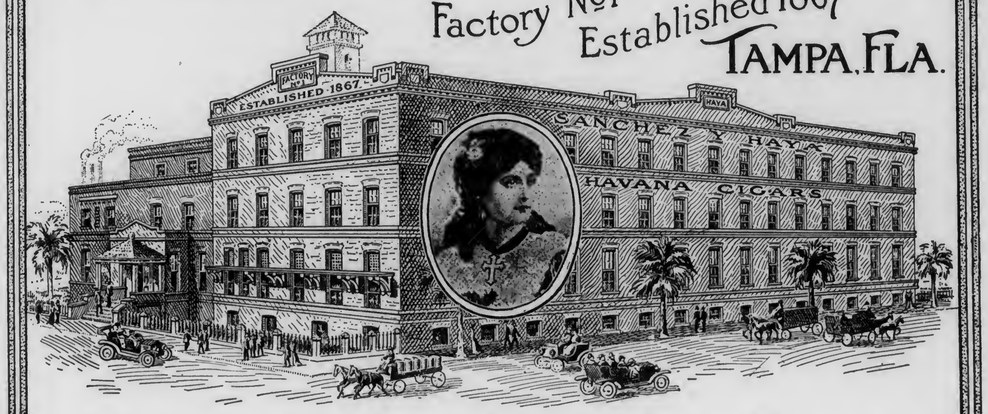

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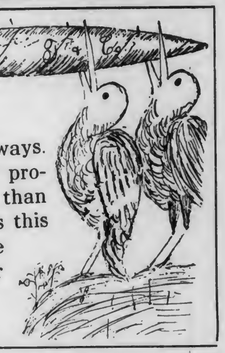

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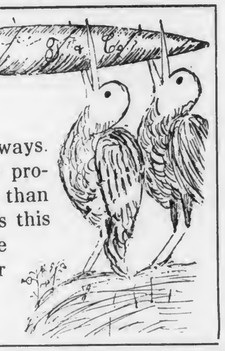

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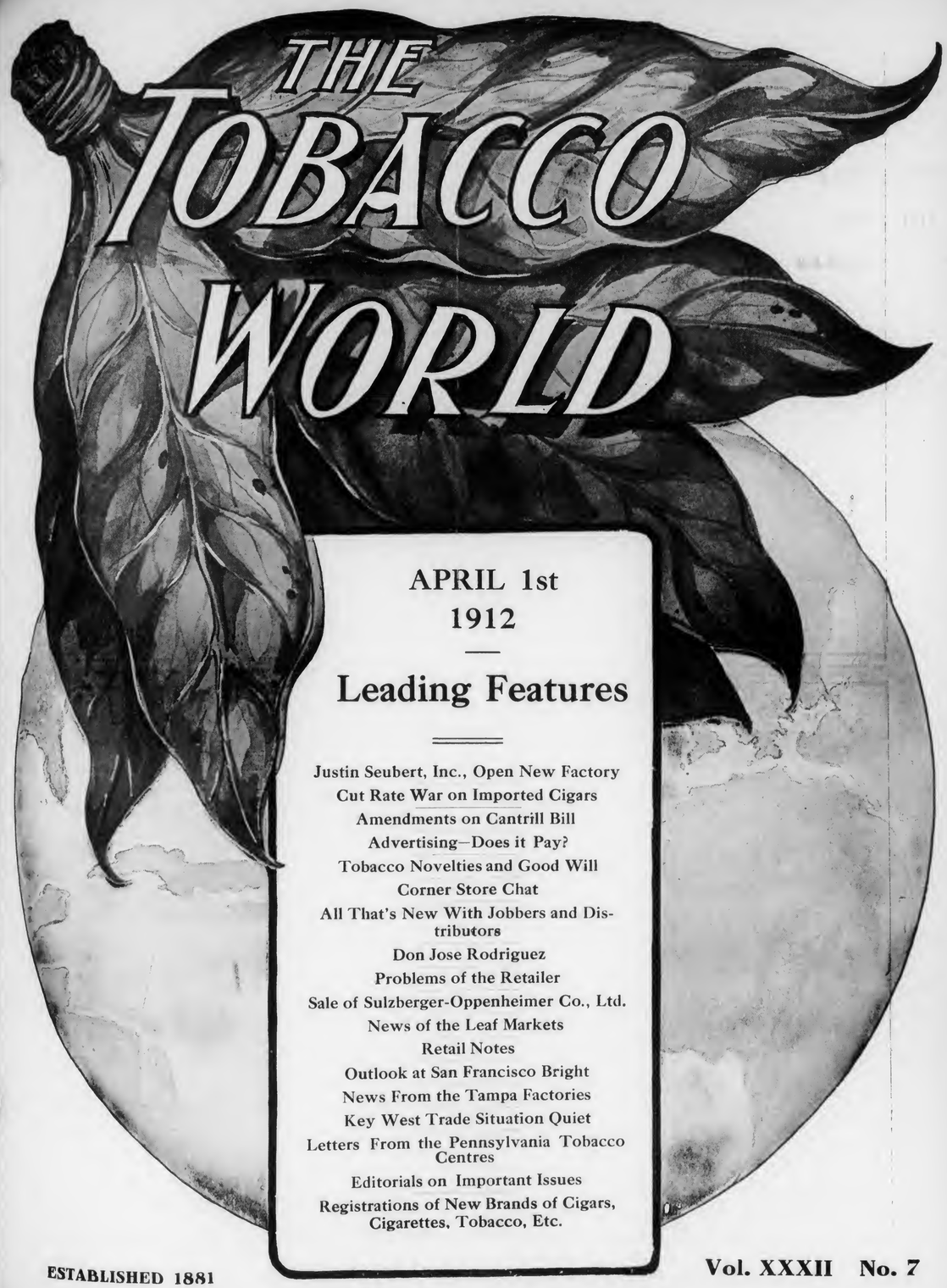

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MARCA INDEPENDIENTE POR LARRAÑAGA
Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.
"ELITE" F. Ry Ca HABANA
Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82-88 Wall St., New York
Sole Representative for United States and Canada.

Hunt Red Rabbits
In all Seasons
Fine stogie proposition for distributors.
PENN CIGAR COMPANY
2038-40 Bedford Ave. Pittsburgh, Pa.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Kings Club, Made in Tampa
HAND MADE Guaranteed FINEST HAVANA TOBACCO

FORTY SIZES. SOME NEW TO THE TRADE
CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ CIGAR
E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY WEST KEY WEST
THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

A Quality, Not a Quantity Journal

THE ordinary merchant's time is so well occupied and he is so absorbed in his business that he has a very limited time in which to scan his trade paper. Taking that into consideration "THE TOBACCO WORLD" is giving its readers a quality, and not a quantity magazine. We are building up an audience of readers who appreciate quality. brevity, authenticity and efficiency. When a busy man gets those qualities in his paper, he appreciates them. The special articles, letters and news stories, are all prepared with that end in view. If you are a busy man and are not a subscriber of ours, send in your $1.00 to-day to

THE TOBACCO WORLD, 102 South 12th Street, Philadelphia

and receive 24 copies of the best tobacco journal published.

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalled success. Honest goods, superb workmanship, excellency of character.

The New Sizes

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

NO %

added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

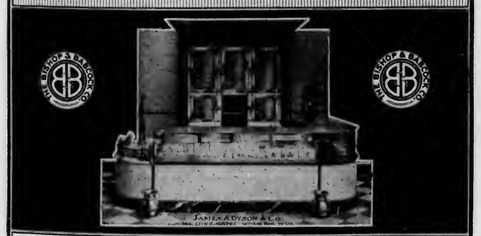
PROMPT DELIVERIES

CARLOS, FERNANDEZ & CO.

42 East 23d Street, New York

OFFICES AND WAREROOMS: MANILA—PORTO RICO

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

"Here's a Friend of Yours"

The

GIRARD Cigar

Sold only through dealers or *for* them.

Yes, we mean just that.

A consumer can buy only one box of *Girard* cigars from us. He must pay us the full retail price with no prize thrown in. And he must *mention his dealer's name.*

If you arrange to supply him you get your regular profit on this first sale of ours.

We make that sale for you.

More than that, the *Girard* is a cigar that sells and repeats.

It combines *mildness and full flavor in the same cigar.*

You know how unusual that is. You can easily understand why it has made a hit with a large class of "off-and-on" smokers; and turned them into regular customers.

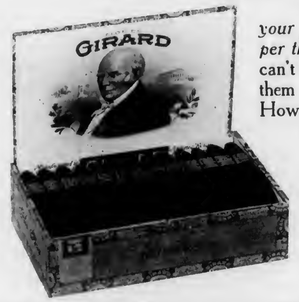
It will do this for *you.*

And the *Girard* is not only a good cigar. But we let the people know it.

Our strong, honest, persistent advertising in *The Saturday Evening Post* reaches millions of smokers regularly and sends some of them right into your store after *Girard* cigars.

3 standard sizes that retail at 10c. straight:

"Brokers" 5¼ inch Perfecto
"Mariners" 5⅜ inch Panatella
"Founders" 5 inch Blunt.



Get them from your jobber at $70 per thousand. If he can't supply you get them direct from us. How is your stock *today?*

Antonio Roig & Langsdorf

Philadelphia

Established 1871

To the Tobacco Trade-

Announcement

FROM the time the first package of Tuxedo Tobacco was put on the market, this company has never been able to fill Tuxedo orders promptly.

This condition has been the result of an enormous and constantly increasing demand for this brand of tobacco—a demand that it has been absolutely impossible for our manufacturing facilities to keep pace with—a demand created without advertising or special effort on our part—simply by the superiority of Tuxedo itself.

These facts are well-known to all dealers and to the trade generally.

It is therefore with great pleasure that we are able to announce that with tremendous increased facilities at our disposal, we can now, for the first time, handle all Tuxedo orders promptly.

Furthermore, these facilities now make it also possible for us to push Tuxedo as it deserves—to back up the dealer, as he deserves, with strong, constructive advertising.

We thank you for your past co-operation. We will appreciate your continued support of this most popular high grade tobacco and we can assure you that in the future, we will be able to take care of your business in a way much more satisfactory to you and ourselves.

Yours very truly,

R. A. Patterson Tob. Co.
STOCK OWNED BY THE AMERICAN TOBACCO CO.
Manufacturers of

PATTERSON'S Tuxedo TOBACCO

On the train, the other day,

I met a salesman who traveled from Chicago to the Pacific Coast in the interest of a certain cigar manufacturer. Because of the wide area this salesman covered he could see his customers not oftener than twice a year. Some of them he sees only once a year and some dealers he visits once—never again.

The manufacturer who hires that salesman could lighten the salesman's work and increase his efficiency by the use of the advertising pages of The Tobacco World. The World would hunt out some new dealers and jobbers really worth a visit; and in its twenty-four calls during the year, (to the salesman's one or two), if the manufacturer use the advertising space at all wisely, the salesman would develop an appreciation of the merits of his cigars impossible to create through infrequent, widely separated, personal visits.

The cost would be a fraction of the salesman's railroad fare.

THE TOBACCO WORLD

PHILADELPHIA

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR

5c. STRAIGHT

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

BARON DEKALB SEGARS

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bulldog by

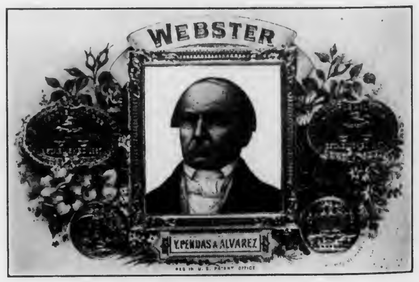
John W. Merriam & Co.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 PEARL ST., NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, APRIL 1, 1912. No. 7.

United Stores Strike Back In Imported Cigar Price War

Cut Well-Known 25 Cent Brands to 20 Cents in New York—Other Points Likely to Be Affected

NEW YORK, March 29.

ACCORDING to present indication the cutting of prices on imported cigars is here for a certainty. The initiative was taken by the Schulte stores where "Perfectos," formerly selling at 25 cents, were reduced to 20 cents and a similar reduction is to be made on "Puritanos."

Following the action of the Schulte stores the United Cigar Stores Co., on Thursday, March 28th, also broke into the game with a reduction to a price of 20 cents each on "Hoyo de Montrey," "Carolinas" and "Romeo y Julieta" perfectos.

For the present, these are the only sizes and brands which the United Stores will reduce, but an insider stated his belief that unless difficulties are speedily adjusted, the day of a quarter Havana Perfecto in the cut-price stores will be passed.

Inquiries from the manufacturers' representatives, whose goods are affected by the cut-price war, do not disclose any reason from that end, as to why a knife should have been applied, and it is generally understood that the Henry Clay Bock Co. have declared themselves as determined to protect the standard price on their goods. It is also certain that this action is not looked on favorably by the other manufacturers interested.

Although the present step has been under consideration for some time, it is said to have been precipitated by a Boston firm, which violated an agreement it held with three other importing houses.

These houses, which largely control the importing of cigars in this country, agreed to sell imported cigars to dealers in single orders of 10,000 cigars, at a profit of 2½ per cent. over cost price. Any smaller lots were to be sold at greatly increased prices.

One of the Boston firms is said to have violated this agreement, selling to clubs and small dealers on smaller orders at the same profit as had been agreed upon on the 10,000 cigar lots. Some of the clubs began to cut prices which precipitated the present action.

With the present general situation of trade conditions, the price-cutting war at this time is deplorable from every standpoint.

Prices Rule High at Third Inscription

AMSTERDAM, March 29.

At the third inscription here today competition was brisk. American buyers purchased more heavily than at the other inscriptions. The leaf, as a rule, was of a poorer quality, but this did not seem to materially affect the prices which ruled high. The following were some of the purchases: Messrs. E. Rosenwald & Bro., 500 bales; A. Cohn & Co., 549 bales; H. Duys & Co., 700 bales; M. F. Schneider, 160 bales; S. Rossin & Sons, 144 bales; Joseph Hirsch & Son, 100 bales; Hinsdale Smith & Co., 100 bales; and Pretzfeld & Co., 52 bales. It was stated that the American Cigar Co. purchased 400 bales and Otto Eisenlohr & Bro., 150 bales.

Justin Seubert, Inc., Open Factory in New York City

Labor Troubles at Syracuse Lead Manufacturers To Transfer Operations—Now Ready To Handle Business

FOLLOWING the prelonged strike at their factory in Syracuse, started last June, Justin Seubert, Inc., one of the leading up-state cigar manufacturers, have decided to practically abandon Syracuse as a manufacturing city, and locate their factory in New York City.

Several months ago their labor trouble prevented them from making sufficient cigars in Syracuse and they opened a small factory in Port Morris, at 749 E. 137th street, New York City, where they turned out quite some goods. During the last month they have leased the old Kaufman factory building at 444 E. 68th street, New York, and on Monday, March 18th, work was first started in the manufacture of cigars at this stand.

Justin Seubert, Jr., of the firm, stated that for the present the main offices of the business would continue to be located in Syracuse and that they would also do some stripping of tobacco at that point, but the manufacture of the cigars will be carried on in New York, and it is quite probable that ere long the entire business will be transferred to this city. Justin Seubert, Jr., will make his permanent headquarters in New York City.

The company are just adding several new sizes on their "Vicar" brand of broadleaf wrapped, Havana cigars, and this further rounds out their well known output, which also includes "Faraday," their clear Havana goods "Pickwick Club" and "Optimates." Their new factory, in New York, is known as No. 324, 3rd district.

Limit Amendment on Cantrill Bill Unchanged

ACCORDING to the latest report on the Cantrill bill, the Pennsylvania cigar manufacturers have lost their fight for raising the limit of cigars not subject to a revenue tax.

They sought an amendment to the bill, which was presented by Representative Griest, of the Lancaster district. The bill was reported out by the Senate Committee on Census with a number of changes, but the limit of 250,000 free cigars remains the same.

In giving their report the committee contended that since monthly reports are published, showing the acreage of tobacco planted and its condition up to and including its cutting, giving the manufacturer a clear idea of the quantity of unmanufactured tobacco unsold, there should also be published statistics, giving the amount of tobacco manufactured.

By the present method it is claimed that the planter never knows the quantity of manufactured tobacco and is at the mercy of the manufacturer, who knows just what amount of unsold tobacco is on hand. It was estimated that the cost of procuring the information would be approximately $10,000.

There were also a number of minor changes relating to the reports to be made and in several instances ambiguous sentences were made clearer.

"SOMETHING DIFFERENT"

Business Campaigns That Will "Walk"---For the Retailer, Wholesaler and Manufacturer

By J. B. JAMISON. **

Being an outline of systems through which big business houses are built. Any reader of THE TOBACCO WORLD, retailer, wholesaler or manufacturer, contemplating an expansion of his business, should consult this department, and may secure the personal services of Mr. Jamison for the direction of his campaign by a series of letters suited to his individual needs upon the payment of $2, *for which allowance will be given in new subscriptions to* THE TOBACCO WORLD, *or the extension of old subscriptions. Single letters of instruction* 50 *cents.*

Advertising plans and campaigns present very much the same vexatious problems and difficulties as beset the French Revolution, and money is wasted in the first as generously as blood was spilt in the latter, by incompetent men and methods. One Constitution after another was formulated, but none of them would "walk." Despair, indecision, lawlessness and terror reigned until the man with the Constitution that would "walk" arrived.

The plans I outline in this department will "walk." They have *brought home the goods and* are *doing the trick every day.*

J. B. JAMISON.**

IV.

Advertising—Does it Pay?

A PUZZLING matter for every retailer, jobber or manufacturer in any line of business is as to whether he is advertising properly or not, and whether it is paying him. And when he seems most at sea there are very few men upon whom he can call for opinions and advice, chiefly because there are no set standards for advertising. No two firms have the same conditions and problems, and it is often a matter of experimenting until the right method has been discovered and the desired results obtained. When that point has been reached it should be strictly adhered to.

The business man who merely advertises because his competitors do, and therefore looks upon it as a necessary evil, most assuredly will tell you it doesn't pay. He simply makes a stab at it, like a woman playing the ponies, and usually is just as successful. His rivals who exercise thought and intelligence in their advertising soon outstrip him.

The most important point to be remembered by the man who advertises is as to what advantage he may have over his competitors in regard to location, facilities of operation, goods, etc. With a few exceptions every business has some sort of individuality which gives it an advantage. In other words, the merchant should learn the strongest factors in his business, construct his policy from them and constantly use them in his advertising.

He should stick to this program as much as possible, for jumping around from one scheme to another is not good advertising. In the long run it will bring small results. The man who takes a flyer in anything generally meets with the fate of our earliest aviators. It doesn't pay. Get in to stay and stick, or stay out.

A short time ago a young man with ideas left an extremely conservative firm to go with another concern which appeared to be more progressive. He wrote an ad, which from an artistic and argumentative standpoint was unexcelled. He showed it to his new superior. "Oh, that will never do," he exclaimed. "We tried that argument at one time and didn't receive an answer."

This firm, since that time had been floundering around in a state of unrest and doubtful decision in regard to their advertising, jumping from one idea to another before any of them had been thoroughly tested. Many concerns are doing that very thing now, and then complain that "Advertising doesn't pay." Of course it doesn't, not when done in that slipshod manner. That young man then and there asked permission to have "a plain talk" with his employer. It was granted, and after the subject was thoroughly discussed, he was allowed to use his method, which was admitted as being feasible.

He started on his campaign with a determination "to pound them." He used an attractive cut in the upper left-hand corner of the ad, one which had, at intermittent periods, been used in previous advertising. The results for a time were scarcely noticeable, but in six months the volume of replies pouring in testified to the efficacy of his artistic, well-put ads. As one customer put it, "It was indeed a pleasure to read your advertisement. I looked for it each month."

In this instance this business man became discouraged because, after a few insertions, his ad did not produce apparent results.

Good, careful, well prepared advertising of the steady, "never let up" sort will surely win. The usual business man expresses a poor opinion of another who uses no system in his methods, yet he does precisely the same thing in his advertising.

One extremely important factor is the selection of your advertising mediums. If it is a trade journal, see to it that it is not of the waste-basket variety. Many of them are crammed with miscellaneous articles, most of them uninteresting and not pertaining particularly to the trade, so much so in fact that the subscriber after a few perfunctory attempts to peruse the news matter, throws the paper aside. His time is limited and he refuses to wade through column after column of trash to find the real news.

Find out whether the journal is widely read. The circulation plays an important part, but what you desire, first of all is, to place your ad in the hands of prospective buyers, that class of business men which is on the alert for something new, a class which buys largely.

If it is anywhere that individuality counts it is in publicity methods. There are some business men and houses in this country whose individuality is so pronounced that they are known from Maine to California. The methods of such well-known advertisers can be studied to advantage.

Another factor is being absolutely truthful. Not very many years ago a cigar was a cigar. Today the buyer asks for this or that cigar. He knows values, too, and can tell you whether the manufacturer has used shorts or long filler and if any other than the represented tobacco has been used. Of course there are still men who do not know the difference between the cheapest domestic and a good Havana cigar, but they are in the minority and are not the heavy tobacco consumers.

My advice to every advertiser in every line of business is to study human nature. My contention is that without this knowledge of human nature no man can become entirely proficient in the art of advertising. This is something no correspondence school in the world can instil in one. Don't allow yourself to overlook this sympathy thing, because it is a valuable asset if properly employed. Inject a little personality in your ads, but do not overdo it.

Satisfy yourself that your publicity department is being properly looked after. Eliminate the element of chance. Don't spend hundreds, perhaps thousands of dollars upon advertising, then place it in the hands of one of your men who knows nothing about the subject and, who, because of other duties has very little time to spend upon it. Don't clip an ad out of a paper of a year ago, perhaps one which is elaborately gotten up and occupies half a page and turn it over to the solicitor with instructions to "do the best he can with it," in an eighth page ad.

When one glances over the many trade publications and magazines he cannot help but believe that there is an appalling amount of advertising which is a rank waste of money. A prominent advertising man said recently, "Personally I believe there is more slip-shod, inconsistent, reckless, unintelligent, unconvincing, bone-headed, non-producing, unreliable, ill-advised and absolutely harmful advertising being done than ever before."

He further stated that the merchant who does no advertising at all is far better off than he who does it in the wrong way. "I would rather," he said, "depend on my window displays, on personal solicitations, on the personal following of my sales force and other familiar agencies for business."

Do you have the right man writing your ads—are you doing it right yourself? Do you wait until the last minute and then turn in any old thing just to fill space? Are you convinced that your advertising is good? Are the cuts good or are they battered up wrecks which should have seen the scrap heap long ago? Are you promising things on which you cannot make good? Are you blowing your own horn strong enough? Are you spending enough money on your advertising? Until you answer these questions and in a satisfactory manner, you will not get the desired results.

Last, but not least, do not cut down the advertising appropriation when business gets a little duller than usual. When business becomes dull, your advertising should be increased. Prosperity will come. The way to advertise is to advertise all the time. Make every ad the best of its kind that you can write, put it in a good medium and then when your business friends ask you, "Does advertising pay?" you can answer them in an emphatic affirmative way.

Tobacco Novelties and Good Will

TOBACCO novelties as a medium for personal appeal are being used to a larger extent than ever before. This was illustrated recently in the case of a Western firm introducing their product. It was a comparatively easy matter to get firms to use their goods, but it was practically impossible to be sure that they would be continued in use.

It remained for a wise specialty advertising expert to point out to this concern that what was necessary in addition to introducing their goods to prospective customers, and getting them to try them, was the securing of their good will. In other words, it was necessary to protect their ground so that when it was time to place another order their product would be specified. The specialty advertising expert further pointed out that the average man back of the purchasing agent would resent an offer of a deliberate bribe, but was susceptible to an adroit personal appeal.

So a small tobacco pouch of undressed calfskin was selected as the medium for making this personal appeal. The wonderful success which followed testifies to the effectiveness of such methods of securing the much-desired goodwill.

The salesman in the course of his talk with the manager of the firm visited would ask for his initials and home address. He explained his reason for the request by stating that the "house" was distributing a few souvenirs and he was anxious to have his best customers and future customers share in the distribution. The pouches were mailed along with a letter of greeting from the house, which, of course, called attention to the excellence of their goods.

This method not only put the salesman on a friendly footing with the managers, but it gave the concern a mailing list. From time to time they sent data and statements of tests made upon their goods.

The pouch selected was of a good quality leather and carried an advertisement on both sides. The majority of business men nowadays smoke a pipe, if not in the office at least at home, and this distinctive little souvenir was welcomed everywhere.

The actual cost of the pouches was but a trifle as compared with their great "good-will power." The experience of this house is an example of what can be done by every enterprising concern. By the aid of judiciously selected souvenirs and salesmen, who never overlook the important consideration of impressing the prospective customer with the superior points of the goods, a firm places itself in the position where it does not have to go over the same old battlefield in securing re-orders.

So very many business men smoke that tobacco novelties are especially adapted for souvenirs. Another house recently used a pocket lighter for this work, although as a rule the average concern does not care to spend so much on the venture. Cigar cutters, cigar and cigarette cases, match boxes, match scratchers, cigar and cigarette holders, ash trays and dozens of other novelties of this variety are being used more extensively than ever.

Something quite elaborate in this line is being introduced by a Chicago novelty firm. It is a combined cigar case, humidor and advertising display stand. It is made of oxidized metal, the humidor consisting of two metal pans, with a perforated cloth between. Water flows by capillary attraction from one pan to the other and back again, and in that fashion provides the right amount of moisture. The humidor is hidden from sight by the display card which covers the entire front. That firm is now introducing their new novelty to the tobacco manufacturers and jobbers of the country.

Some enterprising cigar and cigarette manufacturers have been distributing really beautiful electric light chandeliers of colored glass. The name of the maker's brand blazes forth on each customer as he enters the store. To any man who is hesitant on what brand to try this lighted chandelier is very apt to "speak the final word" and clinch the sale. This is a particularly fine stroke of publicity advertising.

all that's new with JOBBERS and DISTRIBUTORS

Enelow Cigar Co., Introducing "Crackerjacks" Stogie

A NEW brand of stogies is about to be put on the market by the Enelow Cigar Company, under the title "Crackerjacks." They will be offered in the 2 for 5-cent and 3 for 5-cent sizes, and be put up in attractive packages. The Enelow factory, at 48 Miller street, Pittsburgh, has been kept quite busy turning out the famous "Zig Zag" stogies, which are being sold through the active work of J. A. Adams, general sales agent. Mr. Adams is about to start for the West, and will go as far as Milwaukee.

John T. Stier & Son to Make N. A. R. D. Line

John T. Stier & Son, of Louisville, Ky., have secured a contract from the Peter-Neat-Richardson Drug Company, of Louisville, for the manufacture of a special line of N. A. R. D. goods, a national brand taking its name from the National Association of Retail Druggists and marketed in Louisville exclusively through the Peter-Neat-Richardson concern. Mr. Stier proposes to put unusual quality in the N. A. R. D. stock and probably will soon be able to boast of a popular-priced special which possesses prestige in its field equal to that of the "Quail."

Brooklyn Jobbers Bankrupt

Leo Schwager & Co., an old and well-known jobbing retail cigar firm of 325 Washington street, Brooklyn, filed a petition in bankruptcy on Saturday, March 16th. The liabilities were reported to be $26,240, of which $9,819 are unsecured claims. The assets were stated to be $15,099. The matter was referred by the judge to the referee, Robert T. Tilney.

A. V. Johnson Buys Retail Store

One of the best known cigar distributors of Lincoln, Neb., A. V. Johnson, has purchased the James J. Kelly cigar stock at 141 South 13th street. Richard Wainwright, of that city, has been engaged to take over the active management of the store.

Herman Hyneman Retires

It was announced recently that Herman Hyneman, who has been the Pacific Coast distributor for the American Tobacco Company, will retire permanently from business owing to his ill health.

Mr. Hyneman has been taking an important part in the Far West tobacco trade for years and directed the policy of distribution of the American Tobacco Company's products. He was advised by his physician to take a long rest and will give up all business activities.

To Handle "Owl" Cigars

The Metropolitan Cigar Company of Denver, prominent jobbers, have taken on the "Owl" cigar of the United Cigar Manufacturers' Company.

J. P. Mericle to Sell "Reynaldo"

Jay P. Mericle, wholesale tobacconist and jobber, who succeeded to the business of E. A. Lowell, at 410 Main street, East Rochester, N. Y., has just taken on the "Reynaldo" brand, of Luckett, Luchs & Lipscomb. He will handle this cigar in three sizes. John Barrett, formerly a salesman in the cigar and tobacco department of Brewster, Gordon & Co., and Frank Maas, formerly employed at the Hub cigar store, are now identified in the capacity of salesmen with Mr. Mericle.

Southern Cigar Co. Gets New Account

The Southern Cigar Company, of New Orleans, has secured the jobbing rights for the "Hernan Cortez" cigars and is doing an excellent business in them.

W. A. Beck Takes on "Nemo" Cigar

W. A. Beck, cigar jobber, of Denver, Col., has taken on the "Nemo" cigar, of the Neumann & Mayer Co., and is well pleased with the way the brand duplicates. He is featuring other brands of this same factory.

Missouri "Houn'" Cigar Out

The Holmes-Dakin Cigar Company, of Hannibal, Missouri, have introduced a new brand of cigars, the "Missouri Houn'" cigar. Truly that poor hound is being worked to a frazzle.

Woods & Bray Secure New Account

Woods & Bray, the well-known Indianapolis jobbers, have secured the Banner cigar account for the State of Indiana. For so young a house they are showing good results.

Simon Shissler to Handle "Graham Courtneys"

Simon Shissler has taken the distributing agency for the "Graham Courtney" clear Havana cigar, of Acker, Merrall & Condit Co., New York. This is a very popular piece of ten-cent goods and Mr. Shissler proposes that it shall be thoroughly introduced in this city.

The Hunt-Hawes Grocery Co., Fort Worth, Texas, suffered a $75,000 loss by a fire in their plant on the 19th ult. The flames were subdued before the building had been totally destroyed but the damage was caused by smoke and water. The company are jobbers, also, of cigars and tobacco.

The Campbell-Lakin Cigar Company, of Portland, Ore., will move about April 1, from their present quarters at 325 Davis street, to 384 East Stark street, that city. They have been at the Davis street address over three years.

The Dingman-Evans Co., of Tacoma and Portland, have closed their Seattle branch. The trade in that city will be handled hereafter from the Tacoma store.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

WHEREVER the sun shines and women use a needle, it is said that you will find a sewing-machine with the "Singer" label upon it. On the other hand, it is safe to say, that in whatever part of the world men congregate, in their clubs, or elsewhere, and smoke cigars, you are very apt to find a Havana Perfecto with the "Romeo y Julieta" label upon it.

DON JOSE RODRIGUEZ

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Some thirty years ago he landed in Cuba from Spain, a lad about 15 years of age, proud, of Castilian birth, but like many of the descendants of the old Spanish families, impoverished. Don Pepin was not the least bit afraid of work and he quickly secured himself a position in a cigar factory and commenced to learn the manufacture of cigars, in every minute detail. His perseverance and sagacity pushed him forward steadily, until he finally became a partner with the late Don Leopoldo Carbajal, then the principal owner of the famous "Hijas de Cabanas y Carvajal" factory. Eventually this factory was sold to the Henry Clay & Bock & Co., Ltd., branch of the American Tobacco Company, and for a time Don Pepin remained a director. He quickly felt, however, that his energies were somewhat cramped under the new conditions, and looking around for an opening to suit him, he ascertained that he could acquire the old "Romeo y Julieta" factory at a comparatively low figure. At this time, however, it might be stated that this brand had no importance whatsoever.

The firm of Rodriguez, Arguelles & Co. was formed and the managing owner started in with a will to manufacture the best cigars which brains, skill and money could produce, with the result, that today no one will dispute for a moment the fact that the "Romeo y Julieta" brand is probably one, if not the best known brand of cigars coming out of the island with a reputation unsurpassed.

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He is a member of all the leading social clubs of Havana, as well as deeply interested in the civic progress of the city and the general welfare of his adopted country. He is a lover of out-of-doors sports, an enthusiastic golfer and backs up his enthusiasm with an open pocketbook.

Only recently Don Pepin contributed $5000 to the Havana Realty Club to assist in the construction of some fine golf links between Marianao and the beach.

He has watched the construction of these links with intense interest and he has induced several of the leading foreign amateur golfers of distinction to assist in the construction of them.

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all that's new with JOBBERS and DISTRIBUTORS

Enelow Cigar Co., Introducing "Crackerjacks" Stogie

A NEW brand of stogies is about to be put on the market by the Enelow Cigar Company, under the title "Crackerjacks." They will be offered in the 2 for 5-cent and 3 for 5-cent sizes, and be put up in attractive packages. The Enelow factory, at 48 Miller street, Pittsburgh, has been kept quite busy turning out the famous "Zig Zag" stogies, which are being sold through the active work of J. A. Adams, general sales agent. Mr. Adams is about to start for the West, and will go as far as Milwaukee.

John T. Stier & Son to Make N. A. R. D. Line

John T. Stier & Son, of Louisville, Ky., have secured a contract from the Peter-Neat-Richardson Drug Company, of Louisville, for the manufacture of a special line of N. A. R. D. goods, a national brand taking its name from the National Association of Retail Druggists and marketed in Louisville exclusively through the Peter-Neat-Richardson concern. Mr. Stier proposes to put unusual quality in the N. A. R. D. stock and probably will soon be able to boast of a popular-priced special which possesses prestige in its field equal to that of the "Quail."

Brooklyn Jobbers Bankrupt

Leo Schwager & Co., an old and well-known jobbing retail cigar firm of 325 Washington street, Brooklyn, filed a petition in bankruptcy on Saturday, March 16th. The liabilities were reported to be $26,240, of which $9,819 are unsecured claims. The assets were stated to be $15,099. The matter was referred by the judge to the referee, Robert T. Tilney.

A. V. Johnson Buys Retail Store

One of the best known cigar distributors of Lincoln, Neb., A. V. Johnson, has purchased the James J. Kelly cigar stock at 141 South 13th street. Richard Wainwright, of that city, has been engaged to take over the active management of the store.

Herman Hyneman Retires

It was announced recently that Herman Hyneman, who has been the Pacific Coast distributor for the American Tobacco Company, will retire permanently from business owing to his ill health.

Mr. Hyneman has been taking an important part in the Far West tobacco trade for years and directed the policy of distribution of the American Tobacco Company's products. He was advised by his physician to take a long rest and will give up all business activities.

To Handle "Owl" Cigars

The Metropolitan Cigar Company of Denver, prominent jobbers, have taken on the "Owl" cigar of the United Cigar Manufacturers' Company.

J. P. Mericle to Sell "Reynaldo"

Jay P. Mericle, wholesale tobacconist and jobber, who succeeded to the business of E. A. Lowell, at 410 Main street, East Rochester, N. Y., has just taken on the "Reynaldo" brand, of Luckett, Luchs & Lipscomb. He will handle this cigar in three sizes. John Barrett, formerly a salesman in the cigar and tobacco department of Brewster, Gordon & Co., and Frank Maas, formerly employed at the Hub cigar store, are now identified in the capacity of salesmen with Mr. Mericle.

Southern Cigar Co. Gets New Account

The Southern Cigar Company, of New Orleans, has secured the jobbing rights for the "Hernan Cortez" cigars and is doing an excellent business in them.

W. A. Beck Takes on "Nemo" Cigar

W. A. Beck, cigar jobber, of Denver, Col., has taken on the "Nemo" cigar, of the Neumann & Mayer Co., and is well pleased with the way the brand duplicates. He is featuring other brands of this same factory.

Missouri "Houn'" Cigar Out

The Holmes-Dakin Cigar Company, of Hannibal, Missouri, have introduced a new brand of cigars, the "Missouri Houn'" cigar. Truly that poor hound is being worked to a frazzle.

Woods & Bray Secure New Account

Woods & Bray, the well-known Indianapolis jobbers, have secured the Banner cigar account for the State of Indiana. For so young a house they are showing good results.

Simon Shissler to Handle "Graham Courtneys"

Simon Shissler has taken the distributing agency for the "Graham Courtney" clear Havana cigar, of Acker, Merrall & Condit Co., New York. This is a very popular piece of ten-cent goods and Mr. Shissler proposes that it shall be thoroughly introduced in this city.

The Hunt-Hawes Grocery Co., Fort Worth, Texas, suffered a $75,000 loss by a fire in their plant on the 19th ult. The flames were subdued before the building had been totally destroyed but the damage was caused by smoke and water. The company are jobbers, also, of cigars and tobacco.

The Campbell-Lakin Cigar Company, of Portland, Ore., will move about April 1, from their present quarters at 325 Davis street, to 384 East Stark street, that city. They have been at the Davis street address over three years.

The Dingman-Evans Co., of Tacoma and Portland, have closed their Seattle branch. The trade in that city will be handled hereafter from the Tacoma store.

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A BRIGHT young cigar man in Cleveland has the misfortune, or otherwise, to be deeply in love with a lass who lives in Chicago, and I learn confidentially that the date has been set.

Last Saturday it appears that he intended to run on to Chicago to spend the week end, but on second thought he decided that he would save money on account of the approaching expense of the wedding and send a little love message over the 'phone. He secured his number in Chicago all right and the long-distance cooing over the wire commenced. At the end of about thirty minutes of explanation, affection and exclamation, his sweetheart in Chicago heard a loud burst of laughter in Cleveland. "What's the joke?" she demanded. "Nothing," was the response, "only I have talked up the price of a round trip to Chicago, and here goes for a few minutes more."

"Hang up, dearie, and write me," she replied.

"No," said he, "I shall give the telephone company the price of the sleeping berths before I quit."

In a few minutes she asked, "Have you worked out the berths now?"

"Yes," was the game lad's reply, "I have paid for the berths, and now, darling, just one minute more."

"What is that for?" she queried. "The porter's tips," was the mellow reply, simultaneously with the click of the receiver.

* * *

I was enjoying a smoke in a Chestnut street store the other day, when a very amusing thing happened. Two cronies, evidently well known to the man behind the counter, sauntered in, rather the worse for—well, it wasn't water, anyway.

"Say, Bill," said the first to the proprietor, "let us have two 'perfectos.' Ed, here, and I have made a bet. When it's settled, the one who loses will come in and pay you."

The deal was made and the chums, after lighting up, started for the door. "Oh, by the way, Bill," said Ed, "we forgot to tell you what the bet was on. Charles says the Athletics are going to occupy Shibe Park for the next 25 years. I claim they won't."

Bill is now speculating as to whether it is advisable to wait 25 years to collect a bill for 50 cents.

* * *

He was one of those inquisitive old busybodies who are incessantly looking for trouble, and usually find it. He was especially interested in the working man and lost no opportunity to hand out advice to him when the occasion arose.

One morning as he was taking his customary stroll he noticed a plasterer busy mixing his lime. In his mouth was a short, black "Mick." Walking up to him, he said, "Do you know, my friend, that half the cases of cancer are caused by people smoking those foul, dirty, short, black clay pipes?"

The horny-handed son of toil turned around from his work, glared at his interlocutor a moment, then replied, "Yes, and do you know, Guv'nor, that 'alf of the black eyes in this world is caused by folks not mindin' their own business?"

* * *

A TRAVELING man who stutters recently related the following story: He had spent all afternoon trying to get a grouchy business man interested in his goods. This man had taken particular trouble to impress on the salesman his insignificance, and naturally the salesman had made little headway.

As the traveling man was locking up his grip, preparatory to his leaving, the grouch was impolite enough to remark in the presence of his clerks: "You must find that impediment in your speech very inconvenient at times."

"Oh, n-no," replied the salesman. "Every one has his p-peculiarity. S-stammering is mine. What's y-yours?"

"I am not aware that I have any," replied the merchant.

"D-d you stir y-your coffee with your r-right hand?" asked the salesman.

"Why, yes, of course," replied the merchant, a bit puzzled.

"W-well," said the salesman, "t-that's your p-peculiarity. Most p-people use a t-teaspoon."

This salesman, in relating the story afterwards, remarked, "I don't b-believe in trying much of that stuff on p-people, but this f-fellow was so confounded disagreeable that I think I was justified."

* * *

Waterbury, Conn., claims the distinction of having the only woman in New England, who owns, manages and manufactures cigars. This is Mrs. J. M. Moss, a widow, who has managed the business, in that city, since the death of her husband, seven years ago.

"I had learned a number of things about cigars when my husband was living, and felt sure that if I kept up the quality of the cigar, it would continue to sell," said Mrs. Moss, recently. "I kept the books and knew all about the accounts."

At the time of her husband's death, he was employing two men. Mrs. Moss doubled her force when she took charge and within a year had increased the number to ten. She has encountered considerable difficulty, having been compelled to bring lawsuits against several concerns, infringing on her label, but she has brought them all to a successful conclusion, as her present large trade testifies.

* * *

The good die young. It's always the fellows who used whiskey and tobacco all their lives who live to be a hundred.

THE ONLOOKER.

THE TOBACCO WORLD

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CIGAR MANUFACTURERS' ASSOCIATON OF AMERICA

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A. M. JENKINSON, Pittsburgh, Pa. . . . . Vice-President
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No one will gainsay the fact that a zealous man with a hobby is likely to prove dangerous, especially, if added to his zeal, there is a lack of clear comprehension of existing conditions.

The Hughes Postal Report.

The Postmaster-General of the United States is an enthusiastic young fellow who has decided on his own account that the Post Office system of this country shall be run at a profit, even if he has to impose a certain amount of indirect taxation upon the people. To attack national education is to attack the ethics of the nation, and if the Hughes Postal Commission recommendations are accepted by Congress itself, it is apparent to every well-informed publisher that hundreds, if not thousands, of valuable educational publications must either suspend or force their needy readers to pay an additional tax to the government in the form of increased postage.

Take THE TOBACCO WORLD for instance, which weighs about a pound per issue. It is mailed to the trade 24 times a year at a cost of 24 cents for carriage. If second-class postage is increased to 2 cents per pound, it will inevitably lead to an increase of the price of subscription for a sufficient amount to cover this added cost of manufacture and delivery.

Mark this. There is not a publication printed in the United States today, which could, for a moment, be issued to its readers for the price paid for subscription alone. The actual manufacture and delivery of a publication such as ours costs the publishers $2.04 per year. We sell it for one dollar per year.

Our country has grown great because of broad thinking men, who have been in control of our national departments.

The action whereby the present Postmaster-General places our publications on the basis with potatoes as freight, and which results in a delay in the delivery of a publication from four to five days, is in our estimation, a dangerous sign and one which should warrant us in seriously considering whether a change of management would not be expedient.

Figures in themselves mean little, but to the student of trade conditions they always disclose much of interest.

Our Industry Ranks Tenth

The reports issued last week by Director Durand, of the Bureau of the Census, relating to the importance of the leading manufacturing industries have attracted much attention.

Only industries having a gross value of products of $100,000,000 or more during the year 1909 were considered. The manufacture of tobacco and cigars is rated as the tenth of importance in the United States in so far as the average of wages is concerned; 166,810 wage earners drawing their living from this industry.

During the year 1909 the value of the manufactured products of tobacco, cigars, cigarettes, etc., was computed to reach the tremendous total of $416,695,000 showing an increase in a decade of fifty-eight per cent. flat in the value of the goods produced. This seems stupendous on its face, but as a matter of fact the tobacco and cigar industry has not increased with anything like the proportion that other industries have.

The metal trade, oil, cotton, and knit goods all show very much greater proportioned increases than our own industry.

The growth, however, has been healthy and there is no cause to worry about the general future of the industry at large.

Another interesting lot of figures issued by the Department of Commerce and Labor on the same date, indicates an increase in the export of tobacco from the United States as being well-maintained.

On the verge of what promises to be a disastrous cut-price war on imported cigars, those who are about to engage in it, would do well to pause and consider the possible consequences.

That Cut Price War on Imported Cigars

The reputable imported cigar has been about the only class which has not been, at sometime or other, cut to death by bargain-makers. For this reason, there has always been a certain dignity, prestige, as well as profit, in handling the well-known imported brands.

In face of the fact that the percentage of profit to the retailer in selling imported cigars is not as large as it is on the average domestic cigar, whether it be clear Havana or seed Havana, we now find a disposition among certain factors in the trade, to shave the margin closer than ever. We cannot see that any ultimate good will came to anyone from cutting down the small profit they are now obtaining.

True, it may move more cigars to the consumer, but as soon as the price cannot be maintained at the cut-rate level, the consumer, who has been wooed from other brands, will be quick to return to them.

Argument is advanced by a prominent New York chain-store man that the reason more imported cigars were not sold at retail, was the fact that they moved too slowly to be kept in proper condition. This is a sophistical argument and will deceive no one.

If a cigar merchant thinks enough of his business to keep his stock well preserved, he will have no difficulty in maintaining his imported lines in the best condition.

It is the hope of those who have the best interests of imported cigars at heart, that the threatened war will fizzle out before it gets under way.

JOHN BREITWEISER AND SONS

The Breitweisers of Buffalo

FIFTY years ago, John Breitweiser and his two brothers commenced the manufacture of cigars in a modest way in a little shop in Buffalo, N. Y., under the firm name of H. & J. Breitweiser. Today at the corner of Washington street and Mohawk street, with a double frontage on Washington street, 477 and 479, stands a fine, modern, four-story store and factory building and the sign over the door is unchanged after a half century. Although two of the original firm have joined the Great Majority, John Breitweiser, one of the founders is yet the active head of the close corporation which conducts the business and with his three sons, who are officers of the company, they are celebrating this year their Golden Jubilee.

The Breitweiser product includes such leading goods as "My Own Brand," which is rated as one of the oldest brands of 3 for 25 cents cigars in America, and sells at the rate of a million a year; "Our Taste," which is their highest-priced cigar made in six sizes from 10 cents to 25 cents, and a splendid piece of goods both as to workmanship and quality; "Princess," "Commercial," and several other 10-cent brands as well as their standard "5 Penny Weight," "Mohawk" and "Seal of Buffalo," in 5-cent goods. They have manufactured cigar clippings for over forty years and this is also an important branch of their business.

We have pleasure in reproducing herewith a portrait of the two generations in the business, which includes John Breitweiser, president and treasurer of the company, and his three sons, two of whom Harvey J., and J. Roscoe Clay Breitweiser are respectively vice-president and secretary of the company.

Although their entire business life has been spent in Buffalo, this company and its goods are favorably and widely known all over the United States, and it is almost needless to add that wherever they are known the makers and their wares are deeply respected.

Frank M. Garcia, Inc., Make "Prince Richards"

During the past week, F. M. Garcia, who was a former partner in the Porto Rican cigar firm of Alvarez & Garcia, opened a new factory at 128 Water street, New York, where he will devote himself to the manufacture of clear Havana goods. Mr. Garcia has several brands under consideration, but, for the present, will feature "Prince Richard" as his leader.

The new concern has obtained a charter under the corporate name of Frank M. Garcia, Inc.

J. Weissberger has opened a cigar store at 1315 Boston Road, Bronx. This is an up-to-date store.

Tampa Co-operative Cigar Co. Opens New York Office

During the past two weeks, The Tampa Co-operative Cigar Co., makers of clear Havana cigars, whose factory is in Tampa, has established a New York office at 23 Duane street. Their leading brand is the "Quevedo" cigar, on which they have already taken a number of large orders in Brooklyn. They are planning to open a branch office in Chicago very shortly.

The stock of Porto Rico cigars belonging to Alvarez & Garcia, 27 William street, New York, who failed last month, were sold at a receiver's auction sale on Wednesday, March 27th. This winds up the assets of this company.

Sale of Sulzberger-Oppenheimer Co., Ltd.

Purchase of Company Gives Theobald & Oppenheimer Several Valuable Brands

ONE of the most important announcements of the past fortnight is that the Theobald & Oppenheimer Company, a subsidiary of the United Cigar Manufacturing Company, has purchased the entire business, trade-marks, brands and good will of the Sulzberger-Oppenheimer Co., Ltd., Philadelphia.

Since the death of his partner, Mr. Oppenheimer, on March 6, Mr. Sulzberger has been arranging the amalgamation although it is understood it has been under consideration for some time. The stockholders of the United Cigar Manufacturing Company provided for the sale out of an issue of new stock recently, which amounted to $5,000,000.

This purchase gives the Theobald & Oppenheimer Co. a number of valuable brands and trade-marks, including among others, the splendid leader, "Campanello," which has long been recognized as one of the most desirable pieces of goods in broadleaf wrapped Havana cigars coming out of Philadelphia. Some of the other well-known cigars, "Lord Curzon," "Ben Rush," "Latona," and "Delores" are of such high standing among the centres of distribution that they need no comment here.

The factory force of the company is now hard at work taking an account of stock preparatory to the formal transfer which is to be made as soon as possible. It is understood that the old employes and connections of the company will be retained.

H. J. SCHWAB, one of Dayton, Ohio's best known cigar merchants, stopped off in Philadelphia, during the past week, and called at the factory of Antonio Roig & Langsdorf. Mr. Schwab was returning from a two months' sojourn in Florida and halted in Philadelphia long enough to renew a lifelong acquaintanceship with the "Roig" factory, and also, to bring the good news that not only the "Roig" cigars, but also their new "Girards" are selling as never before, from his Dayton store. The sale on "Girards" has tripled within the past two months.

J. R. Vetterlein, of the cigar manufacturing firm of Vetterlein Bros., returned from a trip through the South on which he conferred with the leading jobbers and distributers of the "Saboroso" and other cigars that have made the Vetterlein factory famous from coast to coast.

Jacob Loeb Langsdorf and Jacob L. Krauss have just completed a quick trip through Pittsburgh and Cleveland in the interest of Roig & Langsdorf "Girard" cigar. They called on the distributers in that territory and found that "Girards" are selling briskly.

United Company Purchases Waterbury Store

THE United Cigar Stores Company, on March 19, purchased the lease and stock of the drug store of James W. Cone, of Waterbury, Conn. The location, West Main street and Exchange Place, is considered one of the very best, it having a frontage on two of the busiest streets of the city. Mr. Cone will continue to run the store until May 1, so as to enable him to get rid of his stock.

The United Stores Company have been trying to buy the lease for several years. It is not known just what price was paid, but is thought to be in the neighborhood of $12,000. This purchase is in accordance with the well-established policy of the company of obtaining the best locations possible. After extensive alteration the place will be opened.

Tobacco Products for February

The following is a table showing the numbers and quantities of tobacco products upon which the internal revenue tax was paid in February, 1912, also giving figures for the same month of 1911.

	1912 Number	1911 Number
Cigars	528,066,186	524,982,476
Little cigars	80,179,293	97,118,866
Cigarettes	910,631,970	671,732,392
	Pounds	Pounds
Tobacco	34,547,713	30,155,777
Snuff	2,779,190	2,510,368

Emil Kleiner, of E. Kleiner & Co., has been in Boston during the past week, and has managed to make the trip profitable by a number of good orders on their popular "La Famosa" five-cent goods.

Maurice Wertheim, secretary of the United Cigar Manufacturing Company, returned to New York on the 27th ultimo, after a brief trip out West which took him as far as Denver. Mr. Wertheim struck some blizzard weather, coming across Kansas en route home, but he reports trade conditions with his firm as especially satisfactory nevertheless.

Ferris & Grady Treble Capital

FERRIS & GRADY, wholesale cigar dealers of 200 Third street, South Minneapolis, Minn., who located in that city about eight years ago, have increased their capital stock from $50,000 to $150,000.

This firm operates two cigar stores in Minneapolis and plans to establish two more retail stores in that city. They will also put another salesman in the Minneapolis territory. Under its new arrangement the firm will handle much of the factory outputs of Boltz, Clymer & Co., of Philadelphia and Tampa; Sanchez & Haya, Tampa, and A. Davis Sons & Co., Cincinnati.

New Store For Dayton Distributors

EISENBERGER BROS., well-known distributors and retailers of cigars at Dayton, O., expect to occupy their new store on the S. E. corner Third & Main streets, that city, this week. The store will be one of the most finely equipped in central Ohio. Just at present the Eisenbergers are making a big feature of the "El Portana" cigars, manufactured by G. J. Johnson Cigar Co., Grand Rapids, Mich.

Fernando Cardenas Returns Home

Fernando Cardenas, one of the owners of the Castaneda factory, sailed for Havana again after a brief conference in New York with Dave Echmendia, the United States representative of the factory. He cut his visit short owing to the inclement weather.

McHie-Scotten Tobacco Company

The McHie-Scotten Tobacco Co., of Detroit, Mich., recently purchased the merchandise, leaf tobacco, brands and good-will of the Scotten Tobacco Company, of that city. It has no other connection with its business and assumes none of its liabilities.

TAMPA TIPS

Tampa Factories Kept Busy

Clear Havana Cigar Manufacturers Association Trying to Have "Tampa-Made" Seal Adopted—A. Santaella Receives Orders for 1,500,000 Cigars in One Week

TAMPA, FLA., March 27.

STUDENTS of conditions in the cigar industry were highly gratified when, for the week ending March 16, the report of shipments showed the total of 5,590,000 cigars, exceeding by more than 200,000 the shipments of the week previous, and setting a new record for the March business. This elation was subdued to some extent, however, by the shipments for the week ending March 23 when there was a falling off of about 400,000. The explanation given is the number of immediate delivery orders filled in the week of March 16 and the absence of these in the week following. The withdrawals for the past week, however, have been the largest of the present year, which means that there will be large shipments this week. Beginning Monday, March 25, practically all the larger factories here added to their working forces and it is safe to say that the output for the present week will reach more than one million a day.

Tampa is just now engaged in its biennial municipal political campaign, in which the cigar manufacturers take much interest. Their interest this year is keener than usual, because the present Mayor, D. B. McKay, is a candidate for re-election and they feel that this re-election is essential to the uninterrupted progress of the industry. Mayor McKay's attitude during the long strike, when he took positive steps to protect the property and the lives of cigar manufacturers and those workmen who could be induced to work in defiance of the strikers, was regarded by the manufacturers as indispensable in maintaining their position against the agitators. The Mayor has two opponents, H. P. Baya and W. H. Frecker, and the election will be determined at a white municipal primary, to be held April 9.

Representative S. M. Sparkman, of this district, has introduced in the House a bill intended to settle the much-agitated "free smoker" question, which has been giving the manufacturers and workmen, as well, some concern of late. This bill provides that the manufacturers need not pack nor pay the tax on five per cent. of the total number of cigars produced, these cigars to be "used for the personal use of himself and his employes, but not for sale or profit." The manufacturers hope the bill will become a law at the present session, as the attitude of the official of the Treasury Department in insisting on the payment of the internal revenue tax on the cigars furnished the cigarmakers for their personal use, and known as "smokers," has kept them for some time in a state of uncertainty as to just how to proceed.

Efforts are now being made by the Clear Havana Cigar Manufacturers Association, of Tampa, to have adopted a distinctive stamp or seal which will designate all Tampa-made cigars. Mayor McKay recently received a letter from E. C. Berriman, of Berriman Bros., urging that such action be taken by the City Council and Board of Trade of the city, and the matter has also been taken up by the Manufacturers Association. President A. L. Cuesta, of the association, before leaving on his present trip to Eastern cities, warmly approved the idea and stated that something definite in this direction would be accomplished in a short time.

Everything is rushing at the factory of Guerra, Diaz & Company and Harry Culbreath, of the traveling sales force, is sending in some fine orders in the course of his trip to the Coast. The factory is not encountering any dull days.

Y. Pendas & Alvarez report a good stream of orders for their famous "Webster" brand. They have recently added to their working force, to keep pace with the increasing demands for their goods.

Mortimer and Jerome Regensburg have been in Tampa for several weeks, attending to affairs at the local factory of their firm. They have been stopping at the Tampa Bay Hotel and will leave in a few days for New York.

Samuel I. Davis & Company are rapidly filling the big order for 500,000 cigars recently received from Horn & Co., of San Francisco. They are making the shipments in 75,000 lots.

Julio and Jorge Leon, of P. San Martin & Leon, have returned from a visit to Cuba, where they inspected the tobacco fields and found the prospects excellent for a fine crop.

Jerome Windmuller, of Salvador Sanchez & Co., has resumed his duties at the factory, after a severe illness.

Rey, Strauss & Co. report increasing demand for their "Mi Rey" brand and they are opening new territory where the goods are being rapidly introduced.

Speaking of large orders, the factory of A. Santaella & Co. takes the record for the past week, having put on file orders for a total of 1,500,000 cigars during that period. Most of these cigars are for immediate shipment. Over 500 men are now employed at this factory, and it is turning out an average of 75,000 every day.

Sam Levine, of Francis Bolano & Co., has started out in the Southern territory for his firm, and A. M. Seckbach is en route to the Pacific Coast, stopping at important points to get acquainted with the trade.

Philip Verplanck and family, who have been stopping at the Tampa Bay Hotel several weeks, have left for the Pacific Coast, stopping en route at Mobile and New Orleans.

A social event of much interest in cigar circles was the eight-course luncheon given at Ballast Point, Tuesday, by Mrs. Salvador Rodriguez. The table was beautiful with decorations of cut flowers and ferns. The guests of Mrs. Rodriguez were Mrs. D. B. McKay, wife of the Mayor, and wives and daughters of prominent manufacturers, including Mrs. F. Arguelles, Mrs. P. Kelliher, Mrs. Frank R. Diaz, Mrs. Vicente Guerra, Mrs. Philip Verplanck, Mrs. A. A. Martinez, Mrs. M. Menendez, Mrs. Jose Cosio, Mrs. E. Ortiz, Mrs. Benjamin Cosio, Mrs. Joaquin Lopez, Mrs. F. G. Mahoney, Mrs. T. Arguelles, Misses Fallie Guerra, Georgine Monrose, Christine Mahoney, Grace Haines, V. Verplanck and Madeline Guerra.

J. R. Burns, of Lozano & Co., has started on a thirty-day trip over his territory.

M. A. Gunst & Company are putting out about 25,000 of the "Van Dyck" and "Invincible" brands daily.

PERFECTO.

Spring Stimulates Cincinnati Trade

CINCINNATI, March 27, 1912.

THE approach of spring has stimulated the cigar business considerably, especially the advertised brands. The manufacturers are busy with orders for immediate delivery as well as for future shipments, distributors anticipating an early summer trade.

The American Tobacco Company has disposed of its interests in the Thos. Cusack Co. (which it controlled through a subsidiary concern), to Ph. Morton, who now owns the bulletin and bill posting privileges of Cincinnati. No announcement has been made regarding the disposition of the Thos. Cusack plants in Louisville and other nearby cities.

The Geo. A. Voige Cigar Co., located in the Pickering Building, is giving with every dollar purchase of "Plantista" perfecto cigar, a handsome seal leather cigar case, with the name of the purchasers printed on same in gilt letters.

The "Brod-Vana" cigar, of the Federal Cigar Company, which is being distributed in Cincinnati by the J. B. Moos Co., is duplicating nicely throughout this section. It is packed in 40's, in tin cans.

F. H. Berning & Son, the Maine street jobbers and cigar manufacturers, report business as being very satisfactory in both departments. This is one of the oldest Cincinnati tobacco concerns and their "King Herald" cigar has an excellent sale.

Lee Cahn, the Union Trust Building cigar dealer, has acquired a new panatella shaped Bull-dog cigar, made by John W. Merriam, of New York City.

H. L. Kierstein, of 2513 Vine street, although located considerably out of the cigar manufacturing zone, has worked up a good trade on his "Why Not," "Cliquot Bouquet" and other brands, and at the present time is working the full capacity of his factory.

W. D. Spalding, the Burley leaf tobacco broker, has taken as a partner his son, Lee M., the firm being known as W. D. Spalding and Son. They do the buying on this market for the P. Lorillard Co., of Jersey City; Sir W. C. MacDonald, of Montreal, Canada, and others.

There has been no auction sale of cigar leaf in this city for a number of weeks. At the local Burley tobacco breaks, last week, 1720 hogsheads were disposed of, of which 1525 were of the 1911 crop. The latter brought a price averaging $10.20 per hundred pounds, while the old sold at $10.70 per hundred pounds.

F. A. B.

Better Weather Helps Los Angeles Trade

LOS ANGELES, March 25.

WITH the return of clear weather after a few days of rain, Southern California retail trade has increased a little and steady improvement is expected by everyone. The jobbers are all busy and have their men out covering their respective territories. Collections are good.

Rob Gans, of J. J. Gans Bros. Co., is now covering the San Joquin Valley territory and judging from the orders he has been sending in, Bob must be on the job all the time, and the shipping department is working overtime to get the orders out.

Made in Detroit

Detroit Awaiting Better Weather

"Cadillaqua", a Carnival, to Be Held July 24—Spietz-Worch Co. Offering Premiums to Employes

DETROIT, March 26.

IT has been a long, hard winter, such as has not been known here in forty years. We have long since grown weary of Messrs. Low Temperature, Rough Wind, and Heavy Snow, and wistfully await April showers and springtime flowers. Occasionally, in recent days, Miss Gentle Spring has made ineffectual steps to "butt in." She's hovering about though and one of these fine mornings we'll awake to find her sitting in our door yard holding her infant blossoms in her lap.

The writer offers one year's subscription to THE TOBACCO WORLD to the first Detroit person reporting a robin within the city boundaries. Report date, time of day, and location. Also whether or no you heard the robin sing. Now, come on, you "first robin" liars!

Expression from widely differing sources as to trade conditions seems to clearly establish that, in comparison with other centres, Detroit has no valid cause for complaint. The gross volume has likely depreciated somewhat, largely owing to very unfavorable weather, and inadequate freight and transportation facilities. Shipments are delayed on all sides, both incoming and outgoing, naturally hampering production and sales.

Our cigar and tobacco factories, under present circumstances, are, with one or two exceptions, confronted with no shortage of help. Scotten, Dillon & Co. maintain their marvelous gait. Bagley & Co., in their magnificent new plant, which they have occupied now just one year, bear wholesome evidences of activity and stir. A recent brand, "Old Colony," (for pipe or cigarette) has met with flattering success in those distributing centres wherein it has thus far been introduced.

The Spietz-Worch Co. factory, while not the only cigar factory that can make use of additional help is perhaps singular in its urgent need of more labor to meet immediate demands. Necessity is the mother of invention, and among other devices, the firm have conceived the idea of giving premiums to their employees for recruiting cigarmakers. Bulletins, posted conspicuously in the building, announce cash prizes of various amounts, in the aggregate fifty dollars, to be paid the various employes ranking highest in the number of recruits secured between March 1st and 31st; the sole stipulation being that the recruit must be a competent mechanic and must remain continuously in the service of the company for at least one month.

How successful the scheme will prove I am unable to state; nor whether it will stir unfriendly feelings in the breasts of fellow-manufacturers, or prompt them to emulate the Spietz-Worch Co. and possibly outbid them. Certainly it is a more ethical and agreeable method to employ in securing help than the practice of waylaying cigar makers at street corners and calling at their homes nights and Sundays, the superintendent and foremen of one factory, striving by questionable means to seduce labor from others, and vice versa; a practice that was all too common some years back and that is not altogether in disuse, if current reports are to be believed.

To the credit of Detroit proprietors though, be it said that they have a fair appreciation of communion of interests. To them there is significance in the scriptural lines, "Behold, how good and how pleasant it is for brethren to dwell together in unity!"

Great interest is centered in the new Sumatra. Advance cards have been received from representatives of a number of importing houses. Some are already on the ground with samples of the new goods. From what has been observed thus far, it is judged that the new goods are high, but surpass in quality. Their yielding qualities have, to the present writing, not been determined in this market as far as I can ascertain. I hope to give a fuller report in your next issue.

The "Big Noise" this summer is going to be "Cadillaqua." Cadillaqua is a celebration to be "pulled off" by the city of Detroit during the week of July 24th, and will be a Mardi Gras, Venetian Festival, Rose Carnival, and Veiled Prophets rolled up in one great, grand and glorious land and water festival. Cadillaqua is not named after the Cadillac automobile, but one of its features will be an auto parade in which will appear twenty-five million dollars' worth of pleasure and commercial motor cars. Long ago the writer urged that some one grab "Cadillaqua" for a cigar title and now I learn that M. A. La Fond was the "wise guy" who did it. The cigar will appear in the near future; just in what form I do not know.

The Mazer Cigar Manufacturing Company are comfortably established in their new factory building now. They are busily engaged in promoting sales of "Villa Vista" and "La Cavalerie." Henry Mazer is working in Bay City and vicinity with the Saginaw Valley Drug Company, who have taken over the "Villa Vista" in their territory.

Harry Farbstein, of the San Telmo office force, sails April 9th, on S. S. Noordam, from New York for Amsterdam. He will see home folks and incidentally visit the tobacco markets. "Pastoras" will move just the same while Harry is away, but meanwhile we will miss his bright and shining countenance, while the two Herb's will have to be twice as affable and pleasant as they already are.

Aug. Lamberg, one of our most painstaking and reliable manufacturers, finds a steady consistent demand from his established accounts. Mr. Lamberg's goods are of the character that deserve repetition. His two principal brands are, "A. G. L." a broadleaf wrapped, 10c., and "Lamberg Special," a 5c. smoke.

Extensive alterations are being made by B. Schwartz in the building recently occupied by him. Meanwhile he is temporarily in the former premises at 271 E. High street.

Vendome Cigar Manufacturing Company is the style under which a small cigar plant was started, March 1st, at No. 162 Randolph street.

Meldrum Brothers, corner St. Aubin and Antietam streets, are reported as doing a very nice business, sales in ten-cent goods being unusually brisk.

E. Chauncey Damon, formerly in charge of the Harry W. Watson Company local headquarters, is now selling for the organization and is making things hum.

Miss Della Sanjulie, who suffered an attack of diphtheria, is back at the Charlevoix stand. Mrs. Wells, of the same stand, who has been ill for several weeks with typhoid, is less fortunate and does not show great improvement. It is sincerely hoped though that her recovery will not be long delayed.

Miss Alice Ludlum, formerly at Hotel St. Claire, is now in charge of Watson's Hotel Burns stand.

Harry Watson left, March 18th, for rest and health to which he proposes to devote himself for a few weeks at French Lick Springs.

V. Courtney, of Hotel Pontchartrain stand, it is understood has accepted a state job with the Cadillac Cigar Co., pushing "King Albert" cigars and other goods.

A three hundred dollar electric sign will soon be in place at the Woodward and Jefferson angle of the Best & Russell Co. store. Fred J. Harris, manager of the store, is delighted with the way business has been steadily coming ever since the start last July.

On March 7th the H. W. Watson Co. sold the Hotel Gorman stand to Wm. J. Gorman, former owner, who will continue the stand under the direction of R. A. Pyle, who served there for some time before the change and is familiar with the patronage of the place and its requirements.

Daisy Meldrum, Hotel Cadillac, has added "El Verso" to "Pastora," "Preferencia" and other successful broadleaf brands. Among her Havana line, "La Selonah," made by the Surety Cigar Co., has proven a prime favorite ever since she placed it last September, which can be regarded as a high testimonial to the merits of this cigar as patrons of the Hotel Cadillac are of the most discriminating.

"This place hasn't been cleaned since Noah landed," said Joe Tobias, referring to the store of M. Tobias & Co., 277 Woodward avenue. Joe is well-known to the trade here and New York. He broke in with Sim Harb on Campus Martius here seventeen years ago. On St. Patrick's Day, 1911, (after several minor operations) he lost his leg by amputation. The surgeons and nurses didn't give him one chance in one thousand but the following morning he was propped in bed reading the sporting dope. Joe has been in charge of the present store since October 1st. The store is being renovated and brightened.

Gustave Berger, Imperia Cigar Company, 361 Woodward, is (temporarily at least) out of business. He is anticipating an operation for cataract of the eye, in the near future.

Alterations are planned to improve the front of the La Azara cigar store, 334 Woodward avenue, formerly owned by J. C. Reedy, but now in the hands of Barbas & Morris. The latter gentlemen are proprietors of the Woodward Candy Kitchen, 297 Woodward avenue; also a similar place at No. 17 Cadillac Square.

A handy price list has been received which was issued by the cigar department of Hont & Rittenhouse, Cheboygan, Mich. The department features exclusively the cigars of Justin Seubert, Syracuse and New York City.

Mr. Charles S. Brundage, of this city, representing Justin Seubert factory, just returned from a Western trip devoted primarily to pushing their broadleaf wrapped "Vicar."

S. F. HEAVENRICH.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, March 23.

HEREAFTER we shall have no more talk about the coming crop, or the growing of same. Although there is still some tobacco in the fields, the cutting has to come to an end in the month of April, and this will finish the quantity that could possibly be raised. During the past fortnight, quite a number of the forerunners of Remedios lots, as well as some Vuelta Abajo and Semi Vuelta have come to our market, so it might be said, that the season has opened, although the bulk of the regular packings may not start up until May or as late as the first of June. If the rainy season should commence during April, nobody would wait until June, as this year the lighter kind of leaf will not require so much fermentation in the piles, as the heavier leaf in former years.

Some of the very early harvested tobacco which has been thoroughly dried hanging in the sheds, could, thanks to the frequent rains, be bundled and thrown into piles undergoing the first sweat, and this kind of tobacco may be fit for packing next month in the Partido district. The same may take place in the Semi Vuelta section, while Vuelta Abajo in all probability will be one month later. As far as Remedios is concerned, some farmers and packers have been hurrying the escogidas of the temprano leaf, and it almost looks as if we shall have weekly receipts from the country henceforth.

Up to the present, thirteen different lots have arrived from the country, but they were consigned to only four dealers. As usual our German export houses were eager to buy and ship the new tobacco to their customers in Germany, in order to find out what acceptation this leaf would meet with among the manufacturers in the fatherland. The prices paid for these first lots were high, comparatively speaking, particularly if the crop should in reality be as large as it is claimed to be, but it remains to be seen what Germany is willing to pay this year, although there is hardly any doubt but that the class and style of leaf will be acceptable to that market. This kind of tobacco will doubtless be also in demand for Canada, and by those Tampa and Key West manufacturers, who are making a cheap kind of cigar to compete with the Porto Rican and Manila 5-cent goods.

It is still premature to say, approximately, what the total quantity of the whole crop of the island of Cuba may amount to, but the probability is more in favor of the first estimate of "El Tabaco" of 700,000 bales, as being correct in the main. As far as the quality is concerned, there is no doubt either, that the same will be mostly light up to a medium quality but there may be very little, if any, of the very heavy styles. In all probability we shall have some excellent tobacco this year, some fair, medium and perhaps also some poor leaf. The vegueros in the Vuelta Abajo will very likely obtain good figures for their choice vegas, as the demand may be active for them, while the medium grades may have to be sold at low figures. The same may hold true of Semi Vuelta and Partido, but how the vegueros may ultimately fare is hard to predict in the Santa Clara province.

When the crop is small they are getting perhaps high prices for the little they may have to sell, but this year with the abundance of the crop they have had extra high expenses for more poles, wood to build more drying sheds, and extra wages for more help in cutting the enormous quantity of tobacco, constructing the houses, etc., and the question is, whether, after all, they will realize enough money from their tobacco to pay their living expenses.

It is reported that sales have been made at $6, $6.50, $7, $7.50 and $8 per qq., which appear to us as very good figures, and if all the farmers could sell their bundles at these prices they would have no reason to complain, but it is feared that many of them may have to do their own packing, and the question arises whether they would finally be able to sell their packed tobacco at perhaps only a trifle above the cost of the escogida, thus leaving them hardly anything for their crop.

Our packers that are paying the above quoted prices are also running a great risk, whether they will be able to recoup themselves in the sale of their escogidas, as nobody could predict what the future ruling prices may be for the great quantity of light leaf.

The heavy styles fit for the North are only estimated at from ten to twenty per cent., therefore, if to the original cost of the bundled tobacco is added the high cost of the escogida, the final cost price of the packed tobacco may not attract buyers, and in order to finally make sales the owner may have to sell below cost. The outlook for the packer is therefore by no means a pleasing one, and for this reason, many houses which formerly have packed tobacco every year, have determined to desist this spring. So, after all, if a small crop is a hardship, an abundant one may be even worse for the farmer and packer, although the manufacturer may have, at last, his turn after so many years of waiting for lower prices, and this is, at least, one satisfaction for the latter.

The past fortnight in our leaf market has been even quieter than the previous one, because the small number of Northern buyers who have visited us have bought very sparingly, just enough to supply themselves with a few needed grades, and have come mainly for the purpose to convince themselves about the prospects of the present crop; and as business in Tampa and Key West is still very unsatisfactory the manufacturers at these important centres have manifested no concern to lay in more stocks of old goods. It remains to be seen how they will act when there should be a selection of the 1912 crop in our market, although as business cannot remain stagnant for any length of time it is to be hoped that there will be a change for the better soon. The German buyers have been very actively acquiring all the first lots of new Remedios, but there will come a lull until they receive cable advices how the tobacco and prices have suited the buyers in Bremen and Hamburg. It is predicted that considerably lower prices will have to be accepted in future for these German styles. The buyer for South America continues to operate every week in our market, taking hold of all the low grades of heavy quality, and which, it is said, are used for making cigarettes, as it appears, that there exist no cigar factories in Buenos Ayres. Some Vuelta Abajo Colas have also been sold to our local cigarette manufacturers. The few stocks of heavy quality goods in our market of the old crop are held confidently by the owners at former prices.

Sales during the past fortnight only totaled 3828 bales or which divided were: Vuelta Abajo, 1224; Partido, 722, and Remedios, 1882 bales.

Buyers were: Americans, 1437; Exporters to Europe, 364; Shippers to South America, 952, and our local cigar and cigarette manufacturers, 1075 bales.

Receipts of Tobacco From the Country Were.

	For two weeks ending March 16, 1912.		Since January 1st, 1912.
Vuelta Abajo	508 bales		3164 bales
Semi Vuelta	73		86
Partido	...		91
Remedios	203		2265
Mayari	60		926
Total	844 bales	Total	6532 bales

Exports from the port of Havana, of leaf tobacco, during the two weeks, from March 4th to March 16th inclusive, were:

To all ports of the United States	6,294 bales
To France	581
To Bremen and Hamburg	62
To Buenos Ayres and Montevideo	712
Total	7649 bales

Principal Buyers of Leaf Tobacco and Cigars That Come and Go.

Arrivals—From New York: Emil Klein, of E. M. Schwarz & Co.; Alfredo Selgas, of Selgas & Co.; A. G. Miles and Charles Mustor, of the Waldorf-Astoria Segar Co., and Richard Davis.

From Tampa: Mortimer Regensburg, of E. Regensburg & Sons; José Lovera, of José Lovera Co.; Fred. Davis, of S. I. Davis & Co.; and Harry Erlich, of Erlich Manufacturing Co.

From Chicago: Harry Slavinski, of the Havana Importing Co.

From Boston: Albert W. Kaffenburgh, of I. Kaffenburgh & Sons.

From Buenos Ayres: Antonio Ferres Mir.

Returned to Havana: Theodor Garbade, of H. Upmann & Co.; Ramón Fernandez, of Fernandez & Garcia; Fernando Cardenas, of Cardenas & Co.; George H. Wyatt, of Sylvester & Stern; and Edmardo Gonzalez, of Sobrinos de A. Gonzalez.

Departures from Havana—To New York: A. Guedalia, Richard Bondy, Dionisio Hevia, Francis Tailor, Jr., Horatio S. Ansley, Mortimer Regensburg, Fred Davis, Harry Erlich, Alfredo Selgas, A. G. Miles, Charles Mustor, and Richard Davis.

To Tampa: Angel L. Cuesta.

To Chicago: Harry Slavinski.

To London, England: J. Hugh Knight.

Exports of Cigars Show Increase.

The statistical position of our market has improved, according to the customhouse returns, showing the exports per fortnight, from February 16th to March 15th, 1912, and compared with the same period of 1911, viz.:

From February 16th to February 29th, 1912,	5,063,462 cigars	
From March 1st to March 15th, 1912,	8,006,512 do	13,069,974 cigars
From February 16th to February 28th, 1911,	4,762,080 do	
From March 1st to March 15th, 1911,	6,199,729 do	10,961,809 do
	Increase in 1912,	2,108,165 cigars
From January 1st, 1911, to March 15th, 1911,		33,192,715 cigars
do do 1st, 1912, to do 15th, 1912,		31,899,159 do
	Decrease in 1912,	1,293,556 cigars

The chief increases by countries during the past four weeks were: The United States, 392,544; Canada, 332,175; Great Britain, 324,324; Chili, 232,802; Germany, 230,030; French Africa, 156,750; Uruguay, 90,604; Canary Islands, 75,650; Australia, 225,942; United States of Columbia, 58,100; Italy, 43,000; Belgium, 34,925, and France, 30,296 cigars.

The only decrease of importance was to the Argentine Republic, 77,168 cigars.

The above figures ought to be satisfactory, but as the increase has not been equally distributed among all the factories, it appears, that the few large concerns have profited most and the medium and smaller ones have not been benefited at all. However, when the new crop shall be in a condition to be workable, it is to be hoped that all factories will derive a corresponding profit from the better quality of the leaf and more moderate prices for same.

H. Upmann & Co. continue to report a very satisfactory business in all directions, as orders are arriving regularly and in fair volume.

Romeo y Julieta states that there is no change in its accustomed activity at this season of the year.

Partagas is still working with a full house, and its South American trade is particularly good.

"Sol" has no reason to complain, as the orders on hand, and those which are coming forward, keep the factory fully occupied.

Castañeda is steadily forging to the front, as the different qualities of its cigars are receiving well merited recognition wherever shipped to.

La Diligencia is marching along in its accustomed steady fashion, never losing any of its old customers, and slowly making new ones all the time.

La Flor de P. A. Estanillo is doing an increasing business from year to year, and its Flor del Fumar brand has captured quite a large number of new customers.

Henry Clay, Bock & Co. report no change, as all of their principal factories are fully occupied and have all the orders they can take care of.

Other factories which are working in good shape are: Eden, C. E. Beck & Co., La Devesa de Murias and Hija de José Gener.

Buying, Selling and Other Notes.

José C. Puente sold 500 bales of leaf to his customers during the past fortnight.

Sylvester & Stern were buyers of 850 bales of Vuelta Abajo Colas for account of their clients.

Sobrinos de A. Gonzalez were sellers of 400 bales of all kinds of leaf.

Leslie Pantin bought 500 bales additionally of choice leaf upon cable orders.

Gonzalez & Benitez disposed of 400 bales of Remedios during the past fortnight.

Howard L. Friend was a buyer of only 200 bales of leaf, although he had intended to make some larger purchases, but abstained from doing so, as either the quality or the prices did not suit him.

Elias Diaz & Co. turned over 300 bales of their fine holdings of Vuelta Abajo leaf.

Harry Slavinski was also satisfied to purchase only a few small lots of leaf, 200 bales, to tide him over until the new crop will be ready. He made a trip to the Vuelta Abajo and was very much pleased with the new crop in its different stages.

José F. Rocha sold 252 bales of Vuelta Abajo and Partido to his customers.

Walter C. Sutter complained likewise that he could not find as much tobacco to suit his trade as he would have liked to purchase, therefore, taking only about 200 bales.

Miguel Gutierrez was a seller of 240 bales of Remedios.

Harry Erlich only stayed four days in town in order to supply his Tampa factory with some special grades of Partido leaf.

Albert W. Kaffenburgh arrived here nine days ago and went at once to inspect their Manicaragua plantation, besides taking a run through the province of Santa Clara, in order to post himself on this year's Remedios crop. He will return here on Thursday, March 28th, and leave at once for his Boston home. His firm has received already 125 bales of a small packing, part of which has been sold at once to our German exporters.

Don Avelino Pazos, the owner of the fine vega "Lechuga" states, that he has a splendid crop this year, having cut already enough to give him 15,000 poles of wrappers, almost without any spots of a silky, clean, light color. He intends to commence his escogida on about April 1st.

Don Manuel Lopez, of the Punch factory, stated the other day, that he would not like to express any opinion about the new crop until the end of May, as regards quality.

The farm "La Divina," owned by Rz. Bautista & Co., evidently justifies its name ("The Divine") as it has a superb crop this year, with a very large assortment of beautiful wrappers, with hardly any spots, and fillers of a good quality. Don Jesus Rz. Bautista intends to commence packing on April 1st, with the part of the early cut tobacco, which has been dried in good shape for some time, and as the weather had enough humidity to allow the handling of this leaf, it has had sufficient time to undergo the first fermentation in the piles, and is now in condition to be packed. He has also besides the half dry tobacco, still some growing plants in the fields.

Principal shippers, above 200 bales, during the past fortnight, were: Sylvester & Stern, 997; Leslie Pantin, 663; Diego Montero, 635; the French Minister, 581; J. Bernheim & Son, 566; M. A. Pollack, 498; Manuel Suarez, 475; Garcia & Co., 470, and Rodriguez, Menendez & Co., 287 bales.

ORETANIV.

Pierson Mfg. Co. to Open New Plant

The Paul Pierson Manufacturing Company of Chicago have announced the opening of their new plant at 167 West Washington street, that city. They will manufacture cigar bands and cigar banding and repacking machines. This company claims for its machines a saving of 50 per cent. over the present cost of banding cigars. Paul Pierson is president of the new concern.

Fernando Zegri, manager of the Porto Rico Commercial Company, whose New York offices are at 130 Pearl street, which firm some time ago took over the interests of the Quinones Cabezudo Company, announces that they have on hand, despite a supposed scarcity of high-grade Porto Rican Cigars, a very large stock of their well-known brands, all high-class goods, guaranteed to be made exclusively of the best Porto Rican tobacco.

Schweitzer & Karniol, American agents of A. R. Malmendye & Co., of Paris, the oldest manufacturers of cigarette papers in the world, have opened up in New York, at 109 Broad street. Although established only recently, they are getting in touch with the trade rapidly, on account of the high-class goods they are importing. The parent house has for years supplied cigarette papers to the French and other European regies.

Mr. J. K. Leaman, leaf tobacco broker of Lancaster, Pa., advises that a recent notice concerning his removal to the Woolworth Building, that city, was an error. His correct address is 110-12 West Walnut street, Lancaster.

Manuel Suarez forwarded on March 19, seven packs of stripped Havana tobacco, per steamship "Monterey," via New York, to Brenner Bros., of Chicago.

KEY WEST KLIPS

Key West Trade Situation Quiet

E. H. Gato Cigar Company Working Good Force—R. B. Wyatt Succeeds H. E. Mahoney as Manager of Havana-American Co.

KEY WEST, FLA., March 24, 1912.

DURING the past two weeks there has been but little, if any, material change in the cigar situation in Key West. There has been no diminution in the forces of cigarmakers employed and there has been no appreciable increase, although a few men have been seated in some of the larger factories.

All of the manufacturers retain their optimistic frame of mind, however, and they feel that it will be but a very short space of time before business will have resumed its old standard. The present condition of affairs is not conducive to record breaking and it will take some very hard work for the remainder of the year to pass last year's record, or even equal it. Many of the manufacturers believe that this can be done and are fully confident that by the 31st of December, of this year, that another record will have been made.

An important occurrence during the last week was the visit to Key West of a party of Eastern capitalists, who are making a trip through Florida as the guests of the well-known engineering firm of J. G. White & Co., New York. While in Key West these gentlemen were entertained informally at the Elks Club where they met some of the leading manufacturers and were taken the next day to see some of the factories. These gentlemen expressed great interest in the cigar situation as regards Key West and made many pertinent inquiries. It is generally believed that, though the financiers did not come to Key West for the express purpose of inquiring into the cigar business, the industry will be benefited as the local conditions were minutely inquired about and fully explained.

Manager H. E. Mahoney, who, for a long time, has been in charge of the affairs of the local branch of the Havana-American Company, has been transferred to Tampa and he has been succeeded by R. B. Wyatt, formerly traveling auditor of the Havana-American. Mr. Mahoney has been ill for several weeks and has been confined to his home. He is greatly improved at the present time and he expects to leave for his new home about April 1. Mr. Mahoney will be greatly missed in manufacturing circles as he has always taken a prominent part in matters of interest and benefit to the trade. His successor is not a stranger to Key West, as he has made several trips here in his capacity as auditor and while the manufacturers will regret having to part with Mr. Mahoney, they are glad that Mr. Wyatt is to succeed him.

R. Fernandez, of the R. Fernandez Havana Cigar Co., accompanied by Mrs. Fernandez, left this week for the North on the Mallory steamer. They will spend a short time in New York and will then go to Chicago.

President A. Aurelio Torres, of El Principe de Golfo Cigar Factory, has returned after a business trip through Florida and Georgia. Mr. Torres brought several orders back with him and he reports that all indications are for a smart increase in business in a very short time.

The E. H. Gato Cigar Company has perhaps felt the depression in trade less than any of the other shops. They are now working a good force of men and there is no indication that they will decrease that number, in fact, hopes are entertained that additional men will be seated in a few days.

On the whole, while it cannot be said that business has improved, and naturally the manufacturers are not pleased with the present condition of affairs, still there is not a factory in the city which can be said to be in hard straits. All have been doing more or less work and could continue indefinitely with the present business, but they all have capacity for a larger output and they naturally want to secure all of the business they can.

N. B. RHOADS.

Eitel & Cassebohm's Latest Achievement

Reports from the Eitel & Cassebohm factory, Louisville, Ky., indicate that their "Post Despatch" cigar is making legions of friends in the very section of the country in which it has been introduced. During the past few months, this firm have taken on additional salesmen, who have been planting the cigars in new territory and with remarkable effectiveness. The "Post Despatch" has passed the experimental stage and can now be classed among the recent big successes in the cigar market.

Weyman Burton Co. Also Gives Bonuses

STOCKHOLDERS of the Weyman-Burton Company, on March 19, approved the arrangement by which the president of the company shall receive 5 per cent. and the two vice-presidents 2½ per cent. each, of an aggregate 10 per cent. bonus. Similar action has been already taken by the stockholders of the American Tobacco Company, the American Snuff Company, the Liggett & Myers Tobacco Company, and the P. Lorillard Company.

The Weyman-Burton Company reports net earnings for the month of December, the first month of the company's independent operation, of $77,454. The financial statement shows total assets of $8,528,479. The officers of the company are Jonathan Petersen, president; John H. Bowers and B. E. Wright, vice-presidents, and Hunter Brooke, Jr., secretary and treasurer.

English Firm in New York

The Pera Cigarette Company, of London, has opened an office and is making hand-made cigarettes, at 335 Fifth avenue, New York City. This is a well-known English house, owning plantations at Cavalha, Turkey, from which they get their supply of Turkish tobacco. The cigarettes retail at 35, 30 and 25 cents a package of ten.

Window Bulletin Suggestions

Going Some

That's what our new, sweet-flavored, free-burning, Havana-filled, Sumatra-wrapped, cigars are doing with the smokers in this town. If you doubt our word, come and try one.

10c. Straight.

"Homers" for the "Fan"

We've been "batting out" our "EDDIE PLANK" cigars for four years, and they're still waiting for their "release." Get on the "receiving end" of one and find out.

3 for a Quarter.

Your Easter Smokes

You bought the best in the way of clothes. Why not the best in Havana cigars? We have it in our "PEERLESS."

2 for a Quarter.

Cigar Salesmen Hold Beefsteak Dinner

The members of the Independent Tobacco Salesmen's Association, of New York, held a beefsteak party at Reisenweber's, 59th street and Columbus Circle, on Saturday, the 22nd ult. Sixty covers were laid for the affair, and the guests included manufacturers and retailers, as well as the salesmen members of the association. The affair was voted a huge success.

"United" Opens Philadelphia Store

The United Cigar Stores Company have leased the Robert Klee store, at Eighth and Arch streets, Philadelphia. It will divide the store, using the corner and sub-letting the rear store.

A United store is also to be opened shortly at Main and Armat streets, Germantown, in the heart of the business section. They have been trying to secure another more desirable location for some time, but it is said they had been unable to lease it.

PROBLEMS of the RETAILER

Relief for the Tired-out Clerk

THERE are very few occupations open to the average young man where the hours are as long as those of the retail cigar store clerk. We have found that too large a proportion of this class of workers are more or less inclined to be "grouchy" when they are compelled to work six nights a week until 9 or 10 o'clock. There is apt to be indifference and general carelessness, which the average buyer does not care to encounter when buying his favorite perfecto.

Perhaps, Mr. Proprietor, you remember how keenly disappointed you were when the "boss" vetoed your request for a night off when a favorite show came to town. Perhaps you imagined a crisis of your life had been reached when he turned you down on that dance you had been looking forward to for several weeks. Any way, you didn't see the necessity of keeping open just for a few miserable cigars. You felt like "jacking up the job" and walking out.

It may be true that you kept everlastingly at it, and a rough road it may have been, until at last you won a well-earned success where you are able to leave to others many of the aggravating details of your business. But remember that your ideas between the ages of twenty and thirty and those of your clerks now are pretty much alike. So why not arrange it so he can be relieved one or two evenings a week, or give him an afternoon off when things are dull so he can see his favorite ball team play. Let him get out in the fresh air for several hours and notice the way he tackles his work the next day; how anxious he is to please your patrons.

If he arrives next morning looking as though he had made a night of it, let him understand that if a short vacation has had such an evil effect on him possibly they had better be discontinued. He will have no trouble grasping your meaning.

Try for about four weeks this plan of relief, giving him at least one evening a week, and see what effect it will have on him. If he does his work in the same listless manner, stop giving him his night off, but if you notice that there is improvement from his former "grouchy" disposition, tell him that he will be given one evening through the week during the winter and one afternoon each week through the summer.

Let him know that you give this because you want him to be in the best of health, that the efficiency of his work depends to a great extent on his physical condition, and that you know he will keep his eyes on the minor details better if his health is good. You will find that he will work with renewed vigor, that he will take more trouble to suit customers, and also, which is not so unimportant a factor as some men try to tell you, you will rise in his estimation, as one who has his interest at heart and is in sympathy with him.

Provided you have the right kind of men in your employ, and every man has as far as possible that kind, you will find that this little investment of human interest will return you large dividends.

He who minds his own business will be asked to mind the business of others.

Artistic Window Dressing

SOME short time ago an enterprising clerk, who had saved several hundred dollars, started a cigar store on a side street in one of our large cities. There were half a dozen stores in the immediate neighborhood and his friends predicted a short career for him at that place. He simply said little and "sawed wood." The building was a dark, gloomy, forbidding place, formerly occupied by a tailor, and was altogether inconspicuous and unattractive. It had one redeeming feature and he evidently determined to make the most of it. That was the large bulk window, covered with dust and grease spots. He soon remedied that. It was scrubbed until it shone like a polished floor. Then he got a painter for a day and had the whole front painted in an attractive red.

After the store had been furnished with fixtures, finished in mission style, he started to trim his window. The first display consisted of a special in cigarettes, which he had the opening week. In one corner of his window he placed a large "Horn of Plenty." Out of the mouth of the horn came tumbling hundreds of inverted boxes of cigarettes. The horn, which was of cardboard, was covered with gilt paper. With the cigarettes, which were in blue boxes, and the bottom of the window in white (covered with cotton), he had a most attractive arrangement.

The following week he bought half a dozen invisible supports for boxes of cigars. On these he displayed his popular brands. Around and between the boxes were branches of different varieties of tobacco, with labels on each one denoting the kind and explaining the use to which they were put in each cigar.

His window soon became known in the neighborhood as one worth watching, and in a comparatively short time he had a business which was the envy of his fellow tobacconists. In explaining his methods, he said, "I always made it a point to never overcrowd my window. Most cigar men have too much junk in their windows. That detracts from its appearance and makes very little impression on the onlooker."

Much of his business was done with tobacco "cranks," men who wanted a good tobacco and didn't mind paying for it. This was particularly the case with his smoking tobaccos. He mixed several blends which hit the taste of discriminating smokers. These customers swore by his blends and would have no other. He placed his knowledge before each man and made him believe that he could prepare a tobacco for his individual use. He made good in this respect, too.

What this young man accomplished can be done in almost every neighborhood. A little common sense, with infinite patience, an artistic taste and plenty of stick-to-itiveness, will work wonders.

Among the exhibits at the Made-in-Peoria show, held in that city starting March 11th, was a booth displaying in an elaborate fashion the products of the cigar and tobacco manufacturers. In the booth was shown a working exhibit of the cigar from the plantation to the smoker.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Creditors Will Run Churchill's

DESPITE the terrific prices which the Broadway restaurants plaster on their bills, few if any of them are making any too much money, and rumors fly up and down the Lane every few days that one or the other of the favorite eating depots is in financial distress.

Quite some surprise was handed the knowing last week, when a committee of three of the largest creditors, took temporary charge of Churchill's big place at 49th street and Broadway, with a view to paying its debts. The committee consists of J. W. Buchner, of Park & Tilford, J. E. Dordan and Nathan Schweizer.

James Churchill remains as manager of the restaurant, but his salary has been cut, even if the prices for food have not. He owned nearly all the shares of the company which operated the place, and it is said has turned these over to the committee. The place has been making money but the outgo has been too liberal and this will be checked, so that it is hoped that all debts will be paid in about six months.

The cigar department at the restaurant has always been operated independently of the eating end, and is known to be one of the best maintained along Broadway.

Lithographic Firm Secures New Representative

MR. ELMER E. THATCHER has been engaged by Heywood, Strasser & Voight Litho. Co. as their Western representative to succeed Paul Pierson, who resigned to become president of the Paul Pierson Mfg. Co., of Chicago. Mr. Pierson has the best wishes of his many friends in his new venture.

Mr. Thatcher has had considerable practical experience in the label line. He was formerly with Geo. Schlegel, the New York lithographic firm. Under his management Heywood, Strasser & Voight Litho. Co. will doubtless continue to grow and prosper.

Herman Jacoby Effects Settlement

A meeting of the creditors of Louis Jacoby, the cigar manufacturer at 333 Bowery, who did business under the firm name of Herman Jacoby, was held at the law offices of Mandelbaum Bros., 90 Wall street, on March 18th, at which time the creditors' committee recommended a settlement of thirty-five cents on the dollar in a series of three notes, suitably endorsed. Every creditor present accepted the offer and it is expected that Mr. Jacoby will resume business in a short time.

Simon Rothschild on Western Trip

SIMON ROTHSCHILD, of Montevierno & Co., has just about completed a long Western trip which took him to the Pacific slope and is expected back in New York in two or three days. Mr. Rothschild reports business in a fair condition in the territory which he has covered, and little complaint is offered as far as he is personally concerned.

The members of this company have been very much interested in the progress, which is being made by their New York representative Ferdinand Poggenburg, the American amateur billiard champion, who is now crossing cues with the leading amateur experts in Paris. Mr. Poggenburg only a few days since succeeded in eclipsing the world's record for average in 18.2 balk-line billiards heretofore held by the young wizard, Calvin Demarest.

Maurice Wertheim, the efficient secretary of the United States Manufacturers Company, has just returned from a two weeks' trip out West during which time he has been laying out plans for a big distribution of their new "Abbey" ten-cent cigar.

L. Corn, of the S. H. Furgakh Co., has just returned from an extended trip throughout the middle West, during which time he managed to land a number of good deals on their well-known brands of "Jockey Club" and "Bouquet de Paris." Mr. Corn says that they have had a well-maintained trade, despite unfavorable reports from some quarters, and that their factory is now working on full time, with enough big orders in sight to make them feel quite comfortable.

Charles M. Gans Enters Firm

Charles M. Gans, the younger son of Max Gans, was admitted into full partnership to the firm of Max Gans & Son during the past month. The firm is one of the leading importers and packers of Havana and Porto Rico leaf tobacco, and is located at 197 Water street, New York. The firm now consists of Mr. Max Gans and his two sons, Messrs. Robert and Charles M. Gans.

Jacobowitz Bros. Sell Stores

The chain of retail cigar stores formerly owned by the Jacobowitz Brothers, trading as The Hudson County Tobacco Company of Jersey City, N. J., have been sold by them to individual owners. The stores were all clean, attractive places.

New York City Items

Oscar Friedman, the popular chief of the New York City salesmen of the Surbrug Company, is again back at work after an absence of two months due to illness. Mr. Friedman had been recuperating at Lakewood and is again tackling the Milos and Oxfords, his special hobbies.

M. W. Berriman, of Berriman Bros., manufacturers of the now famous Jose Vila clear Havana cigars, recently made a flying trip to Chicago. He is now on a trip to Tampa and Havana.

A. B. Woythaler, the well-known cigar man, has been busily engaged of late installing the fixtures and arranging the stock in his new store at 47th street and Broadway.

A. Weiner, the cigar retailer at 357 Fourth avenue, New York, has been selling out his entire stock at fifty cents on the dollar. At least that is the claim of Mr. Weiner, in his cards of announcements on his store.

The retail cigar store of W. V. H. Smith, at 88 West Broadway, New York, has been acquired by L. E. Connor and Edward Eimarson. Mr. Smith desires to retire, and in so doing leaves one of the most prosperous cigar stores in the city.

The Edwin Cigar Store, on 42rd street, between Fifth and Sixth avenues, New York, will be vacated May 1st. Max Rosenblum, executive head of the Edwin Cigar Stores Company, has decided to abandon the lease.

At the ninth annual dinner of the Hide and Leather Association of New York and vicinity, held at the Hotel Astor March 14th, the famous Castaneda brand of imported cigars were distributed to the diners, in boite nature boxes, bound with imitation leather, the capacity of each being two perfectos.

Celestino Lopez, New York partner of the Tampa firm of Arguelles, Lopez & Bro., arrived home recently from Havana, where he went on a leaf purchasing expedition.

The Nestor Gianclis Company, manufacturers of the Nestor cigarettes, have been forced to vacate their offices at 25 West 42nd street, New York, because of the tearing down of the building in which their offices were located.

The Broadway cigar store at 26½ South Trejon street was purchased recently by Philip W. Packer, formerly associated with the B. G. Robbins Clothing Company.

The pioneer pipe concern, Kaufmann Bros. & Boudy, is completing arrangements to move its New York offices and warerooms from 129 Grand street to 16th street and Irving place, where their new granite building is awaiting them.

Carlos, Fernandez & Co., the largest handlers and importers of Manila cigars in the United States, are receiving two large shipments of Manila cigars arriving on two separate steamers from the Philippine Islands. They have found it necessary to engage the floor below their present stock rooms, at 42 East 23rd street, for their greatly enlarged stock of Manilas.

Cigar Firm Makes Assignment

The Bogert & Heydon Co., cigar manufacturers of 125 Warren street, made an assignment recently to Maurice B. Gluck. The firm started business in 1885 and was incorporated in March, 1911, with a capital stock of $10,000. Abraham Bogert is president of the company and Samuel McElroy secretary.

Max Schatz, United States representative of the prominent Sol factory of Behrens & Co. and the Elite factory of F. Rodriguez & Co., returned recently from a trip through the Western States. He reported an increased demand for his brands.

We are informed by J. C. Clayton, the well-known Trenton (N. J.) jobber and retailer, who is located at North Broad street and Hanover street, that he intends to retire from business in a short time.

The well-known cigar brokers, Chanin & Tunis, heretofore located at 74 Essex street, have found it necessary to remove to larger quarters at 26 Canal street.

Beneto Rovira, executive head of the Beneto Rovira Company, returned recently from a trip to Cuba.

Alexander Hubert, vice-president of Philip Morris & Co., Ltd., the cigarette manufacturers of New York, London and Montreal, is now on a trip through the Southern States.

Haas of Vueltas, Cuba, Back on the Farm

ABE HAAS, who is probably one of the few American tobacco growers and packers who lives directly on the farm, in an entertaining personal letter to the editor of the World, under date of March 9th, says: "The desk at which I am writing is in the 'Casa Grande' and looking out of my barred window there is one big tremendous green vista—all tobacco in its most luxuriant stage—preparatory to being cut and put into the sheds. There is much—but much poor quality also. This section is called 'El Punil,' of which my farm, 'Ojo-de-Agua' is the flower, will give the best class of tobacco for the 'North.'

"This is going to be a 'Germany year.'

"I'm going to pack pretty heavily this year. It's a buyers' year. The farmers know that there are poorer, as well as better, grades of tobacco and will put up with the usual kicks of the 'buyers' more willingly than in years past. I look for $14 to $17 per qq. for good Coledad tobacco, and $5 to $10 per qq. for the light washed out stuff."

United's Big Dividend

AT the meeting of the board of directors of the United Cigar Stores Co., of New Jersey, held at Jersey City, March 25th, a big melon was cut for the holders of common stock in the shape of a 30 per cent. cash dividend in addition to a regular quarterly dividend of 1½ per cent. on the preferred stock. This corporation is only capitalized with $2,000,000. $1,000,000 each of common and preferred and the United Cigar Stores of New York, controls nine-tenths of the common.

Store for United in New Britain

The premises next to the Western Union Telegraph office in New Meridan, Conn., have been leased for a term of years by the United Cigar Stores Company. They have been trying for some time to secure a suitable location in that city.

PHILADELPHIA.

Introducing "44" and "Adlon" in New York

THE Lipschutz factory, at 11th and Wharton streets, is now running on full time and with a full force, working hard in an endeavor to fill the demand for their "44" and "Adlon" cigars. Both factories are running to their full extent.

On the 15th of February, this concern started a campaign in Greater New York, which has been extremely gratifying. Under the direction of M. A. Funk, sales manager, they have placed their brands in 1525 stores in that territory, and are now distributing between 75,000 and 80,000 cigars weekly in that region alone.

An advertising car is being used in their work and they have nine representatives who are keeping them busy with orders. This is a remarkable record, considering that New York, to a certain extent had never been covered. S. Mondy's Sons are their distributors in that territory.

O. L. Meyers, the Western representative, reports conditions as being very good. He is now covering that region and working his way East.

Tillmon Funk and Mr. Nicholson, Southern agents, are now in that region, opening up new accounts daily.

Cressman's Sons Kept Busy

Although business, as a rule, is quieter, Allen Cressman's Sons have been receiving good reports from their different representatives. Joseph Gallagher has just returned from a very successful trip through the West and reports things booming for the Cressman brands.

Minor Griscom is now working Northern New Jersey and gives gratifying returns.

In spite of the rumors of an impending coal strike, that region is still finding time to buy the brands, but dealers are, as a rule, cautious about over-stocking.

Vincent Bros., of Rochester, N. Y., who distribute the "Counsellor" in that section are sending in their usual quota of orders.

News of the Portuondo Factory

The "All Alike," being introduced in a number of new regions throughout the country, is giving good returns. Warner Searle, Eastern representative, is now on a trip featuring this brand.

Morris Lesser has just returned from a trip to the Coast and has turned in a number of large orders.

H. C. Martin, Middle West agent, is now covering his region and reports conditions as being very gratifying.

Eisenlohrs Preparing to Move

OTTO EISENLOHR & BROS., are expecting to remove to their new store, at 940 Market street, shortly. Owing to several delays in finishing the building, they have not been able to move as anticipated. The principal cause was the non-arrival of the steel work.

Work on their factory in Pennsburg is progressing slowly. This building had been used formerly by them as a leaf warehouse and to remodel it into an up-to-date factory, such as this firm requires, will take considerable work.

Louis Eisenlohr is still sojourning in Florida.

The General Gomez Cigar Company

THE Gen. Gomez Cigar Co., located at 1229 Chestnut, started on March 6, is now busy manufacturing their product, the "Gen. Gomez," a 5-cent cigar. Mary Horn is the owner of the new concern and Michael Horn the manager.

They will sell their own brands only, manufacturing and retailing them at the Chestnut street store. They are making the "Gen. Gomez" in two sizes and intend to soon introduce another, the "Wag," to sell at 7 cents.

The first floor is now being used as a workroom, but after an upper floor is remodeled, the workroom will be moved there, the first floor to be used as a salesroom only.

This new firm will be watched with interest, as the location is an excellent one.

News From Bayuk Brothers

Bayuk Brothers report active business on the "Havana Ribbon," the month of March showing a material increase over previous months.

The recent addition of Messrs. Shacklett and Rogers to the sales force has been a prominent factor in the increased business. The former has been very successful in making desirable connections in the extreme South, while the latter has met with equal success in the New England States.

Business from the West has opened up in excellent shape after the severe winter, rush orders arriving daily in addition with weekly shipments.

Samuel and Max Bayuk are still in Amsterdam, where they are securing some choice Sumatra.

Quaker City Briefs

Mr. Letterer, of the American Tobacco Company, was a visitor in town recently, working the "Demando" cigar.

H. J. Bergman has an attractive window display of "Twelfth Night" and "La Marquise" cigarettes.

The Godfrey S. Mahn store in the Mint Arcade, has an attractive display of their "Invincible" 5-cent cigar.

M. J. Dalton is expected back at his desk about April first. Mr. Dalton has been recuperating at Atlantic City after his recent illness, but is again at his home.

Frank Rowland, of the Calixto de Lopez Co., was in town recently and reported things in nice shape in his territories.

The M. J. Dalton cigar store, at 111 South 13th street, is featuring the "Key West Special" cigar, a product of the Cortez factory.

Allen R. Cressman Sons have secured the services, as salesman, of Minor Griscom, formerly a representative of the American Tobacco Co., in New Jersey.

Abraham Oppenheimer, in his will filed recently for probate, left the entire estate to his widow, who is made sole executrix. The estate is estimated at about $500,000.

The City Cigar Store, at 7th and Chestnut streets, is introducing the "El Satisfactor," a 5c. cigar. They have been featuring the "Billy Boy," another nickel brand.

Julius Vetterlein has opened a new leaf warehouse in Terre Hill, Lancaster County, Pa. H. J. Wolf has been appointed manager of the new plant. Mr. Wolf has been a buyer for the Vetterlein house for years.

Dusel & Goodloe report things quiet, but as good as can be expected, considering the general condition of the trade. N. Popper has returned from a trip through the coal regions of Pennsylvania and stated that things are very quiet.

Mr. Mullineaux, now covering New Jersey for the firm, is doing nicely. The "La Preferencia" and "Principe de Gales" are doing exceedingly well, as is the "Hoffman House" cigar. Sales of "Fatima" are increasing at a rapid rate right along.

Their "Mifleco" and "Cronk's Short-Cut Mixture" are selling exceedingly well, according to Mitchell, Fletcher & Co., 12th and Chestnut streets. They have at present a window display on these brands. "El Ecudor" is their leader in 5-cent goods and "Baronita" their best-selling 10-cent cigar.

Mr. Carl Morr, the Eastern United States agent for the "La Flor de Intal" cigar, manufactured by E. A. & Otto Weber, Manila, P. I., and Mr. R. Kummerfeldt, the technical manager of the above concern, are at present in Washington, D. C., on a month's business trip, which will include Philadelphia, Reading, Baltimore and Norfolk.

Zahn & McDonnell, 15th and Chestnut streets, are introducing in Philadelphia, a new cigar, the "Flor de San Martin y Leon," made by the San Martin and Leon factory, in Tampa. This is the first cigar made by the company which owns a number of plantations and is just breaking into the manufacturing line. It is a clear Havana cigar retailing at 10 cents and up.

Retail tobacco men of Philadelphia give gratifying reports on the increased sales of "Fatima" cigarettes as a result of the advertising campaign now being waged on that brand by the Liggett & Myers Tobacco Co. As one of a number of salesmen in a large central shop put it, "It seems that almost every time I go to the bin I see nothing but a hole."

Convention of Cigar Leaf Association

The National Cigar Leaf Tobacco Association will hold its annual convention in New York City on May 13th and 14th. Officers for the ensuing term are to be elected. The present officers are: A. B. Hess, president; Fred B. Griffin, vice-president; C. Emory Long, secretary, and Felix Eckerson, treasurer.

STAFF OF TAMPA-CUBA CIGAR CO.

ON Washington's Birthday an interesting group was gathered in the main office of the Tampa-Cuba Cigar Co. in West Tampa, Fla., when one of the visitors who had his camera with him snapped the portrait reproduced above. Reading from left to right, sitting, are H. B. Guilford, president of the Tampa-Cuba Cigar Co.; Miss Alderman, stenographer; H. C. Shuptrine, president N. A. R. D., and Wm. S. Oppenheimer, one of the leading local druggists; reading from left to right, standing, are Emilio Pons, treasurer; E. Berger, secretary and general manager; Florentino Diaz, factory foreman; A. M. Goehring, sales department.

Mr. Guilford was spending a week at Tampa headquarters when the portrait was taken, and was making a thorough inspection of the company's accounts and system of doing business. His report, upon returning to Rochester, was most enthusiastic, he having stated that the company had every indication of complete success. Mr. Guilford was accompanied by H. C. Shuptrine, president of the National Association of Retail Druggists, who came to Tampa to deliver an address before the physicians and druggists at their "Get-Together" meeting.

A. M. Goehring, sales manager, has just left Tampa for a three months' trip, during which time he will make a very systematic canvass of the principal Southern cities, placing agencies for the company.

Humphrey Myers, a retail tobacco merchant, of Baltimore, died in that city recently, at the age of 93 years. He retired fifteen years ago.

Captain J. M. Ryder, one of the oldest cigar brokers in Indianapolis, died in that city on March 19. His health had been failing for several years.

Maurice Zimmerman, in business for twenty years in the New York leaf market, died on March 20, in that city. The funeral was held on March 22.

Joseph Joachim, a cigar manufacturer of St. Louis, died in that city recently. He had operated a cigar factory on South Broadway for more than 45 years.

John Pulver, a retired cigar manufacturer, of Red Hook, N. Y., died at Yonkers, on March 16. He was the father of Frank Pulver, of the Cuba-Connecticut Tobacco.

Charles S. Whittemore, one of the leading tobacco growers of Suffield, Conn., died in that place, on March 4, following an operation for appendicitis. He was 38 years of age and had the reputation of being an up-to-date planter.

William P. Pomeroy, a pioneer tobacco grower of Wisconsin, died recently at his home in Janesville, that State. Mr. Pomeroy and his brother raised their first Wisconsin tobacco in 1854, a year after their coming to that State, from Suffield, Conn. He was instrumental in introducing it among the farmers of that section.

Isaac Dankowitz, a Havana leaf importer and cigar manufacturer, of 235 Pearl street, New York, died at his home in that city, on March 20. He had been in the cigar business all his life. About six years ago he moved to the Pearl street address. He was proprietor of La Varrosa cigar factory. Mr. Dankowitz was 53 years of age and is survived by a widow.

Judge Warns Tobacco Pool

Common Pleas Judge Bromwell, on March 19, in Cincinnati, O., dismissed the suit of H. W. Denniston, of Chilo, Ohio, against the Burley Tobacco Society of Kentucky on the grounds that the society and its agents, the Clermont County Board of Control, were being operated as a combination in restraint of trade in violation of the anti-trust law and hence have no legal status in the State of Ohio.

Any contract for the pooling of tobacco as contemplated by the defendant is illegal in Ohio, he declared. Denniston was president of the board of control and brought suit to recover $497, which he claimed as salary and expenses due him for service from October, 1908, to October, 1909.

American Tobacco Co. Buys Pools

Six pools of dark tobacco in the Farmers' Union in Trigg County, Kentucky, have been purchased by the American Tobacco Company. The pools comprise about 700,000 pounds. The average price is $8.15 a hundred. Deliveries of the tobacco have begun.

Pennsylvania Has 621 Cigar Factories

ACCORDING to the annual report of John G. Delaney, chief factory inspector of Pennsylvania, there are 621 cigar factories in the State, in which are employed 37,000 persons, of whom 60 per cent. are women, but only 4½ per cent are minors under sixteen years of age. Five hundred and forty of the 621 factories are in the nine counties of Adams, Allegheny, Berks, Bucks, Lackawanna, Lancaster, Montgomery, Philadelphia, and York. The other 81 factories are scattered through 26 counties.

Under the head of statistics the report says that "Philadelphia has 85 cigar factories, employing 6411 persons, 2462 of whom are males and 3949 are females."

"Allegheny county has 72 factories, employing 2249 persons. The peculiar brand of cigars made therein is the 'stogie' or 'tobie.' The cheapest grades of labor are employed, there being 2566 female employees, as against 633 male employees."

"York county has 175 cigar factories, employing 4522 persons."

"Other than those mentioned, the counties in which a thousand or more are employed in the making of cigars are Berks, 2569 employees; Bucks, 2939 employees; Dauphin, 1229 employees; Lancaster, 3289 employees; Lehigh with 11 factories and 1864 employees; Northampton, 1418 employees, and Montgomery, 2917 employees."

Automatic Stemmer Co. Organized

AND now we have a new invention for the tobacco man in the form of a new automatic stemmer. This is said to be manufactured by the Automatic Stemmer Company, a Chicago firm. The company is capitalized at $125,000. The officers are John M. Zane, president; George G. Baxter, vice-president and treasurer; E. Bentley Hamilton, secretary, and Geo. F. Eckert, consulting engineer.

It is claimed for the machine that it will remove the stem from the tobacco leaf in a way far superior to the work of skilled stemmers. The machine, which requires two operators, will stem from 1,000 to 1,500 pounds of tobacco per day. This amount of work now requires ten hands. According to its inventor, there is also a considerable saving in waste, since in hand stemming there is usually some tobacco left on the stem.

The contract for the first lot of machines has been awarded to Anton Weibmer, a Quincy, Ill., machinist, who will manufacture them in his machine shop under the supervision of George F. Eckert, the new company's consulting engineer. Providing this machine is all its sponsors claim for it, it deserves and will take a prominent place among the labor-saving devices of the cigar manufacturers.

Helme Company Also Provides Bonus

Following similar action taken by the stockholders of several other of the companies formerly composing the American Tobacco Company, the stockholders of the George W. Helme Company have provided that the officers shall receive 10 per cent. of the excess profits of 1912 over 1911, if such excess is shown.

The president is to receive 5 per cent. and the remaining 5 per cent. is to be divided between the vice-presidents. The officers are Otis Smith, president; Charles W. Bumstead and John C. Flynn, vice-presidents.

Louisville Quiet; Optimistic as to Future

John T. Stier & Son to Manufacture Line of N. A. R. D. Goods—Richard D. Bokrow & Bro. Stores Consolidated

LOUISVILLE, KY., March 26th.

EVERYTHING in Kentucky is behind time just now, from the crops to the railroad trains. Consequently the cigar and tobacco trade of the Bluegrass region has not been fortunate in escaping this comprehensive delinquency, but you may take the word of the fraternity that it is coming strong.

Ever since the first of the year conditions have been such that the cigar trade has not gradually recovered from the numbness of the post-holiday season. But evidences of recuperation which are now indisputable indicate that business will amply compensate for its tardiness by rapid strides for weeks to come. During February and the first half of March business was just normal. It wasn't as good as it might have been, and, incidentally, it might have been a whole lot worse, but at any rate it is now making up for past deficiencies in a manner which is equally gratifying and surprising.

The worst winter that the South has known in a quarter of a century contributed materially in depressing the local retail tobacco market. As late as March 20th chill winds blew through the Gateway City, foretelling snow flurries at a time when the Louisville Baseball Club was in the midst of its 1912 training season, anticipating the American Association pennant for the year. Obviously, with the uniformly unnatural state of affairs that existed, there could be but a single status for business generally in the "Sunny Sonth," and that was one of slack demand.

Considering only current business, however, the situation may be said to be genuinely satisfactory in every particular. Even the worst of bad weather cannot hang on in this part of the country for more than a week longer, and at the end of that time spring trade, of a Class A type, will rule for months. New brands are being introduced and old reliables are being better established than ever before, with the result that, in the face of traditional evil portent of a Presidential year, Louisville tobacconists do not find cause for anything but optimism as to the present and future.

The old-established Main street tobacco firm of John T. Stier & Son is now altogether under the control of John T. Stier, Jr., Charles Stier having disposed of his interest in the concern a short time ago. John T. Stier, Sr., founder of the firm and one of the best-known business men in Louisville, died about one year ago. John T. Stier is now in charge of the "Quail" cigar manufacturing and jobbing house, and Charles Stier has connected himself with the Axton-Fisher Tobacco Company, one of the biggest plug and smoking tobacco manufactories in the city.

The "Quail" cigar, the old-established Stier brand which has been on the Bluegrass market for well over a quarter of a century, is selling at a rate which promises to eclipse all previous spring records, although demand for the season is a bit tardy. The Stier factory is now introducing a new full-size Stier smoker at 5 cents straight, and is making good with it.

John T. Stier has originated an unique method of guaranteeing publicity for himself and his house with several hundred active smokers in Louisville and vicinity for at least a year and a half. The system dates back to the time, a couple of years ago, when calabash pipes with meerschaum linings were first introduced to this territory. Mr. Stier got in on the ground floor with the calabash proposition and secured a large stock of high-grade goods which has been selling ever since.

Last summer, however, he determined to add a personal note in the appeal for pipe and smoking tobacco trade. He planted a quantity of calabash seed in his own garden and in October was able to boast a good-sized harvest of fully-developed gourds, as well as a big supply of seed for future operations. Then, since the first of March this year, he has been advertising that he will give a packet of calabash seed to any smoker who cares to call at the Stier shop. The seed is to be used, of course, in the production of a home-grown pipe by the amateur gardener.

A varied assortment of stock is showing selling speed for the Wilhelmi Cigar Company. "Kaiser" stogies, made by the Fall City Stogie Company of Louisville; "Plantista" and "Optimo" cigars and "Melachrino" and "Sovereign" cigarettes are booming in the sales list, having been stimulated by special window displays at the Wilhelmi shop. The company possesses valuable display space along both Fifth avenue and Market street, and turns every inch of the space afforded to excellent account at all times.

Richard Gaines, representing the manufacturers of the "Bachelor" cigars in Detroit, Mich., recently paid a visit to the Louisville trade. Mr. Gaines stated that the season's trade in "Bachelors" in the South is fully up to his finest expectations.

The window-dressing policy of the Wilhelmi Cigar Company is worthy of comment. The shop possesses two big windows, fronting along Fifth avenue and along Market street, and at regular intervals the spaces are handsomely trimmed, so that there is not a day when a featured offering is not on display. Elaborate cut-outs and box displays are used, and in the absence of necessity for city-wide advertising because of the proximity of transient patronage the Wilhelmi windows constitute the chief factor in the company's campaign.

The two tobacco shops formerly operated by Richard D. Bakrow & Bro. in Louisville have been consolidated under one roof at 332 West Jefferson street. The Bakrow store at 445 South Fourth avenue has been abandoned and turned over to a confectionery concern. The Continental Candy Company, of which Richard D. Bakrow is president, which formerly occupied headquarters with the two Bakrow smoke-shops, has moved to quarters of its own on East Jefferson street, although candies are still retailed from the Jefferson street tobacco store.

"Business is extremely good at both our local houses and at the Palmer Hotel in Paducah, Ky.," said Manuel Bakrow, of Richard D. Bakrow & Bro. "We are introducing a couple of new brands with notable success, including the 'Wizard,' a five-cent leader, and the 'Amorita,' in seventeen sizes, both lines being made by Kraus & Co., of Baltimore, Md."

The House of Crane, at Sixth and Main streets, is making a record. Despite the unfavorable weather of the past few weeks the well-known Main street shop is now reporting very satisfactory results in the way of sales along the entire Crane line. It is using two automobiles, one for sales and the other for delivery purposes.

C. E. Renfro, traveling representative in Kentucky for The House of Crane in Louisville, has returned from an exceptionally successful selling trip to Lexington. Mr. Renfro succeeded in placing large stocks of every Crane specialty with tobacconists in the central Kentucky city.

H. M. Leon, selling the "Plantista" cigar through this territory, has made his headquarters for the past month with The House of Crane in Louisville.

"We have no complaint to make regarding business," said Mr. O'Dell, of the O'Dell Cigar Company. "March weather slackened demand to a certain extent, but we are inclined to view the season optimistically because of the way in which present business is opening. We are introducing a new five-cent crackerjack which comes in an octagonal tin box, "La Suchrina," made by Luckett, Lukes & Lipscomb, of Philadelphia."

John R. Rose, one of the best-known suburban tobacconists in Louisville, has completed remodeling his shop at Center street and Broadway, and now possesses an exceptionally attractive establishment with a plate plass and marble front.

Reports on Florida and North Carolina

A RECENT Government report on the tobacco manufactures of Florida said in part:

"This industry in Florida is practically confined to the manufacture of cigars and cigarettes, and in 1904, when this branch of tobacco manufactures was shown separately, Florida held third place in value of products among the States. It is the leading industry of the State when measured by value of products. Proximity to the tobacco-producing islands of the West Indies is chiefly responsible for the extent of the industry. The 229 establishments reported in 1909 gave employment to an average of 12,280 wage earners and manufactured products valued at $21,575,000, representing 29.6 per cent. of the total value of the manufactured products of the State. In 1909, of the total value of the manufactured products of the city of Key West, 93.7 per cent. represents the value of tobacco manufacturers, while the corresponding percentage for Tampa is 82.7."

The report on the tobacco manufactures of South Carolina stated:

"With an actual increase in value of products from 1904 to 1909, amounting to $7,898,670, this industry shows a lower percentage of increase for this five-year period than for the earlier five-year period. In number of establishments the industry shows an absolute decrease from 96 in 1899 to 55 in 1904 and to 43 in 1909."

New United Store at Atlanta

ATLANTA has proven to be one of the liveliest cities we have entered, and considering the fact that we have more than 700 stores in the United States, this opinion is a good estimate of that city," said H. S. Collins, vice-president of the United Cigar Stores Company, shortly after the opening of their new store in Atlanta. It is situated at the corner of Peachtree and Decatur streets.

A second store is being opened at Marietta and Forsyth streets. As soon as possible sites in other parts of the city will be secured to extend the chain of retail stores until it is complete.

Retail Briefs

The Men That Blaze the Trail

Arthur Bettner, of Rochester, N. Y., has leased the cigar stand privileges of the Bader Brothers restaurant, 12 South avenue, that city. It will be one of the best fitted stands in Rochester.

A new cigar stand was opened recently by Henry Henderson in the Commercial Bank Building, Fourteenth & G streets, Washington, D. C.

Jacob Hartz, of Evansville, Ind., has moved into his new store at Second and Main streets, that city. This is one of the best stores in the section.

White & White, of San Francisco, have sold their retail stand on Market street, that city, to Bouquet-Cohn Cigar Co.

Al Dirks & Co., Spokane, Wash., have engaged in the cigar business.

H. E. Wilcox has purchased the cigar store, located near the loop at Lorain, Ohio, from A. V. Hageman, and will open it to the public about April 1st.

The Empire cafe and cigar store located in the Empire Building, First avenue and 20th street, Birmingham, Ala., formerly operated by J. R. Brown, was sold to the R. D. Burnett Cigar Co. The stand will be remodeled.

Mr. Ferguson, formerly with the Bouquet-Cohn Co., of San Francisco, is to open an up-to-date cigar store in the new Terminal Hotel, that city.

Henry Sutcliff, will open a pipe shop at 245 Kearny street, San Francisco, about the middle of April.

J. F. Collins & Co., of State street, North Adams, Mass., wholesale and retail cigar dealers, have dissolved. Mary J. Collins will continue the business.

Fred Sutliff has purchased the cigar store and pool room owned by the late Raymond Jones, at Addison, N. Y. He has had considerable experience in the tobacco trade.

E. Hyneman has purchased the cigar store in front of the Peerless saloon in Tacoma, Washington.

The J. R. Smith Cigar Company, of Seattle, has opened its new store in the Northern Bank Building, at the corner of Westlake avenue and Pike street.

Albert Jones has bought the cigar stand in the Terminal Hotel, San Francisco. It will be opened shortly. This is Mr. Jones' third store.

Simon Myrson, who, until recently, operated the cigar store on Montgomery street, next to the Security Savings Bank, San Francisco, has sold it to G. Vitiach, a retailer of that city.

Gene Shuckrow, of the cigar firm of Shuckrow & Drems, East Main street, Danville, Ill., bought out his partner, John Drems, and hereafter will conduct the business alone.

Gallaher, Coates & Russell, cigar dealers of Porterville, Cal., have opened a new shop in that city. The fixtures are all new and up-to-date.

O'Neal & Wilcox, of 1061 Fillmore street, Santa Fe, Cal., have sold their retail cigar stand to Hart & Gabrim, of that city.

The United Cigar Stores Company are starting a new store in New Britain, Conn.

Dennis C. Dovenberger, of Bloomington, Ill., has opened a new cigar shop on South Main street, that city. Mr. Dovenberger formerly worked in large Ohio factories and is an experienced tobacco man.

The Legget Drug Co. opened their second cigar store in Boston on March 16, at the corner of South and Summer streets. The opening had been heavily advertised. They have leases on several good locations in that city where they intend opening more stores in the future.

George Hofmann, a cigar manufacturer and retailer of South Hadley Fall, Mass., is having a new factory built on Lamb street, that city. Mr. Hofmann has conducted a shop in that town for over thirty years and makes his own brands of cigars.

Tobacco Production Co. Takes Over Paper Mill

THE Tobacco Production Company, a New York concern, has purchased the New Milford Paper Company's mill, at Wellsville, Conn., and will commence operations about April 1st. It is expected that 20 men will be employed at first. The company is said to have a process of utilizing tobacco stems and will manufacture tobacco leaves to be used as a binder in cigars; also smoking tobacco, a covering for plug tobaccos, and a cigarette paper.

It was said that the company has orders from a great many of the large manufacturers in this country and has orders for millions of pounds for Europe.

The plant is to be enlarged as soon as possible and more men added as the work of building progresses.

Incorporations

The Frazier Stogie Company, of Grafton, W. Va., incorporated with capital stock of $5000. Incorporators: J. W. Frazier, E. E. Frazier, G. E. Elliott and R. E. Elliott.

Boultbee & Colby, New York, incorporated to manufacture cigarettes; capital stock, $50,000. Incorporators: F. Boultbee, J. Colby and C. P. Colby.

The San Etta Cigar Manufacturing Company, of Detroit, Mich. Capital stock of $30,000.

The Cochise Cigar Manufacturing Company, of Bisbee, Ariz. Incorporators: H. Sarrasin and Wm. Heim.

C. W. Augustin Company, to manufacture amber bits and mouth-pieces, pipes and pipe supplies. Incorporators: Caroline W. Augustin, Charles Neman and Wm. H. Duffenbach. Capital, $75,000.

Mitchell-O'Brien Manufacturing Company, Galesburg, Ill., to manufacture and sell cigars. Incorporators: J. E. Mitchell, L. F. O'Brien and F. W. O'Brien. Capital, $5000.

Harlan Bros. Company, Bloomington, Ill., to sell tobacco. Incorporators: C. M. Harlan Frank Strayer, E. R. Wiley. Capital, $15,000.

The Superior Cigar Manufacturing Company, of Detroit, Mich., has been formed with a capital stock of $50,000.

The Makaroff Cigaret Company, of Augusta, Me. Authorized capital stock, $100,000. Mr. Kittery, president, Lucien B. Swett, treasurer.

The National Cigarette Company, of New York, incorporated under the laws of Delaware, has changed its title to the National Tobacco Products Company.

The Kossuth County Cigar and Tobacco Company, of Algona, Ia. Capital $15,000. Incorporators: Charles Barny, W. H. Ketchum and J. J. Holzbauer.

The Consolidated Cigar Company, of Manhattan, N. Y., to manufacture and deal in cigars. Capital $100,000. Incorporators: D. S. Bingham, E. Hilborn and H. Cawse.

United Cigar Stores Dividend

The directors of the United Cigar Stores Corporation have declared the regular quarterly dividend of 1½ per cent., and an extra dividend of ½ per cent., payable April 15.

Outlook Around San Francisco Bright

Liberal Rains Benefit Crops—Retirement of Herman Hyneman—Bouquet-Cohn Co. Buy Another Store

SAN FRANCISCO, March 22, 1912.

LIBERAL rains have fallen throughout the State this month, relieving all fear of crop failure and causing a marked improvement in general trade conditions. Fair weather has alternated with the showers, making conditions about as good as possible for the cigar trade. Jobbers report an immediate response through the interior and in the southern part of the State. In fact, the jobbing movement is good locally, but there is still considerable complaint from city retailers, for which no adequate reason is apparent. Work is now under way on the Exposition grounds, building is active, and altogether conditions are favorable for a prosperous season.

Percival Hill, the new president of the American Tobacco Company, is spending the week in San Francisco to look over the field and make arrangements for the future handling of his company's lines in this territory. In this connection it has just been announced that Herman Heyneman, for years Coast representative of the American Tobacco Company and one of the most prominent tobacco merchants in this part of the country, has finally retired from the business, having asked to be relieved on the dissolution of the Tobacco Trust. This dissolution, which necessitated changes in the handling of many lines long associated with Mr. Heyneman's name, caused considerable disorganization in his business and brought about his final determination to retire. A secondary reason for this decision was the fact that he had been in poor health for some time, and as soon as his successor is named he expects to leave for Europe.

Notwithstanding the heavy arrivals of Manila goods this month, some lines of the Oriental cigars are still scarce, owing to labor difficulties in some of the Manila factories. Several local jobbers are still behind on their orders, but hope to make full deliveries in the near future.

Arthur Meyer, Pacific Coast representative of Bustillo Bros. & Diaz, returned about the first of the week from an extended trip in the East.

H. Lowenstein, who has charge of the San Francisco office of the P. Lorillard Company, has just returned from a tour of the Coast territory.

Charles S. Morris, the New York cigar man, represented here by the Hoffman-Moore Company, made that firm a visit a few days ago. The jobbing firm is building up a big business for "La Integridad" cigars, and has put a couple of new travelers on the road in the last month.

Major F. S. Burrowes, Coast representative of Jose Lovera & Co., has been on the sick list, but is now back at work with his usual energy, and feels greatly encouraged regarding the outlook for his lines.

The Bouquet-Cohn Cigar Company, operating a chain of retail stores in this city, recently bought out the White Cigar Company on Market street.

A second cigar store is being opened in the new Terminal Hotel building on lower Market street by H. Ferguson, formerly with the Bouquet-Cohn organization.

Geo. T. Byrne, traveling for W. I. Pixley of this city in the interest of Dill and Frishmuth tobacco lines and the Gordon cheroots, is now at Seattle, Wash., and will remain for some time with the trade in the northern cities.

J. C. Chuck, lately from the East, is now covering the San Joaquin district for Frankel, Gerdts & Co., of this city.

Colonel William L. Levine, traveling for Sam H. Harris of New York, has been in San Francisco for the last week, and will probably announce the placing of his lines with a local distributor within a few days.

Dan Loftus has taken over the store on Market street which has been operated for some time by John Conner as a branch of his California and Davis streets establishment.

Ted Cohn, Coast representative of the American-West Indies Sales Company, is again in the city, after spending two months on the road, visiting every part of his territory.

M. A. Gunst, head of M. A. Gunst & Co., Inc., returned about a week ago from an extended vacation in Southern California, and is now preparing to start on a trip through the East and Cuba. Gus Simon, head of the Gunst business at Portland, Ore., who was in the South with Mr. Gunst, has returned to his office. Milton Esberg, vice-president of the company, and Sello Blumenthal, one of the road men, have just returned from a trip up the San Joaquin Valley.

Sam Caro, well known to the local cigar trade, has been named as agent for the Francisco Bolano Factory of Tampa, the deal having been closed this week by A. M. Seehbach, of the company, who is still in the city.

Wm. Crane, formerly in charge of the Gunst business at Honolulu, T. H., has returned to San Francisco and will cover an outside territory for the same company.

Herman Moss, of the S. R. Moss Cigar Company, Lancaster, Pa., is back at his local office after a trip up the Coast.

A. Santaella, manufacturer of the "Optimo" cigar, one of the most popular clear Havana lines on the Coast, is visiting his agents, Ehrman Bros. & Co. He will visit the north Coast before returning to the factory, being accompanied by I. I. Hess, of the Ehrman organization.

S. Rothschild, representing the "El Rayo" cigar, spent a few days in San Francisco this week.

W. C. Rose, of Philadelphia, representing the "Havana Ribbon" cigar, is now in the city and expects to carry on a lot of special work to increase the popularity of this brand.

C. Maclumpha, who recently bought out a local cigar stand, has had the former owner arrested, charging that the store was sold on the understanding that it was free from debt, but has since been attached to cover the liabilities of the former owner.

The Men Who Book the Orders

John J. Collins, who was at one time a salesman for the Queen City Tobacco Company, in Cincinnati, is now in charge of a large Western territory for the Liggett & Myers Tobacco Company, Fatima Cigarette Department. His headquarters are in Denver, Col.

R. E. Harrison, who has been introducing the Velvet Smoking Tobacco, manufactured by Spalding & Merrick, of Chicago, Ill., recently made a visit of inspection to Cincinnati for his brand.

O. A. Immerhansen, of the A. Hussey Leaf Tobacco Company, of Cincinnati, returned recently from an extended trip to the West Indies.

Joseph Twist, manager of the cigar department of Haas Bros., San Francisco, has left on a six months' vacation in Europe.

Carl Jaeger, formerly with the West Coast Grocery Co., of Tacoma, has joined the staff of the Hemenway & Moser Company, of Seattle. He will look after the Tacoma and adjacent fields.

Philip Payne, who travels for the American Tobacco Co., with headquarters in Salina, Kansas, has been transferred to the Wichita branch.

John Fidler, salesman for J. W. Minnich, of Dallastown, Pa., recently returned from a Western trip. He reports conditions far from satisfactory.

H. E. Brownell, recently of Lorillard Company, in Illinois, has joined the selling force of the Khedival Company, in Indiana and Kentucky.

Curt B. Waller, formerly with the Khedival Company, is now associated with the Duschler Cigar Company, of Indianapolis.

Hugh Pendleton, Southern representative for E. A. Kline & Co., the Rigoletto cigar manufacturers, of Cleveland, O., put his brand in forty retail places in Baltimore recently.

John S. Oliver, until recently with the Ware-Kramer Company, manufacturers of White Rolls cigarettes, has become the general agent of a vacuum cleaner.

R. M. Ellis, the Melachrino cigarette promoter is on a flying trip through the Middle West.

H. E. Pearse, the popular salesman of H. Traiser & Co., has placed the Traico cigars in all leading hotels and cafes and the retail stands in Boston. This brand is winning favor with smokers.

H. Rinaldo & Co. in Hands of Trustee

H. Rinaldo & Co., the well-known jobbers and retailers, of San Francisco, who have for some time had the distribution of the "Smokecraft" and "La Venga" lines in that territory, are in the hands of a trustee, Benjamin Hersch having been chosen for that position. The company has liabilities amounting to about $14,000, and assets estimated at nearly, if not fully, the same amount. The company's difficulties are attributed mainly to the leasing of a downtown location, the rent of which seems to have been higher than the business justified. It is expected that the affairs of this concern will soon be adjusted.

Woodhouse Company Increases Capital

The Woodhouse Company, of Grand Rapids, Mich., have filed notice of an increase in capitalization from $25,000 to $100,000. The concern has a good wholesale trade in tobacco and cigars.

Factory Notes

The Miami Cigar Co., of Germantown, Ohio, started business in their new building recently.

The Yost Cigar Co., of 534 Water street, Bridgeport, Conn., have moved into their new quarters at 239 Fairfield avenue, that city. This concern is the largest of its kind in Bridgeport.

The Fluhrer Tobacco Company, of Boonville, Ind., have imported several twist makers and have been running night and day in an endeavor to catch up with orders.

George P. Jordan, until recently of Monmouth, Ohio, is opening a cigar factory in Canton, that State.

The factory of the Tony Zender Cigar Company of Lima, Ohio, has been sold to Francis Leonard and Mr. Hoerstman of that city.

B. Engelmann of Cass Lake, Minn., has purchased the cigar factory of Charles E. La Gesse at that place.

The Wilbur Cigar Company of Fargo, N. D., have moved their plant from that city to Bismarck, the same State.

C. G. Cribbs, of Benton Harbor, Mich., has sold his "Mantello" cigar business to J. E. Koch, who will continue their manufacture.

The Galvador Suarez Co., of Tampa, Fla., operating a small factory sold its business to R. L. Richards. Lamar Rankin was the owner of the business.

New England Tobacco Growers Meet

THE New England Tobacco Growers' Association met on March 20th at Bond's Cafe, Hartford, Conn. Previous to the meeting the tobacco men received a circular from the executive committee of the association telling of the discussions at the last meeting, giving also a statement as to future needs and policies of the tobacco growers.

It was stated in the circular that the tobacco industry is the only example in southern New England of a specialized and centralized agricultural industry, and that tobacco, next to hay, holds first place in cash value of all agricultural crops. In New England tobacco growing represents an investment of $15,000,000 by 4,000 farmers, who use 20,000 acres of land in growing their tobacco.

After advising immediate organization for mutual benefit and profit, the circular continued:

> "The benefit of such action could be made very great. First we have the necessity of protecting ourselves against foreign competition. We are a protected industry. A duty of $1.85 a pound protects our wrapper leaf and makes it possible for us to continue in existence. Other branches of the tobacco trade are already organized, branches to whose profit it would be to have this duty abolished and a uniform rate on filler and wrapper alike substituted in its place. At this present session of Congress it is not only possible but very probable that an attempt will be made to bring this change about. When that time comes, and it is not far off, we should be found shoulder to shoulder, thoroughly armed with information and statistics and ready to appear before the ways and means committee in a way that would leave no doubt of our power and importance."

It is intended to have meetings from time to time during the season on the farms of different "good" growers.

United Stores Test Match Ruling

THE United Cigar Stores Company have started a suit before the Board of United States General Appraisers to test a recent ruling of Collector of the Port Loeb in New York to the effect that on matches, designated "fancy," a duty of 35 per cent. must be paid. The importers contend that this is excessive.

Several years ago the Diamond Match Company lost the decision in a similar case. The United Cigar Stores Company expect to reverse this ruling.

Baltimore Manufacturers Report Trade Active

Royal Havana Cigar Co., to Introduce New "El Bosal" Cigar—Wm. Boucher, of Wm. Boucher & Sons, back again

BALTIMORE, MD., March 3, 1912.

WITH a majority of the more active manufacturers of this city, business during the past three months has exceeded that of the corresponding period of last year.

None of the old brands are being abandoned, but in a few instances new ones have been added to former lines, increasing the variety of packages they have to offer.

The Royal Havana Cigar Manufacturing Company will soon introduce a new brand under the title of "El Bosal." No effort is being spared in making it one of their most attractive lines in a high-grade article.

Wm. Boucher, of Wm. Boucher & Son, returned recently from a trip to Panama, and is again busy at the main store on E. Baltimore street in directing the most extensive operations the firm has ever enjoyed. In addition to the "Boucher Select" brand, which is of their own manufacture, they have had a strong call for such high-grade clear Havana cigars as "Romeo y Julieta," "Sanchez y Haya" and "Loveras."

A. Fader is featuring strongly his "La Cresta" domestic cigars along with some of the leading brand of imported goods.

H. C. Pfaff is at present sojourning in the South, and after a short stay in Texas he is expecting to proceed to California.

Each of the Lilly, Duncan & Co. stores is featuring particularly some special line of goods. At the W. Baltimore and Liberty streets store "Savarona" Porto Rico cigars, made by the Cayey-Caguas Tobacco Company, are shown in fine window displays, while at 207 E. Baltimore street the "Barrister" and "Little Barrister" cigars, made by Celestina Costello & Co., York, are exhibited in a specially attractive manner.

"La Integridad," clear Havana cigars made by Chas. S. Morris & Co., are strongly in evidence at the Birnbaum Cigar Company establishment, W. Baltimore and Hanover streets.

Special campaigns are being conducted by Kraus & Co. in further exploitation of their "Wizard" and "Royal Rob" brands, and sales are increasing correspondingly.

The Manchester Cigar Manufacturing Company will soon place on the market a new brand of little Havana cigars under the title of "Cuban Cadets." The goods will be put up in a novel style and all banded.

Some Pittsburgh Factories Dull; Others Busy

Retail Trade Unsatisfactory, But Improvement is Expected When Weather Settles

PITTSBURGH, PA., March 26, 1912.

THERE are many idle stogie makers in the Pittsburgh district today as the result of a falling off in the sale of this class of goods. One stogie maker, who advertised for one stripper, got forty applications the first day, indicating just how many idlers are on the market. In spite of this general condition I know of several factories that are using all the hands they can seat and one factory is making overtime to fill orders. Prospects of more general activity are freely admitted even by those factories which are now dull. The advent of seasonable spring weather, it is predicted, will accelerate business.

The Pittsburgh Stogie & Cigar Company, under which title the W. D. Sharpe Cigar Company is now known, report that they are well satisfied with their present business and are quite optimistic as to the future. This new company has been incorporated under the laws of Pennsylvania with $70,000 capital by Mr. Sharpe and Mr. Schmunk, the original owners.

Shipley, Massingham & Co. are developing their cigar department at a rapid rate, featuring several private brands of stogies.

General Manager Flagg, of The Duquesne Cigar Company, has a pronounced and decided winner in his "Red Devils" stogies. They are selling everywhere they have been introduced, and they are being introduced everywhere. More than sixty new distributing accounts on the brand have been opened in the last three months.

Retail trade, as reflected by such representative stogies as Jenkinson, Goldsmitt, Zimmerman, etc., is very quiet.

SMOKE.

H. Sutliff's Pipe Shop will be opened about March 15th, at 245 Kearny street, San Francisco. The location is an excellent one.

On March 23rd the Charles P. Stanley Cigar Co. of St. Louis moved from their store at 606 Olive street to 702 Olive street, their new quarters. This is considered one of the best equipped stores in St. Louis. The floor is of marble and the humidor has a capacity of 1,000,000 cigars.

A new cigar store has been opened at Third and Main streets, Evansville, Ind., by Jacob Hartz. The building was first remodeled and the new store is considered one of the best in that city. The old store, just across the street from the new one, will be continued for a time at least.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

York Cigar Trade Continues Dull

YORK, PA., March 29th.

THE lethargic condition prevailing for some weeks in the cigar trade in this section still continues. Dallastown, which under normal conditions is a hive in industry, is at present exceptionally dull, and a number of its factories have suspended operations altogether, at least temporarily. Among the few exceptions is the Dallastown branch of Myers, Adams & Co., of York, which had also been closed for some days, but has resumed with a normal number of hands. John Peeler closed his factory several days ago and will not re-open for some time. The Chauncey Minnich factory is to resume operations about April 1st. The Dallas Cigar Company, at Dallastown, is fairly busy and in fact has slightly increased its force of cigarmakers lately.

The D. A. Gallagher factory, which is a branch of Eugene Gallagher & Bro., of Columbus, Ohio, has removed from Main street to the former E. S. Sechrist factory building, and Mr. Sechrist has been placed in charge of the factory.

H. F. Kohler, of Nashville, is now in active preparation to open a factory in York about April 1st, after which he will discontinue operations at Nashville, as well as at Jacobus. Mr. Kohler, who is the present Register of Wills of York County, will also move his family to this city.

Tobacco growers who raised burley tobacco last year are finding a very dull market for their crops this spring, although the Meads Tobacco Company recently received a lot of 100,000 pounds for shipment to other points. It is not thought likely that farmers will this year indulge in growing burley leaf.

"Abraham Clark" cigars, made by Ibach & Rader, at Newmanstown, are on sale at a number of retail establishments throughout this city. They are distributed here by Stahlman & Co.

The C. H. Plitt Cigar Co. has decided on a novel name for a new brand of cigars which will shortly be placed on the market. It is to be called the "Liar." They propose to market under this brand a strictly high quality piece of nickel goods, to be sold to the trade at $35.00. The package will be neat, but not elaborately embellished, and every effort will be expended on the quality of the goods.

Mr. Young, of the jobbing house of Young & Busser, is at present on a visit at Pine Grove, N. C., for the benefit of his health.

Chief Factory Inspector John C. Delaney has recently made a report to Governor Tener, in which he said that 60 per cent. of the employees of 621 cigar factories in operation in this part of Pennsylvania are women. He also found that there were employed in those 621 factories about 32,700 persons, and 4½ per cent. of them minors, that is under the age of sixteen. Of the 621 factories, 540 are in Adams, Allegheny, Berks, Bucks, Lackawanna, Lancaster, Montgomery, York and Philadelphia Counties.

Several peculiar contrasts might be briefly referred to as follows: Dauphin County, which raises little or no tobacco, is reported to have only three cigar factories, but that they are large and employ about 1,229 people, while York County, a tobacco producing center, and having 175 cigar factories, gives employment in the aggregate to only 4,522 people.

H. L. Haines has commenced the manufacture of cigars at Red Lion, and has taken possession of the former Koch & Gipe building. Mr. Haines was until recently the selling agent of T. E. Brooks & Co., Red Lion. He has just returned from a short trip to his old customers and secured an encouraging number of initial orders for his product.

Gus Neuwahl, a popular cigar broker of Altoona, Pa., was a recent visitor here.

Manufacturers in Lancaster Encouraged

LANCASTER, PA., March 29th.

MANUFACTURERS are becoming a little more optimistic now and a spirit of greater vigor is being injected into the cigar business. They are encouraged by the more frequent orders which are now coming in and feel that the backbone of the dull spell has been broken. While the report of stamp sales for the month of March may not show a very substantial increase in the volume of business, they look forward to April with renewed hope of greater activities.

The larger manufacturers have apparently not felt the depression much, as they continued to operate with their usual forces, which in a few instances have been slightly increased. All of the branches of the United Cigar Manufacturers' Company are in full operation, as is also the big factory of Otto Eisenlohr & Bros.

A new cigar box factory is the latest project for Harrisburg, where the Victor Cigar Box Company, of Quakertown, will open a branch establishment early next month.

After a temporary suspension of business the Lebanon Cigar Manufacturing Company at Lebanon is now again in full activity, and find a good demand for several of their leading brands.

The Hoffman Leaf Tobacco Company has discontinued its offices at 215 N. Queen street, and the premises have been leased by J. L. Strauss as a cigar store and factory.

F. E. Eberly, manufacturer of union made goods, recently received several orders for his goods from prominent St. Louis distributors, which will keep the factory busy for several months to come.

The "Our Principal" Cigar Company, selling agents for "Our Principal" cigars, are vigorously pushing the sale of this line, and the output in Lancaster City and County is gaining at a rapid rate. J. W. Breneman, of Millersville, is the manufacturer of the brand.

"Billy" Miller, with the American Sumatra Tobacco Company, has been in this section for some days traveling with Ray Heiland, and together they have been stirring up considerable enthusiasm on their offerings of new Florida-Georgia tobaccos for their house.

Geo. J. Boas, representing the Spaulding & Merrick factory of Chicago, manufacturers of "Velvet" smoking tobacco, was a recent visitor here. He informed the writer that "Velvet" was selling more largely than ever.

R. M. Granat & Co., of York, has secured the leaf tobacco warehouse on N. Christian street formerly occupied by A. H. Sondheim, and will take possession about April 1st. Mr. Granat, of the firm, has also leased the residence of M. Michaelis, leaf dealer, of this city.

John L. Daron, of R. M. Granat & Co., who are removing their leaf tobacco business here from York, has leased the former residence of the late Fred. Duff.

Trade in Reading Fairly Good

READING, PA., March 29th.

THE cigar trade here, with an exceptional few, is fairly good, and more than ordinarily quiet with others. The Fleck Cigar Company and D. F. Fleck are probably among the busiest at the present time.

John G. Spatz, who was expected back two weeks ago from a protracted stay in the West, found it desirable to prolong his visit, but the factory has materially benefited by the additional business secured by him.

Chas. Breneiser & Sons, at 7th and Penn streets, have been displaying the "Breneiser" and "Heidelberg" brands prominently in their show windows. Both of these brands are locally made goods and appeal to the critical consumers of this city.

Since the business of the Old Honesty Cigar Box Company and that of L. P. Kline have been merged into the Bucks Cigar Box Company the firm has found its facilities taxed to the utmost in filling all orders promptly, and overtime has been necessary to do it. They claim to be now the largest producers of cigar boxes in this city.

The Porto Vana Cigar Company has been operating with a limited force of cigarmakers for some time owing to a slack demand for goods.

Local manufacturers now feel more confident that a coal strike in the anthracite regions will be avoided, although they find that dealers in that section of the country are at present buying very conservatively so as not to be overstocked should a strike occur, and consequently trade is a little dull with manufacturers having much business in the coal mining towns.

Late Retail Notes

Samuel J. Little, a cigar manufacturer of Troy, N. Y., has opened a retail stand in the new Caswell Building, that city. William J. Shudt is the manager.

A cigar stand has been opened in the Pioneer Hotel Building, Porterville, Cal., by Scott & Hardell, a local cigar firm.

Mrs. Alice Hinman has opened a new cigar and tobacco store at Curtis street and Kansas avenue, Topeka, Kansas.

H. J. Pearce, has opened a new cigar stand at Andrew and Market streets, Lynn, Mass. Mr. Pearce has spent considerable money on new fittings.

Archibald Ludwig, of Galesburg, Ill., has purchased the Rex store, in that city, on East Main street.

A new cigar shop is being opened by B. Bercovich, in the Central Block, near Fourteenth street, Oakland, Cal. The furnishings are of the very best.

The United Cigar Stores Company's new store at the corner of Peachtree and Decatur streets, Atlanta, was opened on March 9. This is one of a number of new sites for their stores in the South, options upon which were secured recently.

Boston News of Interest

Tobacco Trade Association Hailed as a Benefit--Business About Same—Waitt & Bond Report Increasing Sales

BOSTON, March 26th.

THE Tobacco Trade Association, of Boston and New England, recently formed among the wholesale cigar and tobacco jobbers, for the purpose of safety and protection in finding out the credit and standing of parties, that are here-today-and-gone-tomorrow style of men, will meet socially and in a business way to get at the foundation of those buyers who wish time on their goods.

A mutual benefit association for all cigar and tobacco men in the trade will no doubt extend to every state and finally be a national protection for both buyer and seller.

Recently one party took "French leave" with $10,000 cash realized on goods sold that he had bought on credit. Another "skipped out" with $15,000. Neither of these two men have been heard from. This Tobacco Trade Association is something necessary and will be a safety valve and boon in a financial way to wholesalers who want to know their customers. In a social way, men show their colors more and now there are a number of more men who wish to join the association.

The officers are: Maurice Hanauer, of Bieringer Bros., president; Samuel Rosenthal, of Rosenthal Bros. and Benditson, vice-president, and James F. Logan, of McGreenery & Manning, secretary and treasurer.

All communications should be sent to the secretary, American House, Boston, Mass.

The cigar and tobacco industry, around Boston and vicinity, remain about the same as last month.

The writer cannot see very much difference in the trade, only as to location, as that is everything in the drug and cigar business.

Mr. Waterman, of Waitt & Bond, Inc., says that trade has been increasing every month for the last two years. Their "Blackstones" and fine Havana cigars, are kept up to the standard, and sold everywhere.

Mr. Silver, of Goldsmith, Silver & Co., manufacturers of the "M. C. A." cigars, says that business is good, but when hotels, beach houses, etc., open they will have almost more than they can handle.

Hamilburg, of 7 Essex street, this city, sold more "Queen Smokers" on St. Patrick's day, than any other man in Boston. He certainly had the lead that day, President Taft being in town.

The Electric Cigar Company, George E. Page, treasurer, announces assets of $30,040.00.

George H. Thompson and George B. Sutherland, carrying on business as retail druggists at Bowdoin Square, Boston, under the name of Choate Drug and Chemical Co., have dissolved partnership. The business will be carried on by George B. Sutherland.

"Elcho" cigars, made by Fitzgerald and Driscoll, have been advanced this week from $62.00 to $65.00.

Ned Solomon, formerly with the Adams Square Cigar Store, is now with the Bieringer Bros. Co., on Dock Square.

Woodbury's Cafe, on Devonshire street, has a very fine display of Havana and domestic cigars. "12th Night" cigarettes figure in the window display.

James F. Logan, the able and well-known manager of McGreenery and Manning, wholesale and retail tobacconists, says that they are always busy, have twelve Auto Trucks loaded every day delivering cigars, tobacco, cigarettes, and all accessories to the trade in all towns, within fifty miles of their warerooms.

Sol Rosmer, with E. M. Schwarz &.Co., was a recent visitor here, looking up the trade.

"Partagus" cigars hold the centre of Ehrlich and Kopf's Court street show windows. They look good enough to smoke (that is, the cigars).

The Nestor Cigarette Co. reports business as good. They have regular customers in all parts of New England the year 'round, which ensures a steady business.

The Eastern Independent Cigar Stand Co. is now carried on by Morris Bernstein, 2132 Washington street, Roxbury.

The firm of J. F. Collins & Co., wholesale and retail tobacco dealers, State street, North Adams, has been dissolved. Mary J. Collins will continue the business under the same name. John J. McDonough has retired from the firm.

John W. Creasey, druggist on Market Square, Amesbury, Mass., has sold the store to William M. Gowen. For several years Mr. Gowen has been head clerk in said store.

Dyer Stannard has sold his drug store, in Mill River, to John Thurlough.

The American Tobacco Co. are giving away a generous sample of the famous Mayo's cut plug tobacco, for smoking or chewing. It has been on the market for forty years. 7-20-4 Factory's output for 1900 was upwards of twenty-three millions. The increase during the year was over four and one-half millions.

Mark Wolf, one of the old time veterans in the cigar and tobacco business, died here this week. He was considered by the old school, a very fine salesman.

The American Tobacco Co. are placing "Tokio" five-cent cigarettes on the market.

The Boston Tavern handle a good many Havana cigars. The trade demands a cigar of a high order, the "Elaborados" having the call.

WM. T. HENDERSON.

The Editor's Letter-Box

Wants Name of Factory Owner

SHENANDOAH, PA., March 21, 1912.

Editor THE TOBACCO WORLD.
Dear Sir:

Will you kindly inform me as to name of manufacturer operating Factory No. 2040, Ninth District of Pennsylvania?

Very truly yours,

J. D. SCANLAN,
No. 11 E. Centre St.

Answer.—Fidelity Cigar Company, Schaefferstown, Pa.

Manufacturer of Humidors

NORTH ADAMS, MASS., March 21, 1912.

Editor THE TOBACCO WORLD.
Dear Sir:

Can you give me the name of manufacturer who makes humidors for holding one box of cigars for advertising purposes?

Very truly yours,

GREEN BROS. & Co.

Answered by letter. The Sergeant Company, Bridgeport, Conn.

He Knows a Live One

ROCHESTER, N. Y., 3/11/12.

To the Editor of THE TOBACCO WORLD.

Dear Sir:—Enclosed please find one dollar for subscription to THE TOBACCO WORLD. I consider it a very nice paper and would miss it very much if I did not subscribe for it again.

Very truly yours,

W. L. DE GARMO.

LEAF TOBACCO MARKET

Leaf Market Fairly Active---New Crop Being Steadily Absorbed---Farmers Preparing for Summer In Connecticut---Connecticut Leaf in Demand

NEW YORK.

NEW YORK CITY.

The leaf market in this city continues to be fairly active. Shade-grown Connecticut still seems to be in much demand, although other desirable types of leaf get their share of attention. Connecticut primed and shade-grown leaf is being bought so largely that there will possibly be very little leaf for next fall when the Connecticut season is supposed to be at its busiest.

Since the Connecticut-Havana seed crop is reported to be in a damaged condition, buyers have been hustling to secure a supply. The Sumatra crop evidently is of exceptional quality, judging by the high prices it seems to command.

BALDWINSVILLE.

The leaf market at this place has been listless. The crop has been pretty well disposed of, the better grades selling easily.

The growers are preparing their fields for next season, although weather conditions have delayed them considerably. The 1911 crop has sold for a respectable figure and the growers generally are well satisfied with their returns.

PENNSYLVANIA.

PHILADELPHIA.

THE leaf market in this city has had a slight change for the better, according to a prominent leaf dealer. Although there is considerable room for improvement the tobacco men as a rule are optimistic and look forward to increased sales. There seems to be a tendency on the part of Pennsylvania growers to get rid of their stock on hand, and as a result prices have dropped slightly. One dealer ventured the opinion that about twenty per cent. of the crop still remained unsold. Many of the factories are extremely dull at present, but all are looking for increased activity.

LANCASTER.

The last two weeks have been extremely dull in the leaf tobacco circles. There has been virtually nothing done so far as trade in old goods was concerned. The packers are putting their whole attention to packing the new crop, deliveries being made to them daily. There is still quite a good amount of tobacco to be delivered, also a number of crops to be contracted for. Prices have been ranging around ten cents, a good crop occasionally bringing eleven cents.

The cigar business at present seems to have taken a slump. Manufacturers are awaiting the predicted spring boom. With such a condition it is only natural that the leaf trade should suffer in sympathy.

Trading in 1910 tobacco fell off considerably, nor was there much doing in 1909 goods.

YORK.

The buying of the new crop was less active the past two weeks, owing to the dull conditions in the cigar factories. The damp weather of several weeks ago was taken advantage of by the growers and deliveries have been heavy. It has been estimated that from 20 to 30 per cent. of the new crop remains unsold. In the vicinity of Lititz most of the 1911 crop has been disposed of, some prices of 11 cents and 3 having been obtained.

There has been a rather consistent demand for Connecticut shade-grown tobacco. One sale of 1600 acres of Connecticut Havana seed-grown was reported for future delivery. The Sumatra market is quiet. A number of manufacturers claim that if the price of the leaf is as high as circumstances would indicate they intend using Connecticut shade-grown and will advertise the fact to their customers.

CONNECTICUT.

The farmers have started to prepare their fields for the coming season. They had been considerably delayed owing to the renewal of the snow a short time ago. A good amount of the new Havana seed has been shipped from local packing points and very little remains unsold in this region. Broadleaf has been selling fairly well.

The tobacco growers in the broadleaf section are aroused over the alleged combination of buyers to establish and maintain low prices on the 1911 crop still in the hands of growers.

One prominent tobacco man said that the reported action of the buyers had developed a spirit of co-operation among the growers who still hold their 1911 crop, so much so that it will probably tie up the broadleaf market unless a reasonable price is received. It is estimated that one half of the 1911 crop still remains in the growers' hands, 80 per cent. of it being of standard quality.

At present the outlook for a good season is bright. Many of the growers have put glass over their beds in order to draw out the frost.

OHIO.

CINCINNATI.

The Cincinnati Burley Tobacco Market has had two of the busiest weeks of the season. Quality considered the market has been improving.

The better grades of colory leaf were well sustained at previous high quotations, while medium red leaf and tips were slightly stronger. A number of hogsheads of scrap sold at low prices, but brought their full value, being of inferior quality. Little fancy wrapper leaf was shown, which brought the top price of $26.25 for old and $26.75 for new.

Rejections have been about 19 per cent. of the offerings. The average per cent. rejections, so far this season, has been 15, as compared with 21 for the corresponding period of 1911.

KENTUCKY.

SHELBYVILLE.

It has been estimated that from 85 to 90 per cent. of the crop still remains unsold. Buyers are still scouring the country, paying the best prices of the season for the remaining crops, with prices ranging from 9 to 12 cents per pound.

HOPKINSVILLE.

There has been a strong rush to the markets here the last two weeks, due to the favorable weather conditions. Prices were firm and there was a lively demand for all goods offered. Hogshead prices ranged from $6 to $10 for lugs and from $9 to $16 for leaf.

WISCONSIN.

EDGERTON.

Deliveries are still being made at receiving points as fast as the packing facilities will permit of handling the goods at the warehouses. Deliveries have been exceptionally heavy, although there is considerable tobacco still hanging in the sheds.

The unsold portions of the crop have been steadily absorbed, but generally at prices under the earlier figures, prices ranging from 6 to 9 cents. The movement in old stock continues in a hand to mouth fashion and few transactions of any size were noted. In comparison with other years the holdings of desirable binder stock are very limited.

The proceeds of the tobacco growers show that this has been one of the most profitable crops in years. There is no probability that prices will decline for two or three years to come, provided a good binder leaf can be produced.

Franklin, O., Warehouse Destroyed

The tobacco warehouse at Franklin, Ohio, owned by A. Landis, Dayton, Ohio, and occupied by Ira Weiser, was destroyed by fire on Sunday, March 17th. The building and contents were a complete loss. The building was insured for $50,000. It contained over twelve hundred cases of table assorted and resweat Zimmer Spanish B's of the 1908, 1909 and 1910 crop. Of this amount less than three hundred cases belonged to Mr. Weiser, which were fully covered by insurance. The 1,000 cases which were held on storage for other firms with headquarters in the East it was supposed are also covered by insurance.

Second Amsterdam Inscription

Prices as a rule at the second inscription in Amsterdam on March 15th were higher than those paid at the first. Competition with European houses was very spirited. About 2,000 bales were taken for America, among the purchasers being H. Duys & Co., 364 bales; Yocum Bros., 351; United Cigar Manufacturers Company, 274; E. Spingarn & Co., 147; M. F. Schneider, 143; A. Cohn & Co., 130; S. Rossin & Sons, 126; Otto Eisenlohr & Bros., 120; G. Falk & Bro., 112; Pretzfeld & Co., 107.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

CEKAY:—24,078. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11, 1912. Charles Kruezer, Olney, Phila.

CAFE COPP:—24,079. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 11, 1912. Wm. Steiner Sons & Co., New York.

LADY ABERDEEN:—24,080. For cigars, cigarettes, cheroots, chewing and smoking tobacco and stogies. Kaufman, Pasbach & Voice, New York City.

GUT BLATT:—24,081. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11, 1912. P. A. Kaufmann, Chicago, Ill.

ROBERT FALCON SCOTT:—24,082. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11, 1912. T. A. Wadsworth, Detroit, Mich.

TIME TO SMOKE:—24,083. For cigars, cheroots, stogies, chewing and smoking tobacco. March 11, 1912. H. Beselin & Son, Omaha, Neb.

MI LECTURA:—22,268. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 12, 1912. Kaufman, Pasbach & Voice, New York City.

ROYAL J:—24,084. March 12, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Mr. Alfred M. Jahrans, Traverse City, Mich.

MILAMETTES:—24,085. March 12, 1912. For cigars. Mr. H. W. Finck, San Antonio, Tex.

TOTIMA:—24,086. March 13, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Chas. Stutz Company, New York City.

OLD DITTY:—24,087. March 13, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. G. Baer & Son, Springfield, Mass.

EXELA FINA DE CIGARO:—24,088. March 13, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. B. Cassman, Chicago, Ill.

BY JIMINY:—24,089. March 13, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Chas. Pearson, Springfield, Mass.

MAGNO VITA:—24,090. March 13, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York.

MICHIGAN BOULEVARD:—24,091. March 13, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. American Litho. Co., New York.

CUBAN PONIES:—24,092. March 13, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. The Moehle Litho. Co., Brooklyn, N. Y.

PHILA. ROYAL:—24,094. March 14, 1912. For cigars. M. C. Bressler, Freeland, Pa.

READING ROYAL:—24,095. March 14, 1912. For cigars. M. C. Bressler, Freeland, Pa.

COUNTRY FAVORITE:—24,096. March 14, 1912. For cigars. M. C. Bressler, Freeland, Pa.

E. BENIZELES:—24,097. For cigars, cigarettes. March 14, 1912. P. K. Lambros, Chicago, Ill.

RENETAS:—24,098. March 14, 1912. For cigars, cigarettes, cheroots, chewing and smoking tobacco. E. Bradford, La Grange, Ga.

MI NEKOMA:—24,100. March 14, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Mr. L. Levy, New York.

ULWANTMORE:—24,101. March 14, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Mr. L. Levy, New York.

REKLAW:—24,102. March 14, 1912. For cigarettes. Blackstone & Walker, Chicago, Ill.

MI ALVINA:—24,103. March 14, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York City.

ALL-WORTH:—24,104. March 14, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York City.

MI H. O. A.—24,105. March 15, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Mr. Frank Estrado, Philadelphia.

FL PIZO:—24,106. March 15, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York City.

BY-JINGO:—24,107. For cigars, cigarettes, chewing and smoking tobacco. March 15, 1912. Charles Pearson, Springfield, Mass.

NILES & MOSER'S FANCIES:—24,108. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Messrs. Niles & Moser, Kansas City, Mo.

LOCAL TALENT:—24,111. March 15, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York.

MITCH'S BEST TEN:—24,112. March 15, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Mr. J. A. Hadzor, Portland, Me.

LA DEMURA:—24,113. March 16, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. The Moehle Litho. Co., Brooklyn, N. Y.

J. S. T.:—24,115. March 16, 1912. For cigars. John S. Tillman, Scranton, Pa.

OUR GUY:—24,116. March 18, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Walter D. Hanson & Son, Manchester, Md.

EXCELSIOR FACTORY SMOKERS:—24,118. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 18, 1912. Isaac Bros., Chicago, Ill.

MARCUS AURELIUS:—24,119. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

DEL-PILOR:—24,121. For cigars. March 18, 1912. Rochmill Cigar Store, Selma, Ala.

LITTLE SCOUT:—24,122. For cigars. March 18, 1912. Enterprise Cigar Company, Trenton, N. J.

POET JUNIOR:—24,123. For cigars. March 18, 1912. Enterprise Cigar Co., Trenton, N. J.

IROMAS:—24,124. March 18, 1912. For cigars cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., N. Y.

MADE IN PEORIA:—24,125. March 18, 1912. For cigars. Mr. A. Siegman, Peoria, Ill.

DENDY SADLER:—24,126. March 18, 1912. For cigars, cigarettes, cheroots. The Calvert Litho. Company, Detroit, Mich.

CARTER BRAXTON:—24,127. March 19, 1912. For cigars. Gemmill Brothers Cigar Co., Windsor, Pa.

THE FRATER:—24,128. March 19, 1912. For cigars. Messrs. Makler & Affrime, Philadelphia.

AUGUSTE RENOIR:—24,129. March 19, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Schmidt & Co., New York City.

PALACE BAR:—24,130. March 19, 1912. For cigars. Gemmill Brothers Cigar Company, Windsor, Pa.

DUKE OF OLIVARES:—24,131. March 20, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Litho. Company, Brooklyn, N. Y.

FATHER TOM:—24,132. March 20, 1912. For cigars, cigarettes, chewing and smoking tobacco. Mr. E. L. Conley, Boston, Mass.

JUST SQUARE:—24,133. March 20, 1912. For cigars, chewing and smoking tobacco. Sam Herrman & Co., Red Lion, Pa.

EXPANSION FROM DISCOVERY TO DATE:—24,134. March 20, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Mrs. Rosie Recht, N. Y.

HARIB:—24,135. March 20, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Chicago Box Company, Chicago, Ill.

ORISONOLAS:—24,137. March 30, 1912. For cigars. Bethesda Cigar Company, Bethesda, Ohio.

SANS-REPROCHE:—24,138. March 20, 1912. For cigars, cheroots, stogies. Bethesda Cigar Company, Bethesda, Ohio.

MILLIFLUENT:—24,139. March 20, 1912. For cigars, cheroots, stogies. Bethesda Cigar Company, Bethesda, Ohio.

STOGA-DILLAS:—24,140. March 20, 1912. For cigars, cheroots, stogies. Bethesda Cigar Company, Bethesda, Ohio.

EL OLIVO:—24,141. March 21, 1912. For cigars, cigarettes. The Moehle Litho. Company, Brooklyn, N. Y.

ACTIVO:—24,142. March 21, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., N. Y.

LA ESTA:—24,143. March 21, 1912. For cigars. Jose Alvarez, Philadelphia.

DON LORADO:—24,144. March 22, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Litho. Co., Brooklyn, N. Y.

PICADORA:—24,145. March 22, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Melchert & West, Aurora, Ill.

SAN TEE:—24,146. March 22, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Vincent McAllister, Rantoul, Ill.

PFEFFER'S HIT:—24,147. March 22, 1912. For cigars. Abe Cohen, Chicago, Ill.

BONNIE BLINK:—24,148. For cigars, cigarettes, chewing and smoking tobacco. Wm. L. Rath & Co., Baltimore, Md.

JOE ALDERMAN:—24,149. March 23, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. S. M. Downs, Felton, Pa.

THE NEW ALDERMAN:—24,150. March 23, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. S. M. Downs, Felton, Pa.

RICHARD ROE:—24,151. March 23, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Chicago Box Company, Chicago, Ill.

SIR JOHN DIGBY.—24,152. March 23, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Chicago Box Company, Chicago, Ill.

PETER RUFF:—24,153. March 23, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Chicago Box Company, Chicago, Ill.

PRETTY TORY:—24,154. For cigars, cigarettes, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

MARKEEN:—24,155. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

SAN ISADRO:—24,156. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

CAP. JANUARY:—24,157. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

HANS BRINKER:—24,158. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

COMMODORA PREBLE:—24,159. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

SAN CELESTINO:—24,160. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

OURIDA:—24,161. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

MONEY SPINNER:—24,162. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt, New York.

PORSENNA:—24,163. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

ITHOBAL:—24,164. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

PRINCE DIMPLE:—24,165. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

JISHIB:—24,166. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

FEO:—24,167. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

FIFTH STRING:—24,168. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

MARKET PLACE:—24,169. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

CHICKAWANA:—24,170. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

GLORY BE:—24,171. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

HER HIGHNESS:—24,172. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

RAGNA:—24,173. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

BEN HARIB:—24,174. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1912. Chicago Box Company, Chicago, Ill.

A. VON HUMBOLDT:—24,175. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1912. Chicago Box Company, Chicago, Ill.

COME AND SEE:—24,176. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1912. Interstate Cigar Store, Grand Junction, Colo.

SCHENECTADY COURT CIGAR:—24,177. March 25, 1912. For cigars, cigarettes, chewing and smoking tobacco. F. A. Eilenberger & Son, Schenectady, N. Y.

AMIRALA:—24,178. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

AZELINA:—24,179. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

CLOSHETTA:—24,180. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

SELNEHAR.—24,181. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

LELALI:—24,182. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

TEARZA:—24,183. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

DALILSHA:—24,184. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho Co., New York.

SAMANDAL:—24,185. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

SELEH:—24,186. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

MAI MOON:—24,187. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

BOSTAVIA:—24,188. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

DORATIL:—24,189. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

ARMANOS:—24,190. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

BADONIA.—24,191. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

ALZAID:—24,192. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

FALDONA:—24,193. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

LARNICE:—24,194. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York City.

TURUL (design for label):—24,195. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Heywood, Strasser & Voigt, New York City.

OSIRIS:—24,196. For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco. Heywood, Strasser & Voigt Litho. Co., New York.

R. U. L.:—24,197. For cigars, cheroots, chewing and smoking tobacco. Arcade Cigar Company, Albany, N. Y.

CANCELLATIONS.

IMAVANA:—24,069. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York City.

ISAVANA:—24,071. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York City.

SOYSTER'S WINNING:—23,957. Siller, Nartan & Barnes, Pittsburgh, Pa.

SOYSTER'S LITTLE STOCK:—23,957. For cigars, cigarettes, cheroots, chewing and smoking tobacco. Siller, Nartan & Barnes, Pittsburgh, Pa.

SOYSTER'S BIG STOCK:—23,955. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Siller, Nartin & Barnes, Pittsburgh, Pa.

JERSEY JENTLEMAN:—23,718. For cigars, cigarettes, chewing and smoking tobacco. The Hudson Cigar Company (has been cancelled).

Curtis Bros. Suffer $7,000 Loss

The cigar manufacturing establishment of Curtis Bros. on the second floor of 718-720 River street, Troy, N. Y., was wrecked by fire on the evening of March 11th. The damage was $7,000, said to be covered by insurance.

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We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
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ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

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WANTED—By a prominent New York manufacturer of high grade 5 and 10 cent cigars, an experienced salesman to sell the retail trade in Pennsylvania. Salary or commission. Address, stating experience, present occupation, reference and expectations, L. A. Box 532, "Tobacco World."

SALESMAN WANTED on commission for side line of cigar lighters and pocket cigarette and cigar cases. L. W. Levy & Co., No. 6 West Twenty-second St., New York. 4-1-2t

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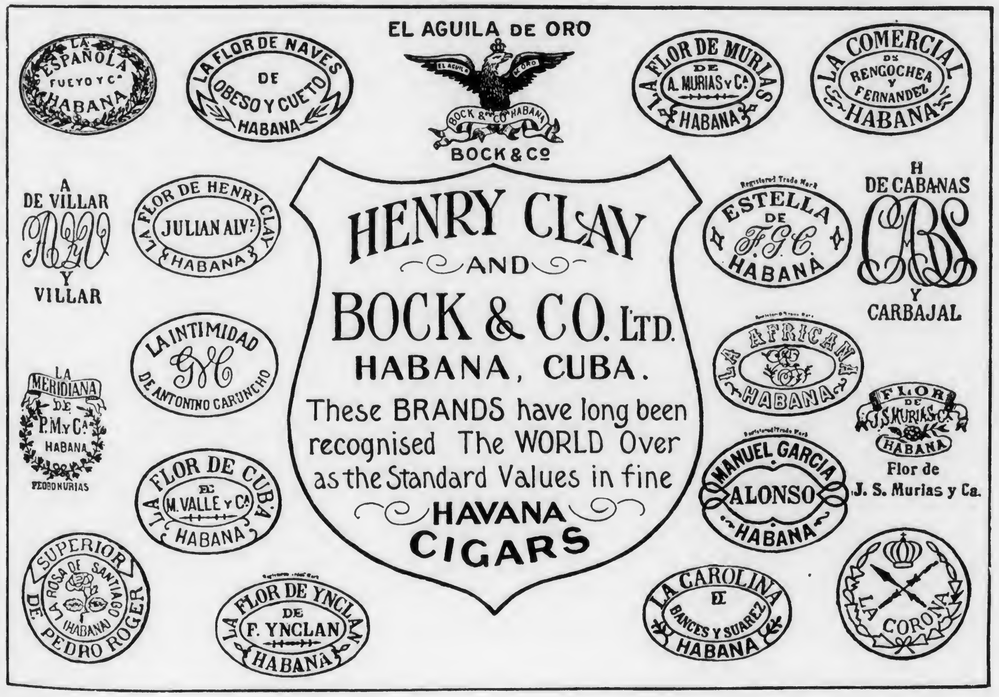

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Strictly Independent Manufacturers

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Sole Agent for United States and Canada

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The World's Standard Cigar

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The Real Independent Factory in Havana

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Calle De La Industria, 172-174

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ROBERT E. LANE

115 BROADWAY, NEW YORK

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New York Office: 86-88 Fulton Street

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High Grade 10-Cent Cigar

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Solomon Monday Dies in Brooklyn

Adverse Report on Cummins' Bill

Preparing Advertising Copy

The Marital Mystery of a Cigarette

Problems of the Retailer

To Make Tobacco Inspections Uniform

Boston Trade Improving

News from the Leaf Markets

All That's New With Jobbers and Distributors

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Death of R. A. Patterson

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Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 8

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

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We Couldn't Improve the Quality So We Improved the Label

Such was our idea in bringing out our new package

ALL-ALIKE

FIVE CENT CIGAR

¶ This cigar is made up to the standard of **blend, quality** and **workmanship** that has made our cigars famous since 1869. It's a long filler, Sumatra wrapped, free-smoking cigar that is sure to prove a repeater.

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1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature on each box is the dealer's protection.

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"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
HAVANA CIGARS"

Made by

SAN TELMO
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"QUALITY CREATORS"

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

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FINE HABANA CIGARS

are on sale wherever highest quality is the prime consideration.

Made by

Salvador Rodriguez
at
Tampa, Fla.

Offices: New York **Warehouse: Havana**

BEHRENS & CO.

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Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

Congenial travelling companions—

REGENSBURG'S HAVANA CIGARS

ALL SIZES ALL SHAPES
SOLD EVERYWHERE

For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

We Couldn't Improve the Quality So We Improved the Label

Such was our idea in bringing out our new package

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¶ This cigar is made up to the standard of **blend, quality** and **workmanship** that has made our cigars famous since 1869. It's a long filler, Sumatra wrapped, free-smoking cigar that is sure to prove a repeater.

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Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.

RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE OF HARTS
BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

CRESSMAN'S
COUNSELLOR
5¢ CIGAR

Tops
All Nickel
Cigars
The Kind on which to Build
Your Business
MADE BY
Allen R. Cressman's Sons, Philadelphia

Short talks to Dealers

It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA
TURKISH
BLEND
CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1912.

In fact, the 1912 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P. S.—Fatimas are very popular with all college men.

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

CHEW

Climax Plug

The standard of QUALITY for nearly half a century

P. Lorillard Company

Jersey City, N. J.

Established 1760

A

BOLD
BOBROW BROS.

OPPORTUNITY

To be profitable, a cigar must be a repeater—a repeater of its own accord. To do this it must have exceptional quality; it must be uniform, and it must stay uniform. These points and **only** these points have made the **BOLD**, without exception, the one best bet in the nickel market. Now, Mr. Jobber, get a hold on this profitable proposition. Write for samples today. Delay will mean a lost opportunity.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

HERE IS THE WINNING PACKAGE

EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

London Trophies ARISTOCRATS 25 FOR 5 CTS. $2.00 PER 100

PITTSBURG'S LEADERS

Brands

2 for 5c.—London Trophies, Spanish Blunts and Wabash Big Havanas.

3 for 5c.—Seal of Florida, Day Star, Pittsburg Sticks, and Factory No. 8 Specials.

Some good territory open for live brokers and dealers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.
46 Miller Street, Pittsburgh

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

HAVANA CUBA CIGARS

Vuelta Aba j "Castaneda"

CASTAÑEDA TRADE HABANA MARK

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA DE TABACOS DE VUELTA ABAJO FABRICADO EN LA HABANA ESTD. EN 1854

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' F. Ry Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

Hunt Red Rabbits

In all Seasons

Fine stogie proposition for distributors.

PENN CIGAR COMPANY
2038-40 Bedford Ave. Pittsburgh, Pa

THE KEY WEST CIGAR FACTORY KEY WEST WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c 5c

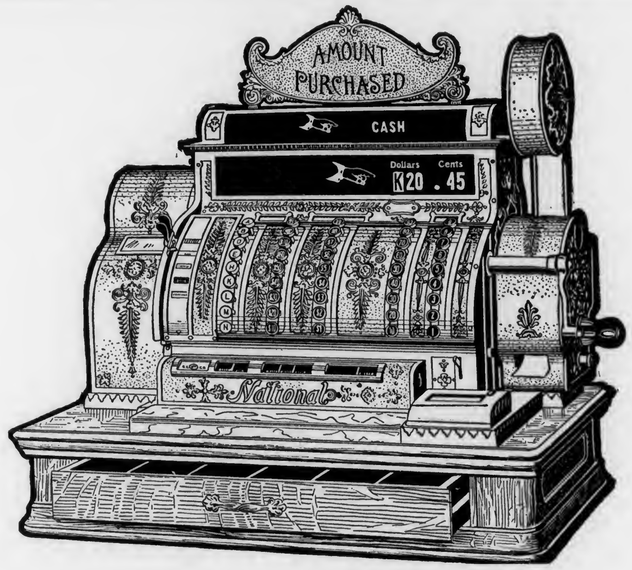
El Werth

Well Worth Your CONFIDENCE

Made by

WERTHEIMER BROS.
BALTIMORE, MD.

Only Good Cigars Come Out of Our Factory



A National Cash Register protects merchant, clerk and customer

It fixes responsibility. It eliminates losses and mistakes, prevents forgotten charges, and insures a record of money received on account and paid out.

It makes careless employes careful—it enables good employes to prove their efficiency.

Customers are protected against mistakes in their accounts. The receipt in the parcel, printed by the register, proves the amount paid.

When a National Cash Register enters a store, it becomes a better store—better for the proprietor, better for his employes and better for his customers.

The National Cash Register Company
Dayton, Ohio

NO % added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

10 per cent. saved on your purchases

means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

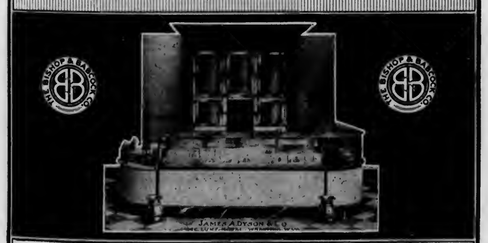
MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

PROMPT DELIVERIES

CARLOS, FERNANDEZ & CO.
42 East 23d Street, New York
OFFICES AND WAREROOMS: MANILA—PORTO RICO

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

GIRARD Cigar

All kinds of "straight"

Straight goods

Strictly hand made. Pure Havana filler—*Cuban-grown.* Thoroughly matured without artificial sweating. Carefully blended to produce a *mild yet full flavored* and *uniform cigar.*

Straight dealing

Sold through dealers. No mail-order prizes nor premiums. Full price charged for any sample to consumer. *And the profit turned over to the dealer who will supply him.*

Straight advertising

Strong, honest and persistent; telling the facts regularly to millions of smokers. And sending them to the dealer—to *you.*

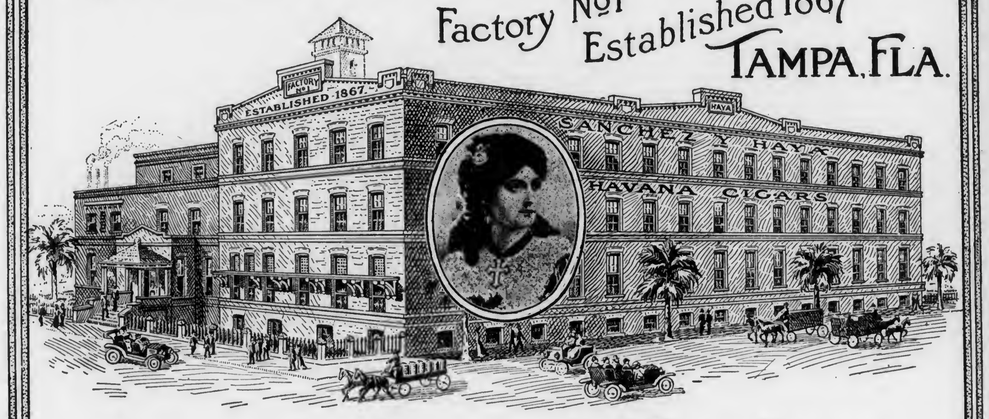
10 cents straight

In three standard sizes.
"Brokers" 5¼-inch Perfecto.
"Mariners" 5⅝-inch Panatella.
"Founders" 5-inch Blunt. *$70. per thousand from your jobber,* or from us direct.
Straight up to you.

Antonio Roig & Langsdorf, Philadelphia
Established 1871

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

A Nickel Leader that will Lead

The "El Sayon" is a truly up-to-date cigar built to produce more business for the dealer handling them. It has quality, style and workmanship—which makes a winner.

"El Sayon" cigars are made on the principle of knowing how.

Write now for special introductory offer.

H. F. KOHLER

MAKER

Nashville - Pennsylvania

A Perfect Product

FLOR DE JEITLES

5c. Cigars

PACKED 1/40ths—IN TINS
PACKED 1/20ths—IN BOXES

JEITLES & BLUMENTHAL, Ltd.

PHILADELPHIA

Cigars of Distinction — Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

Clear Havana Cigars

Office and Salesroom, 23 DUANE ST.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the

CONDAX STRAW TIPS

"Some good catches for the Early Bird"

We are closing out certain sizes of our *Manila Brands* such as we expect to discontinue at from 20 to 35 per cent. below importation price. If you want to be one of the Early Birds tear off the coupon below and mail it to-day.

Carlos Fernandez & Co.
42 East 23rd St., New York

Gentlemen:
Please send us your special Manila proposition.

Name .....
Address .....
Town .....
State .....

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.
108 La Salle Street, Chicago, Ill.

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt
Offices & Factory, 2786 Broadway, New York, N. Y.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

Royal Lancer

The Cigar Distinctive

Made in 21 Sizes
10c. and upwards

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

139 Maiden Lane
New York

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

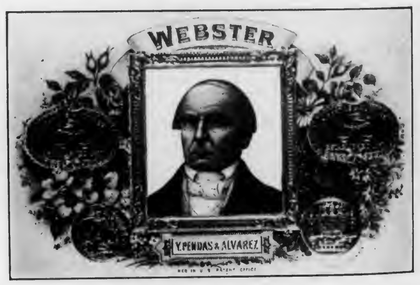
PEDRO MOREDA
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, APRIL 15, 1912. No. 8.

Henry Meyer, Pioneer Ohio Tobacco Man, Killed in Auto

One of Cincinnati's Best Known Leaf Packers Meets Sudden Death—Son Seriously Injured

CINCINNATI, O., April 13th.

HENRY MEYER, one of the oldest and best known leaf tobacco dealers in the Ohio Valley and founder and president of Henry Meyer & Co., of this city, was killed on the evening of April 9th, and his son Harold seriously injured, when an automobile, in which they were riding, became unmanageable and dashed over a steep embankment near Mr. Meyer's suburban home at West Alexandria.

Father and son were buried under the machine and death was instantaneous to the former. The son when extricated was found to be injured internally, and it is not known as yet whether he will survive.

The death of Mr. Meyer caused a great shock, not only to his family, but to a large circle of social and business friends. He has been one of the most prominent and active factors in the Ohio leaf tobacco market for many years, having at one time served as president of the Ohio Leaf Tobacco Packers' Association and having represented that body in the National Cigar Leaf Tobacco Association. He was 76 years old. The funeral took place on Friday, and was largely attended by men prominent in the trade.

Cigar Dealer Swindled in Cemetery Deal

CINCINNATI, O., April 12th.

FRED SAMAD, retail cigar dealer, 730 West Fifth avenue, was swindled out of $484 this week by three men who lured him into a fake investment in a cemetery lot deal. One of the men who had frequented his store for a week, treating him to the best cigars and then taking him to the theatre, promised to let him on the ground floor of a fine money-making proposition.

The swindler brought around a tin box, alleged to contain $12,000, the capital of the enterprise, and persuaded Samad to deposit his $484 in it. In some manner Samad's good money was extracted from the box and the swindlers departed leaving him a tin box containing a lot of newspaper clippings and a soiled handkerchief. Samad is looking for the swindlers. So are the police.

Solomon Monday Dies in Brooklyn

Solomon Monday, one of Brooklyn's pioneer cigar and tobacco jobbers and manufacturers, died at his home in that city April 10th, at the age of 71. The name Monday has been prominent in tobacco affairs of Brooklyn for nearly half a century. Mr. Monday founded his business as a jobber and distributor of cigars and tobacco, and later branched out in the manufacture of cigars and tobacco, in which field he has been a notable success. The firm of S. Monday & Sons is well-organized and in fine position to continue and perpetuate the business founded by Mr. Monday. A widow, two sons, Joseph and Moses, who are associated with him in the business, and a daughter, survive.

Another Big Cigar Manufacturing Firm for Philadelphia

Will Operate Two Factories—Isaac Jaffe, Late of Sulzberger-Oppenheimer Co., to Be Manager

PLANS are being formulated by Nathan Baum, Isidore Baum, Isaac Jaffe and B. J. Stiefel for the incorporation of a cigar manufacturing firm in this city. Nathan Baum stated to a TOBACCO WORLD representative several days ago that nothing definite has been decided upon, but that further information will be forthcoming in several weeks.

Nathan and Isidore Baum are well-known figures in the liquor circles of this city, being members of the firm of Adam Baum & Sons, 117 North Third street. This old-established concern has been in business in Philadelphia for more than fifty years.

Mr. Jaffe is to be the manager of the new concern, and will have direct charge of the manufacturing end. He was superintendent of the Sulzberger-Oppenheimer factory, at Montgomery avenue and Mervine street, for over twelve years. That firm, with its brands and good will, was purchased about three weeks ago by the Theobald-Oppenheimer Cigar Company.

No definite locations have been decided upon, but the intention at present is to have two factories, one in this city and another at Souderton, Pa., where only higher grades of cigars will be manufactured.

Mr. Jaffe's experience in the Sulzberger-Oppenheimer factory on such well-known brands as the "Campanello" and "Delores" will doubtless be of great value to him in the high-grade line of goods which it is intended the new company will turn out.

First District Shows Big Decrease in Cigars

Deficit for First Quarter of Year Increased by the Production for March

REPORTS issued by the Collector of Internal Revenue for the First Pennsylvania District, covering the month of March, show that there has been a falling off in production in every branch of the industry with the exception of tobacco, which shows a slight increase. The decrease in cigars considerably overbalances the increase which was shown in February, of 2,994,270 cigars, and coupled with a decrease of 3,053,270 for January, brings the present deficit of the first quarter of the year up to 4,456,970. The figures for March are as follows:

	1912.	1911.	Decrease.
Large Cigars	59,818,500	64,189,650	4,371,150
Little Cigars	13,320,000	25,400,000	12,080,000
Cigarettes at $3.60	16,000	19,000	3,000
Cigarettes at $1.25	8,406,440	9,015,800	609,360
Snuff at 8c.		97,775	
Manufactured Tobacco	91,789	91,371	(Increase) 418

Cuba-Rica Chain Incorporates in Wisconsin

The Cuba-Rica Cigar Stores Co., a new chain of stores being promoted by New York interests, has filed articles of incorporation under the laws of Wisconsin with a stated capital of $48,000, $2,000 of which is invested in Wisconsin property. Steve Surman, of Milwaukee, is the Wisconsin representative.

"SOMETHING DIFFERENT"

Business Campaigns That Will "Produce"---For the Retailer, Wholesaler and Manufacturer

By J. B. JAMISON. **

Being an outline of systems through which big business houses are built. Any reader of THE TOBACCO WORLD, retailer, wholesaler or manufacturer, contemplating an expansion of his business, should consult this department, and may secure the personal services of Mr. Jamison for the direction of his campaign by a series of letters suited to his individual needs upon the payment of $2, *for which allowance will be given in new subscriptions to* THE TOBACCO WORLD, *or the extension of old subscriptions. Single letters of instruction* 50 *cents.*

The plans I outline in this department will "produce." They have *brought home the goods and* are *doing the trick every day.* J. B. JAMISON.**

V.
Preparing Advertising Copy

PREPARING the copy for your advertisements is one, if not the most important, part of advertising. And this requires experience. One often hears of the "born ad-writer," but before a reputation was made, it is safe to say, that considerable experience was acquired.

If you are considering a campaign, first decide upon your style of type and layout. To the novice in printing this is immaterial, but were he to see the different effects produced by using various styles of type, but using the same advertising copy, he would change his mind on this point.

After you have decided upon a general style, use it each time. The desirability of having an individual style cannot be overlooked. This applies to advertising as it does almost everywhere else.

Do not go to extremes in your make-up. The ad with type an inch high does not always make the best impression. Some of the glaring ads so often seen, really jump up and strike one in the face, so that in relief we turn to the pleasing, easily read style on the next page. That glaring style, once so prevalent, has long since been consigned to the scrap heap. Watch carefully the advertisements of large and successful firms.

A technical knowledge of printing, while desirable, is not absolutely necessary. Much of the appearance of the ad can be left to the printer. But many printers imagine that not a square inch of space shall be left unused. Do not allow him to fill in with scrolls, ornaments, rules, etc. The step from the prevailing style of laying out ads to the ridiculous is not a very long one and should be carefully watched.

An ad writer who lacks technical knowledge of printing should obtain one of the various letter books issued about type. They are small, easily handled, and contain much useful information. These books enable you to make yourself clearer to the printer.

In preparing your copy, make the headline bold and prominent, but in the balance of the ad use bold type sparingly. Use the larger type only when you have something very important to announce, or when you have something which you wish to emphasize.

In starting upon the body of your ad just imagine that you have with your headline, attracted a prospective customer. Now that you are with him, cool down and have a confidential talk, in other words use a chatty style, as though he were right beside you. Try to make your sentences crisp, and right to the point. Don't forget that your space and also your reader's time is limited.

In writing up your goods, think of the class of people you are appealing to. If you are a business man appealing to other business men, do not use any alleged humor with impunity. It will hurt the dignity of your firm and cheapen you in other men's eyes. Humor can be used with telling effect at times, but it often is cheapening, and should be used with discretion.

If you are appealing to the "common people," you can often use methods which would be entirely out of place in appealing to a business man. Wit and humor with a chatty, breezy style will go well, but be very, very careful, so that it is good fun.

Try as far as possible to be original, but if a good advertising scheme has been used in another part of the country, which possibly applies very well to your case, use it. Originality is to be preferred, yet a good scheme, used before, is better than a poor new one. The man who wrote that advertisement may have taken it from some other man, so you need have no scruples in using it, provided he is not your nearest competitor. If you are sending your ad copy to an advertising agency, do not think for a moment that they are entirely original. Most agencies have a book which contains the best styles and layouts of ads used in every branch of every business, and your ad may be written in one of the best styles of your line, perhaps with modifications.

Any first-class ad contains an idea for you and the more you study the ads of others, the more proficient will you become in preparing yours. Criticize them, notice where they fail and see that you do not make the same mistakes.

When you use cuts handle them carefully and when they become battered throw them away. No cut at all is preferable by far to a poor one. Preserve them carefully and put them away with the faces covered, for the slightest scratch will surely show in the printing.

A change of copy should be made in every issue, if it is at all possible. It makes no difference whether or not you are advertising the same article. Use the same general style, but give them another argument. If a man glances at your ad and notices that the wording is the same as in the previous issue of the paper, he will never finish it. That's an old story.

Trade journal advertising, at one time, was confined principally to announcing new varieties of goods and to general advertising, which did nothing more than keep the advertiser's name before the public.

Manufacturers are beginning to see the weakness of such publicity methods and are going more into the newspaper style than ever before. Where formerly the business man kept his ads chiefly as a directory of the trade, now he receives such live business-like stuff in them, that in each issue he searches for new ideas. If more advertisers using trade journals would try to make them as readable as the magazine ad, they would have no reason to complain, and their ad would be read just as closely as the magazine ad is.

Above all things change the wording of your advertisement continually and keep out of a rut. For variety is, *first, last* and *all the time,* the spice of advertising.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

"HITCH your wagon to a star," was exactly what H. A. Bogardus, the most prominent and best-liked cigar jobber and distributor in the City of Louisville, did when he accepted a position a number of years ago, as driver of a delivery wagon for a small tobacco store in Indianapolis, Ind. The life of Mr. Bogardus may well and profitably be taken as an example of men who have risen from the ranks to become one of the leaders.

H. A. BOGARDUS

Mr. Bogardus got his first position in a cigar store. This was in the establishment of Louis G. Deschler, a jobber and retailer of the Hoosier capital. At this time the concern was doing but a small and confined business, but they soon moved to larger quarters and took up the wholesale trade. Mr. Bogardus was then put on the street as a city salesman, where he showed his ability and proved himself to be a man of energy and tact, becoming before long a member of the firm.

After he had associated himself with the Deschler concern in this capacity for a few years, he was offered a salesmanship with the House of Crane, of the same city. He sold his interest in the Deschler store, and accepted the position for the fact that it promised brighter prospects for the future. He rose step by step in this store and soon had charge of the salesmen, both city and travelling. It was then that he offered to buy half interest in the Kentucky business and to take charge of it in person. Heretofore, very little attention had been paid to the trade in the Bluegrass State by the Crane Company, but Mr. Bogardus said that it would be a success, and his employers had learned to believe that what he said was usually so. They took him into the concern and sent him across the Ohio, into a territory which had hardly been worked by them at all.

Mr. Bogardus opened a small store on Main street and procured a horse and buggy, in which to wait on the few customers which he might be able to solicit. He put in a small stock of cigars and tobacco and left a small boy in the store, while he made his rounds to the retailers and told them of the wonders of the Crane products. At the end of his second month there was enough on hand to pay all bills and start a neat bank account. From that time on the concern progressed. An experienced clerk was put in the store, and new lines were added to the stock.

Not long after, owing to cramped quarters, Mr. Bogardus was forced to move. When he did, he got in the center of the wholesale section and opened one of the best equipped cigar stores in the city at that time. He soon began to consider the purchase of an automobile delivery truck. He finally decided in favor of a four-cylinder truck. The emblem of the House of Crane was enameled on both sides and it was put to work immediately.

The first brand which was put on the market by the House of Crane in Louisville, was the "Plantista." It met with a gratifying success and led to the greater exploitation of such brands as the "Denby," and the "San Felice," all in the five-cent class. The latest and perhaps greatest success which Mr. Bogardus has brought into the Gateway town is the "New Bachelor." In the clear Havana line, he has brought the "Lo Paz" and the "Optimo" to a high degree of quality. The broad leaf headliners are the "Elverso" and the "Rigoletta."

Mr. Bogardus is one of the best known and liked cigar dealers in Louisville, and has a circle of friends which extends throughout two States. Associated with him are Mr. C. C. Renfro, who has also risen from the ranks, and Paul Coleman, who has taken charge of the retail trade. An insight into the character of this man is shown by a small card which hangs near his desk in his private office. It reads:

"Jolly the fellow who is down today,
And give him a smile for his sorrow,
For this world oft has a funny way,
And you may be down tomorrow."

Caricature of Mr. Bogardus which recently appeared in one of the Louisville daily newspapers.

The Marital Mystery of a Cigarette

By R. Maxwell

REBELLIOUS woman is up in arms against the tyrant man these strenuous days, and desires to know why she can't be the equal of the Lord of Creation if he sells his vote at the polls, takes bribes, drinks, swears and plays crap. Also the deadly cigarette and the affinity habit in wives appear to be coincidental evils of the day to be reckoned with. For the villain as a rule may be relied upon to enter the erstwhile happy home with a "Turkish Trophy" cigarette imbedded between his lips, which is only removed for a sufficient length of time to permit him to go down upon his knees and utter the fatal words which leave that particular home a desolate waste, and supplies another case for the divorce courts at Reno.

Thus it came to pass that when Mr. Younghusband the other day—or rather night, for it was an hour past midnight—entered his domicile, carefully unlocking the door so as not to disturb the girl of his choice in her long slumbers, seating himself on the edge of the bed and with equal care unlacing and removing his shoes, placing them first one and then the other upon the floor without a sound, he of a sudden sat bolt upright, with staring eyes and extended nostrils, as novelists put it.

Mr. Younghusband had smelled something which caused him to thus sit up and take notice.

It was the subtle, permeating odor of a Turkish cigarette.

He sniffed several times—a terrible thought crossed his mind—what did it mean? Whence came that smell? It certainly was not of his own making, for he had not been in the house since half past six o'clock, and then only for a brief half hour, when pressing matters of a business nature took him away to his club, leaving the wife alone in the flat.

He arose and walked across the room, out into the hallway, back into the parlor, continuing to sniff with dilated nostrils and mind awhir. In explanation of his great agony and perturbation it may here be explained that he had only been married two months, and it was but the last week or so that club matters had commenced to take him away from his fireside nights.

Ha! Ha! A Clue!

The cigarette odor was unmistakable. There could be no doubt. With bitter regrets he recalled that short, blissful period when Bess would sit up waiting for him even until two o'clock in the morning—when he would entertain her even until a later hour than that.

Now the faithless creature slumbered sweetly while the cigarette smoke which filled the house betrayed her perfidy.

It was maddening. What could he do?

Who among their mutual male acquaintances could have called upon her that night after he left the house, leaving this smoke in his trail? She might have become suddenly sick and called in the doctor, but then he never smoked anything but cigars. His bosom friend Jim, one of the few among his chums he had dared to introduce his wife to, as he knew him to be his true friend, could hardly have been there as he was away from the city for a one week trip to Tampa. The janitor might have been there to look after the radiators, but he was an old fashioned Dutchman who never smoked anything but the long pipe of his fathers.

What should he do?

Spending an hour in troubled indecision as to whether he should wake her and have it out then and there, he at length decided to wait until the morning, relying upon his skill as a cross-questioner to bring out the truth and lay bare her deceit, painful as the task would be to him, for he would never have suspected such a thing of Bess.

The morning came. The two sat opposite each other at the breakfast table, when he looked at her casually and in the most indifferent tone in the world remarked:

"*Had* company last night Bess?"

"No, not a soul."

"No one?"

"No, dear."

He was ready to explode and controlled himself with an effort. He had already scrutinized her finger-tips, but they bore no yellow tell-tale marks. Still she might have contracted the habit. There were holders. Of two evils that certainly would be the least. Then of a sudden he noted that she had dressed herself with unusual care that morning. He had never seen that pretty kimono before and it had been some time since she had worn a ribbon in her hair. This morning she did.

The Plot Thickens.

Mr. Younghusband was in a quandary. He could not bear to make the fatal break just then, and went to his office with a heavy heart, hoping against hope that some way to explain the matter without compromising his young wife might yet be found.

Purposely he kept himself away from home until midnight, then entered once more on tiptoe and once more was met with a whiz of cigarette smoke, piquant and unmistakable.

Beads of perspiration broke out on his forehead. Five horizontal lines, formed as though to suggest that a bar of music was about to be written there, and from the expression he was wearing one might infer that the composer was to be Strauss and the subject "Discordia." Stealing into the sitting room he peered around. By the side of his own easy chair was a little stand, and on this stand was an ash receiver containing half a dozen cigarette stubs. There could no longer be any doubt in the matter.

Mr. Younghusband put them on the top shelf of the china closet and slowly and sadly betook himself upstairs. His wrath was giving way to sorrow and melancholy, deep and profound.

"And did you *have company* last night Bess, dear?" he asked in his blithest accents the next morning at breakfast, noting that once more she had dressed up as though she expected to receive a lover at ten o'clock, after he had gone to the office.

"No," she said, "not a soul."

"Nobody?"

"No."

"Queer game Bess," he remarked. "I thought I smelled cigarette smoke. Nobody smoked cigarettes in this house the last two nights?"

"No, sir."

"The hussy!" Looking at her closer, he saw that this morning she wore a flower in her hair.

What to do? Once more the gravity of the situation stood clear before him. It meant either a permanent break with his wife, or he would have to take her at her word. He choose the third course. He would watch her and trap her.

Mr. Younghusband experienced the sensations of a falling aviator. That night he stayed at home to make observations. Mrs. Y. had dressed herself in her daintiest gown and looked her very best. To match the idea he noticed she sported one of her laciest, filmiest handkerchiefs. Cologned? Yes, sure.

Two more nights he kept himself at home to allay her suspicions of being caught; he made it a week to make sure. Then one morning he looked up from his coffee and in a matter of fact way remarked:

"I've got to attend a meeting of the 'Jolly Neros' tonight, Bess. It may be late. Don't wait for me. The boys will think I have broken faith with them if I don't attend. I haven't seen any of them since we were married. You just go to bed."

And so he went out, only to linger on the streets for a couple of hours, walking, walking and sadly pondering over his lost happiness, for he felt positive of catching his wife. Eight o'clock he returned. The moment he entered the house there was the cigarette smoke once more. On tiptoe he went to the parlor door and peered in. Murder was in his heart. His right hand instinctively went to his hip pocket, although there wasn't any gun, but he had seen how cowboys do it in a moving picture show.

What he beheld was Bess sitting near the window beside the table, an ash receiver placed in front of her and on this receiver a self-consuming cigarette was sending spirals of smoke toward the ceiling. A two inch length of ashes showed it had not been disturbed since lit. While he stood at the keyhole lost in wonderment at the strange sight, she took another cigarette from the box, held it over the gas until it was lighted and then placed it in the receiver beside the first one.

Caught. Yes, Caught at Last!

Mr. Younghusband made his better half aware of his presence by a strained cough. "Ahem, ahem!"

Mrs. Younghusband beholding him in the door sat herself down very suddenly with abashed mien.

"What the deuce are you up to, Bess?" he demanded.

"Well—now—you see—you go to the 'Jolly Neros'—I feel lonely, and when I light these cigarettes and let'm smoke I somehow feel as though I were in your company. That's all."

Mr. Younghusband folded her to his breast with deep sighs of relief. So that was it. He kicked off his shoes and donned his slippers. No more "Jolly Neros" for him.

Then the thought that she might have explained to him long ago, when he first questioned her, entered his mind. After all she had played a double game. She had deliberately put him on the anxious seat.

"But that was the only way I seemed to be able to discover to make you prefer my company nights to that of the 'Jolly Neros,'" she murmured, reading his thoughts.

"Darn the 'Jolly Neros,'" spouted Mr. Younghusband. "You are a little hussy," he added, but I'll have to humor you. "Got any more cigarettes?"

"Yes, have one?"

Smoking Among Women

(By the "Tobacco World" Philosopher.)

DAME FASHION has again decreed that it is quite the thing to smoke among women. And when she decides that any practice is a friend of hers the old moralities just naturally fade away. This subject of smoking is one that has been thrashed out so much that one often speculates whether anything has been left unsaid. Some of our dear, old-fashioned grandmothers "hit the pipe," usually a corncob, and it was a pretty strong one at that. Yet no one ever thought it out of the way. They would sit by the hour, calmly puffing away.

During the last 25 years there has been an impression prevailing that any woman who smoked the "coffin-nail" was beyond the pale, that it was the practice only of the low and depraved. It may seem strange then that any cigarettes are sold at all. But go into any large store and ask the proprietor about this, and nine times out of ten, he will tell you that he has quite a trade among women, that he would not like to mention names, but could give you a number who are habitual users of the weed. A prominent tobacco man estimated that in New York alone the number of women smokers is close to 100,000, and that they consume on an average of 35,000,000 cigarettes a year.

While many of the smartest set in the large cities use tobacco extensively, its use is not confined entirely to them. The middle class foreigner's wife uses it quite extensively. The tobacco used is usually Turkish, the kind that their male relatives buy. Madam will stop in at her favorite tobacconist's and get her cigarettes, sometimes by the box, perhaps 100 at a time.

Although smoking is forbidden in some of the fashionable restaurants of our large cities, in others there is no pretense at stopping the women patrons from enjoying a smoke after their meals. It is beginning to be considered a woman's privilege.

In Europe, the custom is quite prevalent and fails to excite the comment that it does on this side of the pond.

The Grand Duke Michael, exiled from Russia, has been one of the shining lights of Russia-London society. Women of the English swell set delight to attend the functions he and his wife, the Countess Torby, give, for in addition to the charm of their hostess they find the added charm that the cigarettes are of a quality superior to anything that can be had of British tobacconists for love or money. There, at all times, can be found a group of kindred spirits, all devout subjects of Queen Nicotine.

A short time ago, the Grand Duke offered a jeweled cigarette holder to the lady who could consume a cigarette in the least number of puffs. Mrs. Bingham, the well-known London belle, formerly Mrs. Chauncey, won it. She left her "coffin-nail" in ashes when her nearest rival needed several seconds to match her. The Grand Duke gave her the holder with the enthusiastic remark that there was no one in Russia who could have done as well.

The story of that curious contest spread all over Europe and later came to this country, where it opened the old discussion as to the benefit or harm that may result from women using tobacco. Dr. Martin Friederich, health officer of Cleveland, recently declared that cigarettes, so far from being injurious to women, constitute one of the most effective antidotes to the poison of theine, an active poison absorbed by consumers of tea, and that it helps women's hearts in an appreciable manner. Dr. Charles Pease, of New York, takes exception to all utterances of this nature, but has used such extreme measures and language that any point that his arguments may have contained were spoiled by his "Carrie Nation" methods. He has made himself so ridiculous that all thinking men refuse to take him seriously.

But the fact remains that with all the agitation against tobacco in its various forms, it is being used more and more every day. Excessive use of tobacco will result in injury to the body, just as excessive use of tea or coffee, or almost anything for that matter, is injurious.

Meanwhile the workingman will fill up his pipe after his evening meal and bless him who was the means of introducing smoking, while the more fortunate man will smoke his after-dinner cigar, although I doubt if he will enjoy it any more than the workingman. While all the Dr. Peases will go their troublesome ways and become general nuisances.

THE spruce, jaunty-looking traveling man, after a glance at the menu, looked up at the pretty waitress and observed: "Nice day, little one."

"Yes, it is," she replied, "and so was yesterday, and my name is Jane, and I know I am a corking looking girl, and have fetching eyes, and I have been here quite a while, and like the place, and I don't think I am too nice a girl to be working in this place—if I did I'd get out—and I don't know whether there is a show or dance in town tonight, and if there is I shall not go with you, and I am from the country, and I am a respectable girl, and my brother is cook in this restaurant, and last week he wiped up the floor with a fresh fifty-a-month drummer who tried to make a date with me. Now, what will you have?"

The traveling man, slightly wilted, replied that he was not very hungry, and that a cup of coffee and a few buns would be enough for him.

It has been said, and with much truth, that a drop of nicotine administered all in one dose would kill the strongest dog. Using this as an argument upon which to work, the "antis" argue as to its injurious effects upon the human body. While the statement about the dog is undoubtedly true, it is misleading. In order to commit suicide, Fido would have to consume 400 strong cigars, one right after another. Whatever the injurious effects of tobacco may be when used to excess, in moderation, it acts on an adult as a mild sedative. Many authorities claim that after the 30th year, its use prolongs life and preserves the mind by lessening the bodily functions of waste and repair. In smoking, tobacco is one of the least injurious substances known. Compared with other well-known vegetable substances, it is extremely mild.

Seven-year-old Charles had been suspected several times of smoking, but his mother had been unable to catch him "with the goods." One day recently he came in from play, and as he washed his face preparing for supper his mother was sure she detected nicotine stains on his fingers.

"Charles," she said, "you have been smoking."

"No, mother I haven't," the young hopeful replied, "that's iodine on my hand. Willie sprained his wrist and I rubbed some iodine on it."

"Don't tell me a story. I know it's nicotine stains."

Charles looked around in terror. Surely after all that trouble he didn't want to be caught.

"Well, mother," he said, "God knows it's iodine, because he saw me rub it on."

The good Doctor Charles G. Pease, who is known as tobacco's militant foe, in New York City, got himself "in bad" recently at the dinner of the Men's League for Women's Suffrage, held at the Hotel Marseille. Dr. Pease elected himself a committee of one to go around the banquet table and wherever he perceived a lighted cigar or cigarette, snatched the "smoke" from the guest's hand without a word of warning. The secretary of the league grabbed the reverend anti-smoker and came within an ace of putting him out of the dining room. His unwarranted actions offended a number of prominent gentlemen present, some of whom left the banquet hall in utter disgust. Needless to add, the incident did not do much toward strengthening the work of the Men's League along the lines for which it was organized.

At the present time, when everyone is discussing the high cost of living and at a time when noted educators and economists are giving us the pro and con on this all-important question, the contents of a day-book kept by H. J. Morrison & Co., pioneer merchants of Wisconsin in 1840, should be of interest.

A yard of calico was quoted at 38 cents; a pair of socks, 63 cents; one shirt, $2.25; one bar of soap, 50 cents; one paper of pins, 13 cents, and one plug of tobacco at 75 cents. If the present user of plug tobacco had to pay that price for it, we would take a pretty safe guess that the mastication of the weed would drop off to virtually nothing.

A traveling man, who was an inveterate cigarette smoker, reached a small town on an early train. He wanted a smoke, but none of the stores was open. Near the station he saw a newsboy smoking, and approached him with:

"Say, son, got another cigarette?"

"No, sir, but I've got makings."

"All right" the traveling man said. "But I can't roll them very well. Will you fix one for me?"

The boy rolled one.

"Don't believe I've got a match," said the man after a search through his pockets.

The boy handed him a match. "Say, Captain," he said, "you ain't got anything but the habit, have you?"

According to a recent statement of a Havana salesman of cigars, the demand for the more expensive kinds greatly exceeds the supply. Ten times as many cigars, selling at $5, could be disposed of than are at present.

The cigars at that price average about 15 inches in length and it requires 120 pounds of tobacco to make 1000 of them, as against 14 pounds to perfectos, the twenty-five-cent straight cigar.

The difficulty of making them lies in securing suitable tobacco for wrappers, which are of an extraordinary size. Perhaps only one wrapper, which is large enough, can be used after sorting one bundle of tobacco.

The stories about our millionaires and rich men smoking cigars of an unusual size was branded as being untrue. The price paid for these choice smokes depends generally on the quality of the tobacco used in their manufacture and not in the size, which is usually that of the ordinary cigar.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Imported Cut Fizzle

Everybody connected with the trade was glad to learn that the cut-price war on imported brands of cigars died a quick death on the morning of the 9th instant, when the flaring signs came off the front of the United and Schulte stores, in New York, and "Havana Perfectos" were once more quoted at 25c. to the consumer.

As a matter of fact, inquiry at a dozen different United stores during the continuance of the cut-prices elicited the fact that, if anything, the lower figure had scared customers and their total business on imported Havana goods was a trifle less in those shops than previous to the cut. Under these circumstances a continuance of the 20c. price seemed absurd and unbusinesslike, not considering for a moment the effect ultimately on the brands themselves.

The big importers, of New York, deserve much credit for the stern and uncompromising attitude which they took on this dangerous step on the part of the retail distributors and their influence probably led to the quick reversal.

The whole matter had a depressing effect temporarily upon the Havana manufacturers and they, in some cases, stopped their men and plans for immediate action in the securing of business in the United States.

In other sections, outside of New York, the dealers generally paid no attention to the situation here, but expressed themselves as well satisfied with a fixed retail price on Havana goods and also a fixed jobbing price for the purchase of the goods on their own account.

Chain Stores in Europe

The announcement that England, Germany and Switzerland are about to witness the birth of a new chain of retail cigar stores, similar to those of the United Cigar Stores in this country, will be received with deep interest, by those who have been watching the progress of combination stores in America.

It is understood that George J. Whelan, who made the United Cigar Stores possible in this country, has been in conference with officials of the British-American Tobacco Co., who are arranging the details for the opening of the chain stores in Great Britain.

The attitude of the British public toward the new chain of stores is not likely to be hostile, because consumers in Great Britain have been accustomed to deal in stores of this character.

It is known that one company has been conducting a chain of more than 1000 retail stores in London alone for a number of years. In 1903, the stores were absorbed by the Imperial Tobacco Co., who promptly closed them, thinking it best to sell to the trade in general rather than in finding their own distributing depots.

In Germany and Switzerland, where the anti-trust laws are more severe than in England, the chain-store is likely to meet with more opposition than in England.

Squeezing More Dollars From The Importers

Complaints are being heard among importers of leaf tobacco wrapper and filler that "Uncle Sam" has laid his mailed fist unnecessarily heavy upon them in the enforcement of import duties. It seems that the Government, not content with imposing heavy taxes upon every branch of the cigar trade, has set out to squeeze more dollars from the importers by interpreting the Payne-Aldrich tariff to suit itself, and without proper consideration of the importers.

There is such wide latitude in construing paragraph No. 220, that the appraiser can, by a nod of his head, virtually confiscate a shipment of mixed wrapper and filler tobacco. Examining each bale in detail, is impracticable, and it seems to us that the importer ought to have his inning once in a while.

As the law is now being enforced, every doubt is now being decided in favor of the government and by the government's own representatives. If this attitude continues, we would recommend the importers getting together, and going to Washington to lay their complaints direct at the doors of those responsible for the present intolerable conditions.

More Fake Cigar Auctions

The fake cigar store auction has bobbed up again on Broadway, and there seem to be a goodly number of the common people who are not yet wise to this game, judging from the business which was being transacted the other day.

The store, which was formerly a small retail shop near Thirty-seventh street, was loaded to the limit with the finest collection of unknown snide brands of cigars which could be seen in many a day. The man with the hammer was a plausible gentleman, with the usual assortment of vulgar wit.

If he could not sell a box at a time he would take five out of the box and peddle them out at a fake bid of five for a quarter. The other goods which probably never cost over $12 per thousand averaged 3 to 5 cents a cigar and the sample smoked by the writer was worse than awful.

Empty boxes of certain well-known brands stood around in the store, but an attempt to get them to cry some of these was fruitless. Mr. Auctioneer said we were to wait, and we are still waiting.

From The Tobacco World Bureau, 910 Hartford Building, New York.

Cut-Price War on Imported Cigars Ends

David A. Schulte Said Nothing Was Gained by Move and Former Price of Perfectos Is Again at 25 Cents

THE cut price war on imported cigars, which went into effect about two weeks ago, has been suddenly discontinued. The cut in prices, which is now said to have beeen only an experiment, was kept up for only ten days.

The Schulte stores, which were the first to reduce prices, and the United Cigar Stores, who followed to meet the competition, have all gone back to the former prices and declare they are there to stay.

According to the stores which followed in the price-cutting, there had been no great increase in sales, as had been anticipated, and no unfavorable comment has been heard upon the restoration of the old prices.

David A. Schulte, head of the Schulte stores, when asked about the return to the original prices, said: "We decided to reduce the prices on the Perfecto size of the leading imported cigars, because we thought such a move would be beneficial to the customers and would result in largely increasing the sales of such cigars.

"It appears though that many of our customers got the impression that the Perfectos were of an inferior quality from those formerly sold at 25 cents; that the reduction had been made for that reason only. As a result we have gone back to the former prices, for it is evident nothing would have been gained, for there was virtually no increase in the sales of the cigars."

Manila Brands Below Cost

An excellent chance to test the selling quality of Manila cigars is open to dealers who will communicate at once with Carlos Fernandez & Co., 42 E. 23rd street, New York City. This house have decided to close out certain sizes of their exclusive Manila brands at figures which they state are thirty-five per cent. to fifty per cent. less than the goods could be imported.

It is a question of first come, first served and only while the special lots last.

Readers of the TOBACCO WORLD, who are interested are invited to use the coupon in the Carlos Fernandez advertisement and secure from the firm their proposition.

Representative for Ernest Ellinger & Co.

Ernest Ellinger & Co., packers and importers of Havana tobacco, located at 87-89 Pine street, New York, have announced the appointment of William Van Baalen, 168 West Lake street, Chicago, Ill., as their Western representative.

S. Monday & Sons Add New Brand

A PACKAGE of ten clear Havana little cigars, called "Quality Puffs," is the latest output of S. Monday & Sons, Brooklyn. These are packed in cartons neatly wrapped in gold foil paper. The new goods retail at a quarter per package, and are of such genuine quality as to warrant the price.

Besides this brand S. Monday & Sons make the "Imperialette," which is on the same style as the new brand, but of a slightly inferior quality. These retail at ten for fifteen cents, and have proven themselves a very enjoyable short smoke. They also turn out the popular "M." brand, ten for ten cents, and all brands are Havana filled. The demand for their goods at the present time, is tremendous and the factory is pushed to capacity.

Leaf Tobacco Board of Trade Elects Officers

At the meeting of the Leaf Tobacco Board of Trade of New York, held April 9, Carl W. Wobbe was elected president. All of the old officers were re-elected, which included F. M. Dolbeer, vice-president; Charles Fox, secretary, and F. Cranz, treasurer.

The delegates to the convention of the National Cigar Leaf Tobacco Association, which will be held in New York, on May 13th and 14th, include the following: J. F. Cullman, Jr., Joseph Mendelsohn, Carl Wobbe, Charles Vogt, Jr., F. Cranz, E. A. Kraussman, F. M. Dolbeer, Jerome Waller, Benno Neuberger, Ernest Ellinger, Marco Fleishman and L. A. Cohn.

Several speakers of the Citizens' League addressed the Board on banking subjects of interest to the trade. According to the treasurer's report, the Board, financially, is in very good condition.

Julius D. Alexander, tobacco dealer at No. 177 Pearl street, has filed a petition in bankruptcy with liabilities $11,264 and assets $5,394, consisting of stock, $600; office furniture, etc., $22; accounts, $88; cash in bank, $4, and claims, $4,680 for goods taken on replevins. Among the creditors are Clara Alexander, $2,426 loans; Mayer & Co., $1,966, and Mark Harris, $1,624. He has been in business fifty-three years. He was formerly of Alexander Bros., against whom a petition in bankruptcy was filed on March 23, 1908, which was dismissed on a settlement at thirty-six cents on the dollar.

D. Baumann & Co. have leased to the United Cigar Stores Company, for a long term of years, the corner store in the building at the southwest corner of Third avenue and 149th street. The annual rental is reported to be $19,500. The space is now occupied by one of the Hegeman stores. D. Baumann & Co. recently took a lease of the entire building for a term of twenty-one years at an annual rental of $32,500.

New York City Items

The offices of the Turco-American Tobacco Company, New York City, have been removed to 220-230 West 19th street.

William J. Wemmer, of the well-known cigar firm, Deisel-Wemmer Co., of Lima, Ohio, will leave for a trip to Europe on the 23rd of this month.

Godfrey S. Mahn, cigar retailer of this city and Philadelphia, vacated his New York store, at 10 East 42nd street, on April 1st. The rental was considered exorbitant. The Import Cigar Company formerly occupied the premises.

George L. Symons, of Symons, Kraussman & Co., is at present in California, where he has placed some notable orders on their popular product, "Flor de Baltimores." The company's business during April, thus far, has been quite above the mark.

The Miller-BuBrul & Peters Manufacturing Company have closed their New York office, at No. 1 Madison avenue, and Mr. F. Chudoba has gone to Cincinnati, where he will be associated with the main office of the company.

A petition in bankruptcy has been filed against the University Smoke Shop Co., of 131 Duane street, by the following creditors: Henry Chamberlain, $369; S. Gryzmish, $105, and T. Rosenbaum & Co., $28. The liabilities are said to be $6,000.

The Ramado Cigarette Company are now occupying their new building on 36th street, this city, where they use two floors. A force of 22 men is now covering the large Eastern cities.

The New York offices of T. Englehardt & Co., have been closed. Their factory, in Tampa, will be the future headquarters. The concern thinks an office in New York is no longer necessary, and for that reason it was discontinued.

Jackson H. Kelley, general road representative of Salomon Bros. & Stern, was reported in Minneapolis last week, and has been cleaning up strongly on "Optimo" orders. Mr. Kelley will finish his long trip in about a fortnight, and is expected in New York by May first.

The special meeting of the American Snuff Company, which was called for April 18, at 15 Exchange Place, Jersey City, has been changed to April 23, for the reason that not enough stock was represented to make a quorum. It had been intended to take some action on the proposition to amend the charter of the company, so that the number of directors would be eleven, not ten, as at present.

F. O. Rhoades, treasurer of the Cuba Cigar Co., 3 Park Row, New York, made a brief trip last week to the Philadelphia, Baltimore and Washington markets. As usual, Mr. Rhoades did not come back empty-handed, for "King's Club" cigars are well known in the cities visited and he gathered in some orders of good volume.

L. Schneider, of A. L. Pandoz Co., says that the month of March proved to be an unusually prosperous one with them and that the orders now on hand will keep the factory working to full capacity for some time to come. The demand for their "El Pandoz" cigars is growing steadily, their men having put over some large deals recently along the Pacific Coast.

A Cigar Making School in New York

AN enterprising cigar man, E. Hein by name, who was formerly in the retail business, has started a new industrial idea in New York City, which, if fostered, might lead to most excellent results, *i. e.*, the establishment of a school for cigarmakers. Mr. Hein has a modest little shop located at 359 East 68th street, right in the Yorkville district, and he is open to receive pupils and teach them the cigarmaking trade for a small fee. The tuition lasts until the pupil is fully qualified to accept a job as a cigarmaker. The fees are $10 for bunches, and $15 for the clear Havana work.

Mr. Hein conducts a little factory of his own and his pupils are worked on the making of his goooods, so he can afford to put the fees low. He says that he has turned out a number of excellent scholars who are today holding down good jobs with several leading manufacturers in the city.

"Castanedas" at The Perfumers' Banquet

Dave Echemendia put over another good one last week, when he secured the contract for furnishing the cigars at the annual banquet of the National Association of Perfumery Manufacturers. The dinner was held at the Plaza Hotel, on the night of Wednesday, April 10th, and the smokers included "Castanedas" exclusively in two large sizes, and put up in a special souvenir package. Mr. Echemendia warned the Banquet Committee particularly against having his cigars placed anywhere near samples of their wares, as he did not want the superb aroma of his goods diluted with any mixture of "Mary Garden" or "Jockey Club" or even "Ideal."

S. H. Furgatch & Co. Move April 25th

FINDING that their business has grown to such proportions that they must have additional factory space, S. H. Furgatch & Co., who have been located on East 49th street, New York, have just leased the Miller factory, at 1414 Avenue A, corner of 75th street, and their plant will be moved to the new location on the 25th of this month.

Here the firm will have the entire building of three floors and room for a heavily increased number of cigarmakers, which will be added immediately.

I. B. Krinsky Factory on Overtime

For the past month the cigarette factory of I. B. Krinsky, at 207 North 4th street, Brooklyn, has been pushed to its limit to fill their orders and been compelled to work overtime.

President Morris Krinsky, of the company, is particularly elated over the success of the last addition to their products, the "Turkish Student" cigarette. These goods are packed in the most attractive style of any ten-cent cigarette on the market, and the cost of the packing has not been taken out of the quality, either. They are mild, splendidly blended, and good for repeat orders wherever they are tried. "Turkish Student" are made with cork tips, as well as plain, and form a good companion offering to the other popular brands of the firm, "Fifth Ave.," "Egyptian Lotus" and "Egyptian Hero."

George M. Cole and Joseph Moffett, of Bridgeport, Conn., who, with George W. Thompkins, have been partners under the firm name of Moffett, Cole & Thompkins, tobacco and cigar manufacturers, at 105 Middle street, Bridgeport, have filed a petition in bankruptcy. They claim that George W. Thompkins refuses to join in the petition, although he is a partner and was a partner when the business was attached, on March 14. The liabilities are given as $1424.82, with assets of $750, which includes stock, trade-marks and machinery.

PHILADELPHIA.

Tobacco Trade Outlook

THE trade outlook in Philadelphia is not as satisfactory as could be desired. The retailers all report a fair amount of business being done, but in view of the fine spring weather we have been having, they have expected an appreciable increase in their sales. Conditions are improving slowly and doubtless in a very short time will be satisfactory to all concerned.

The factories, particularly the larger ones, are reporting a fairly large volume of business. The firms with a large Middle Western patronage are working hard in an endeavor to fill orders, they claiming that trade conditions in the Middle West are in a far better state than they are in this immediate territory.

The leaf market has been fairly active. A number of large transactions were reported in Connecticut broad leaf, although a number of dealers experienced trouble in securing enough of this leaf.

Jobbing Firm Bankrupt

Max Gilberd & Son, jobbers, located at 10th and Thompson streets, this city, filed a petition in bankruptcy on April 2nd. The petition was granted on April 8th. Mr. Fink, of Dusel & Goodloe, was appointed receiver.

It is not known what the liabilities of the firm will amount to, but according to one source of information very little will be paid to creditors as the firm is reported to be pretty well tied up.

News of the Bobrow Factory

The Bobrow factory, on South Second street, is now hustling on their new and repeat orders. Charles Bobrow has been out through the Middle West and duplication of orders on the "Bold" and "Discriminator" are the rule.

Very good returns are reported in Indianapolis and vicinity where Rosenthals, the well-known jobbers are distributing the Bobrow brands.

Last week's sales showed an increase of 18,000 over the previous week and even better results are being looked for. They have been compelled to take on new hands to handle the growing business.

Things are booming around Eleventh and Wharton streets, the headquarters of the "44" and "Adlon" cigars. M. A. Funk, sales manager, is now in New Jersey with a crew of hustlers and is doing very well in renewing interest in the Lipshutz brands.

The new United Cigar Store, at the former Robert Klee stand, 8th & Arch streets, was formally opened on Saturday, April 6th. Robert L. Thomas is manager of the store.

Active Demand for "Havana Ribbons"

Frank B. Stanton, local sales manager of Bayuk Bros., together with George M. Pruitt, South Jersey representative, have just completed a most successful trip through that territory. They found "Havana Ribbons" in most active demand at the principal seashore resorts, exceptional preference being shown the brand at Atlantic City, where K. E. Rockefeller has control of the distribution; Wildwood, where J. C. Funck takes care of the trade; Pleasantville, where P. T. Harris has jurisdiction, and Ocean City, Sea Isle City and Cape May, where the "Havana Ribbon" is being sold direct to the responsible retail trade.

The South Jersey Tobacco Company, of Mt. Holly, and John Hackett, of Millville, also report an excellent duplicating business on the brand.

Suit for Infringement of Design

Suit charging infringement of a copyrighted design was begun in the United States District Court, in Harrisburg, Pa., by Joseph Schwartz, of Cleveland, against George A. Kohler and Cornelius S. Snyder, cigar manufacturers of Yoe, York County, Pa. The plaintiff charges that the defendants put out a box similar to the one used by him and employed a similar brand name. The suit has attracted considerable attention, as it is the first of its kind ever entered there.

Manufacturers are optimistic in this vicinity, and none more so than Allen Cressman's Sons, who claim a thirty per cent. increase in March over the corresponding period last year. Their three factories are running full time and the hands have been kept very busy supplying orders.

Sig. Mayer, of Sig. C. Mayer & Co., is now in the Middle West looking up the distributors of the Mayer lines of cigars. He has opened up a number of new accounts and after some extensive traveling in that territory will return home, probably in several weeks.

Dusel & Goodloe are featuring the "Paola y Francesces" cigar, of the Havana-American Company, which brand was taken on by them several weeks ago. Mr. Pleasant, of the Havana-American Company, has been helping to introduce the new brand in addition to working up interest on the "La Preferencia," another of their well-known brands.

Jeitles & Blumenthal are working hard in an endeavor to catch up with the incoming orders on their "Masterpiece," "Flor de Jeitles," "Royal Peer," and "Statesmen" cigars.

Quaker City Notes

A. Goldberg is now doing a jobbing business at 2237 N. Front street. He will be remembered as being with the Kensington Tobacco Co. which failed a short time ago.

W. Fred Worthington, manager of the Fifth street store of M. J. Dalton, is seriously ill, and at last reports, no one was allowed to see him.

Work is rapidly being pushed on the new quarters of Otto Eisenlohr & Bros., at 940 Market street, which they expect to occupy in several weeks at the latest.

J. G. Atherholt is featuring the "La Badenia," a Manila cigar in his window display. The cigar retails at 5c. and if its quality can be judged from the size it is "going some." The window display is especially tasty looking.

The Juan F. Portuondo Cigar Manufacturing Company have distributed to their many customers special display cards for their campaign, which is now being waged on their "All Alike" cigars.

T. H. Hart Company have just gotten out a small card, on which are shown all the dates for the American and National League ball games in Philadelphia for the season. Valuable data and facts, interesting to all "fans," are also printed on the card, which is of vest-pocket size.

The store at the southwest corner of 11th and Chestnut streets, formerly occupied by the Thompson Tailoring Co., and now leased by the United Cigar Stores Company, will not be occupied for some time. Extensive alterations are to be made, which will probably occupy several months.

T. H. Hart Company, 12th and Walnut streets, have taken on the "Pera" cigarette, manufactured by the Pera Cigarette Company, of New York. This firm, a well-known London house, recently opened up a factory in New York, from which place the Hart Company gets their supply.

Business is booming at the Roig & Langsdorf factory. The month of March has shown a large increase over March of last year. The "Girard" cigar has been widely distributed in this city and from the comments heard everywhere, will need little publicity after a time, it can be found with the smallest as well as the larger retailers. The "Girard" is now being made in nine sizes.

J. L. Krauss and Jacob L. Langsdorf recently made a trip to Pittsburgh and Cleveland and were more than pleased with the success attained with the "Girard" in that territory.

The Gen. Gomez Cigar Company, recently formed, located at 1229 Chestnut street, is now making the "Wag" cigar, an 8-cent piece of goods, in addition to the "General Gomez," their nickel brand.

Michael Horn, the manager of the concern, stated recently to a TOBACCO WORLD representative, that a plan will soon be put into effect, by which a customer can select his cigars, if he wishes, from any being manufactured in the workroom, which is on the first floor, in full sight of the customers. They will be packed in 5, 10, and 25-cent size boxes, a revenue stamp affixed, and in that way the patron will get the exact cigars he selects. A clear Havana cigar will be manufactured in the near future to supply the demand for a higher grade of cigar.

H. W. Cobb, president of the Hernsheim Company, Ltd., of New Orleans, was a visitor in Philadelphia recently. He had been on a very successful trip through New England and told a TOBACCO WORLD representative that he intended making a trip covering the Middle West, after which he would return to New Orleans. Mr. Cobb stated that the Hernsheim Company was doing very nicely in their new factory. They removed to their new quarters several weeks ago. The new building is admitted to be one of the most up-to-date cigar factories in that section of the country.

Federal Control Urged by Smith

Commissioner of Corporations Says Permanent Office to Supervise Interstate Commerce Is Desirable

IN his annual report to the Secretary of Commerce and Labor, Commissioner Herbert Knox Smith strongly advises the establishing of a Federal administrative office for the purpose of supervising interstate corporate business. He contends that it is impossible under the present arrangement to enforce any real restraint through the courts alone, due to the constantly changing business conditions and also to the complexity of corporate interests. He said in part:

> "The actual dissolution of two great corporate combinations, ordered by the Supreme Court in the Standard Oil Company and American Tobacco Company cases, has thrust forward the whole problem of our policy toward industrial corporations.
>
> "The exact form of such an administrative office as is proposed is a matter for further detailed consideration. The essentials are permanence, expert training, administrative flexibility, effective investigation and publicity.
>
> "There is little dispute as to the object of our corporate policy. We want a business machinery of high efficiency, serving the best interests of the citizen and returning ample reward to the ability and industry of those who use that machinery.
>
> "In short, under present conditions, as well as in whatever future course may hereafter be followed, a permanent administrative office is necessary. The vast complexity of corporate business and its constantly changing conditions make it wholly impossible to enforce effectively any real system of restraint through the courts alone."

Manufacture High-Class Humidors

The Sargent Cigar and Plantation Company, who have plantations in Cuba, factory in Bridgeport, Conn., and executive offices at 1135 Broadway, New York, bring the attention of the TOBACCO WORLD readers to their humidors, in this issue.

They claim to have the only practical moistening device in their humidors on the market. This concern also manufactures special chests for the smoker, retailer or manufacturer, of any capacity. They have a reputation among the trade of making a high-class line of goods in cigars, as well as in humidors and smoking accessories.

Adverse Report on Cummins Bill

The Cummins bill, which was introduced and fostered by independent tobacco companies of the United States, was reported adversely by the Senate Committee on Judiciary, on April 2.

The majority report contended that Congress had no right to intervene from the decree of approval of the dissolution of the American Tobacco Company by the Circuit Court of the Southern District of New York.

The minority report was handed in by Senators Borah, Culberson, Nelson, Brown and Cummins, who declared "that the whole business formerly under the control, technically, of the American Tobacco Company, is now under the control of the same persons, who then controlled that corporation, and in the same proportion."

all that's new with JOBBERS and DISTRIBUTORS

Pratt-Dodd a New Wholesale Firm

A new wholesale firm has just been formed in Salt Lake City, which will trade under the name of the Pratt-Dodd Cigar Co. The organizers of the firm, Julius Pratt and V. B. Dodd, were in the cigar business in that city for a number of years. They have taken over most of the brands of the Columbia Club Cigar Co. which retired from business recently. The "Generalidad," "Critico," "Cuesta-Rey," "Pinzon," "La Natividad," "Hoffman House" and "The Columbia Club Perfecto" are some of the brands which the new firm will carry.

Distribute "Ruy Lopez" on Coast

Bier, Saalburg & Co., of San Francisco, well-known distributors, have given up the "Cortez" cigar and have taken in its place the "Ruy Lopez" clear Havana, which they will carry in a full line of sizes. The "Ruy Lopez" is one of the leading brands of Havana cigars and no doubt will be as widely distributed by Bier, Saalburg & Co. as elsewhere.

Hyneman & Son, Inc., Reorganized

Since the retirement of Herman Hyneman, the house of Herman Hyneman & Son., Inc., has been reorganized. They have been the Coast agents for the American Tobacco Co., with headquarters in San Francisco. As the company now stands W. R. Hyneman is president; L. S. Greenebaum, vice-president, and M. Rattigan, secretary.

J. R. Smith Co. Leases Quarters

A large storeroom, at Fourth avenue and Jefferson street, Seattle, has been leased by the J. R. Smith Cigar Co., of that city. The quarters will be used chiefly for wholesale purposes. The company has put in a large Cuesta-Rey sign.

They recently vacated their First avenue location, but have a well located retail stand in the Northern Bank building.

Washington Tobacco Co. Buys Property

The property at 917 E street, Washington, has been purchased by the Washington Tobacco Company, which has been occupying rented quarters at Eighth and D streets, since its former quarters on Pennsylvania avenue were destroyed by fire last fall. They will erect a building on the newly acquired property, which has a frontage of 30½ feet and a depth of 159 feet.

Columbus United Sales Co. Formed

A new jobbing firm has been formed in Columbus, Ohio, which will do business under the name of Columbus United Sales Company. They are putting on the market two brands of stogies, the "Two Kings" and "Three Kings," which are being manufactured for them.

H. L. Judell & Co. to Handle Stogies

The Duquesne Cigar Company, of Pittsburgh, Pa., have placed two lines of their stogies with H. L. Judell & Co., well-known distributors of San Francisco. These are their "Red Devil" and "Colonel Bouquet" brands. The deal was closed through their Coast representative, Col. F. S. Burrowes.

Buy Interest in Metropolitan Cigar Co.

A controlling interest in the Metropolitan Cigar Co., jobbers of Denver, Col., was recently acquired by the United Cigar Manufacturers Company. They immediately turned over the distribution of the "Owl" and "General Arthur" cigars handled by the Rothenburg & Schloss Cigar Company, to the Metropolitan concern. The "Robert Burns" and "Little Bobbies" cigars, handled by another Denver house, Lawrence Cigar Company, were also turned over to the Metropolitan Company. This backing should, in time, make the Metropolitan Cigar Company one of the big jobbing houses of the country.

S. Fernandez & Co. Introducing "Admiration"

A new clear Havana cigar, the "Admiration," is being introduced in the territory of Denver, Col., by S. Fernandez & Co., of Tampa. Their factory representative is John Liverington, who is now looking after the needs of the retail trade in that region. The cigar is being distributed through the Lawrence Cigar Co., who are very well pleased with the business which is being done and who expect even greater things in the future.

Agent for American Tobacco Co.

Charles J. Michaels, who has been with Butler-Butler, Inc., a branch of the American Tobacco Co., on the Pacific Coast, was recently appointed representative in charge of the entire cigarette business of the American Tobacco Company, in that territory. This businesss was formerly handled by Herman Hyneman & Son, Inc., which firm was reorganized a short time ago upon the retirement of Herman Hyneman, senior member of the firm.

Hoelcher Cigar Co. Takes on "Pastora" Cigar

The Hoelcher Cigar Company, of St. Louis, who, a short time ago, succeeded to the business of the George C. Spencer Cigar Co., have taken on the "Pastora," of the San Telmo Cigar Manufacturing Company, Detroit, and will immediately begin a campaign featuring this well-known brand. This cigar is a popular broad leaf wrapped piece of goods and has made a reputation all over the country.

Distribution of "Rigolettos" Progressing

The general representative of E. A. Kline & Co., in Denver, Col., R. E. Wickson, is reporting the most gratifying progress in distributing the "Rigoletto" in that territory. Mr. Wickson has been selling them to the trade for but six weeks, disposing of them to the retailers for the distributors, the Morey Mercantile Company.

Jobbers Move to New Quarters

John C. Herman & Co., of Harrisburg, Pa., who do a large tobacco jobbing business, have moved from their old quarters at Third and Strawberry streets, to the Calder Building, on Market Square.

C. E. Beck y Ca., of Havana, have, through their representative H. S. Ansley, placed their brands with John C. Davis, 412 Vine street, Cincinnati, who will be the sole distributor in that territory.

New Distributor Opens in Pittsburgh

A NEW retail and distributing business has been established by Charles J. Moye, formerly of the R. & W. Jenkinson Co., Pittsburgh, in the Fulton Building. The new store is centrally located and beautifully decorated. Among the lines noticed prominently in the stock, are several from E. M. Schwarz & Co., A. Santaella y Ca., and Acker, Merrall & Condit Co., as well as a wide assortment of imported goods.

Mr. Moye is thoroughly familiar with the cigar business and exceedingly popular, and his friends predict a very successful career for his business, which will be conducted under the name of Charles J. Moye & Co.

L. D. Houghton, pioneer tobacco retailer and wholesaler of San Bernardino, Cal., has moved to the Commercial Building in that city. The new building will be thoroughly renovated to handle the growing retail and wholesale business.

Theo. Schuechler, of 623 East Genesee street, Buffalo, who went into the jobbing business in that city, has taken on the "Mammon" cigar, made by the H. Sommer Co., of Philadelphia. He recently purchased a motor car to help in the delivery of his goods.

Peter Olson, of San Francisco, has given up the agency for the "St. Elmo" and will, in the future, run a retail stand at Gough and Haight streets, that city. The store was formerly owned by J. H. Kingston. The account of the "St. Elmo" has been taken over by the American Merchants' Syndicate, of San Francisco.

James B. McClements, who has been with Reymer & Bros., Pittsburgh, wholesalers and retailers of cigars for nearly a quarter century, is now in charge of the retail as well as the wholesale department of that firm.

L. C. Marks & Co., of Chicago, will soon remove to their new quarters in the North American Building, that city, which will be ready for occupancy by April 15. This firm does a large wholesale business.

John J. Dolan, of Chicago, who owns a chain of retail stores in that city, has added another in the new City Hall Square Building. This should make one of the best stores in that city.

English Company to Establish Chain of Stores

Indications Point to Organization of Retail Stores Through Europe, Although George W. Whelan Denies Report

ACCORDING to several recent reports, the plans to establish a chain of cigar stores in Europe are now well under way. George J. Whelan, of the United Cigar Stores Company, who has been in Europe for some time, and who has frequently been seen with J. B. Duke, founder of the American Tobacco Company, now chairman of the board of directors of the British-American Tobacco Company, would neither affirm nor deny the report.

There is a strong rumor on the London Stock Exchange that important developments are soon to take place in connection with the British concern. British-American Tobacco shares have been quite active in the New York curb market, having recently sold at $24 per share, their par value being $5.

It is intended, according to the report, to start the stores in England, and if they come up to expectations, the chain will gradually be extended through the Continental cities.

To Make Tobacco Inspections Uniform

New Standard of Classification Adopted by Treasury Department and Is Now in Effect in Key West and Tampa

The Treasury Department at Washington has instructed tobacco examiners at Key West and Tampa to raise their standards for the determination of wrapper and filler tobacco. A circular has been sent to the collectors of customs at the two Florida cities advising them of the new standard of classification.

It has been claimed by manufacturers that there was a vast difference between the examination at the Florida ports and the port of New York, the latter being stricter. The tobacco schedule is complicated and it is difficult in many instances to determine between the two grades.

This is important to the Government as wrapper pays a duty of $1.85 a pound and filler only 35 cents a pound. For this reason the Government wishes to establish uniform examinations at all ports.

A new leaf house has been formed in Elmira, N. Y., by William C. Helme and Joseph Meyers, of that city.

The Farmers' Tobacco Company was recently incorporated in Mt. Sterling, Ky., with a capital stock of $30,000.

Points of Interest in Foreign Lands

Automatic Device for selling cigars after business hours in Copenhagen

Government Salt and Tobacco store in Italy

Privileged American Tobacco store in Austria

PROBLEMS of the RETAILER

Health as a Business Asset

THE man who would be a thorough success in business should take the best care of his health. He should remember, at all times, that no matter how much of a success he makes, if he loses his health he loses the possibility of enjoying the fruits of his labor. The loss of his health will mean a corresponding decrease in the proportion of success he will attain.

To the young man who must depend absolutely upon his own exertions for his success in life, it sometimes seems almost impossible to reserve enough time from business to take the proper care of his health, but it is generally a matter of selection.

If some indoor enjoyment can be set aside, and the time devoted to healthy exercise, such as a long walk in the country, where the deep breathing of pure air can be enjoyed to the full, or even long rides in the country, it will go far towards retaining the health which would otherwise be lost. But, by all means, take the walk, if possible. Perhaps they can be taken going to work in the morning, if no other time can be found. The walk will soon become enjoyable, and a habit of that kind contracted, early in life, will be a safeguard against the business break-down in later years. Unless your body is in a healthy condition, you cannot expect your brain to be alert and ready to do its best work.

Now is the time to commence this exercise. The great "Outdoors" is calling to every one and its appeal is being responded to by every class and condition of life. The business man hunts up his golf bag or fishing tackle, the young man prepares also, while the urchin can be heard on the lots, thoroughly enjoying himself, playing baseball.

It matters little these strenuous business days, what you may have been in the past. What you are now is what counts. Try to be a present success, not a past one, or the world will have little time for you. And if you are an employe with ambitions, now is the time to get busy and improve yourself, so you may in time be where your employer is now.

You may be poor and of the humblest parentage, yet there is a chance for you just as there was for the great merchants of today, the majority of whom started at the bottom rung of the ladder. Look around at some of your friends and see what they are doing, going to night school perhaps, or trying to improve themselves in some other way. Possibly in ten years from now you will be saying with a number of others, "Wasn't he lucky. Why, I knew of the time when he was sweeping out the store in which he now owns a controlling interest."

If all people in this country would only take to themselves the spirit which seems to rule in the West, there would not be the incessant grumbling we so often hear. The writer met a friend of his recently, who had been residing in the Northwest for a number of years, and was at the time on a visit to relatives in Philadelphia. "Those people out there can teach us how to live. Everyone seems to work and there is not the bluff and sham one sees in the East wherever one goes." "They don't ask you who you are," he concluded, "but what you can do." And with all the distractions of our modern life, with its false side, if you go into a business career, what you do will be the measure of your success, and not what you tell others you can do, and what you would do if you got the opportunity.

Profit by Your Blunders

EVERY blunder you make during the course of a day's business should be a boost. Mistakes occur in the best regulated business houses, but naturally are more frequent in those not so well regulated. For this reason every mistake should be noted carefully and the system made more perfect, so it can not occur again.

The best advertising you can do for your store is to stand ready at all times to rectify all mistakes. While the customer will possibly resent a mistake on your part when first made, the resentment will disappear when the matter is corrected and you make it apparent that it was not an intentional mistake and that you cheerfully rectified it. He will recognize that mistakes will often happen and if you take considerable trouble to satisfy that customer, you need not worry about never seeing him again.

To make the blunder profitable, however, you must, as far as possible, take measures to prevent it from occurring again. Analyze it thoroughly and you will find a means of adjusting existing conditions, so it will not happen in the future.

It is the same old story of profiting by past experience. It has often been said that experience is a dear school, and that fools will learn at no other, but it may be added that it really takes a wise man to learn a thorough lesson from every experience.

You should not strive to make a customer think you know it all and he knows nothing about tobacco, neither should you simulate ignorance yourself and assume that he has a superiority of knowledge. There is a happy medium between the two extremes where you and the customer can meet and talk sensibly about what is the best.

Window Bulletin Suggestions

Don't Pay "Rope" Prices

For you surely will get "rope" goods. We aim to handle the BEST in every line, and not the CHEAPEST.

Try our imported Perfectos and find out.

Spring Is Here in Earnest

So are our ——— cigars. They've been "comers" for several years and are right up front. FOLLOW THE CROWD.

5c. Straight.

Are You a Tobacco "Crank"

Are you dissatisfied with your smoking mixture? If so, come inside and tell us your troubles. Let us know your tastes and we will mix a blend for your individual use.

OBITVARY

Death of R. A. Patterson

Passes Away at His Residence, Near Richmond—Founder of R. A. Patterson Tobacco Co.

Dr. Richard A. Patterson, well-known among the tobacco circles of the country, and founder of the R. A. Patterson Tobacco Company, died last Monday, April 8th, at his residence, near Richmond, Va. Though 87 years of age, Mr. Patterson had been in fairly good health, but when he became ill from an attack of pneumonia, he quickly succumbed.

He was born in Virginia, March 15, 1826. He was a poor country boy, but by sheer grit and perseverance, worked hard, and at the age of 26, graduated from the Medical College of Virginia, and began the practice of medicine.

In 1850, Dr. Patterson gave up his profession and entered the tobacco business. Three years later he went into business for himself, forming a partnership with Thomas C. Williams, trading as Patterson and Williams.

When the Civil War broke out, in 1860, Dr. Patterson enlisted in the Confederate Army and served throughout the war, holding a commission as Surgeon. After the war, like many other Virginians, he was financially in a bad way, conducting a farm in Henrico county for a time.

He re-entered the tobacco business in 1869, under the firm name of R. A. Patterson & Company. Mr. Patterson was entering a field which was already occupied by old established concerns, but with small capital, poor labor and little known brands, he worked his way up until R. A. Patterson & Company became one of the large tobacco manufacturing concerns of the South.

The firm was reorganized in 1889 and Dr. Patterson was elected president. He held that office until July 1, 1903, when he retired because of infirmities due to advancing age. He has, since that time, been living on his country place, "Reveille," in Henrico County, Virginia.

Robert Michaels, 38 years of age, died suddenly of apoplexy, on April 7th, at Henderson, Ky. He was a manager in that city and vicinity of the tobacco interests of the Gallaher Company, Limited, of Belfast, Ireland.

John C. Pfeiffer, formerly a well-known cigar manufacturer of Leavenworth, Kansas, died in that city on April 2, at his home, 216 Second avenue. Mr. Pfeiffer was 65 years old and retired from active business about a year ago.

George Brand, member of the leaf firm of Goff, Mather & Co., Elmira, N. Y., died about ten days ago in that city at the age of forty-nine years. He was very well known in that section of the country and his death was greatly regretted.

L. Weil, a prominent cigar and tobacco man, of Boise City, Idaho, died on March 28th, at his home in that city. He had been in business in Boise City for fifteen years and was a member of the firm of J. Weil & Co.

Alpheus R. Orth, aged fifty-nine years, a well-known cigar manufacturer of Reading, Pa., died at his home on North Fifth street, that city, on March 29th, of Bright's disease. Mr. Orth was well-known among the trade in Pennsylvania and was highly respected.

August Baerens, well-known among the tobacco circles of St. Louis, died in that city on April 4th, aged sixty-eight years. Mr. Baerens had been a sufferer from heart disease for a number of years, which caused his sudden death.

William Blindenhofer, a Brooklyn cigar manufacturer, died at his home, 5323 Fifth avenue, that city, recently. He was fifty-five years of age.

Jacob S. Heisler, a cigar maker of Ephrata, Pa., died in that city after a short illness of pneumonia. Mr. Heisler was fifty-three years of age.

John Knight, a cigar manufacturer of Oswego, N. Y., died at his residence in that city a short time ago, aged forty-two years.

The Men Who Book the Orders

Sigmund Weil, formerly with the Duke of Navarre Company, has joined the Carlos Garcia & Co. firm, of New York, and will sell the "Marie Garcia." Mr. Weil is one of the best known salesmen in that city and some years ago was a manufacturer.

J. S. Kimmelstiel, the well-known cigar salesman for the American Tobacco Company, has joined the forces of D. M. Frank & Co., of New York. He is now working on the "Rotten" cigar.

Frank Patton, of Indianapolis, who until recently was with Barnes-Smith Company, of that city, is now working with the Bayuk Bros. force in that territory, helping to boom the "Havana Ribbon."

Harry Table-Porter, salesman in New York for the Surbrug Company, recently placed the "Milos" and "Arabs" in the chain of Childs restaurants, in that city.

Richard Moss, a well-known salesman in New York City, has become general manager of a new cigarette firm, located at 29 West 30th street, that city.

C. B. Harryman, one of the best known salesmen in Denver, has been engaged by the Mendal & Company, of that city. The Mendal line of goods is being handled in that territory by the R. & S. Cigar Company, of Denver, and Mr. Harryman will work through them.

Burley Tobacco Company Procures Site

The Burley Tobacco Company, on April 6th, secured a site for their new factory, warehouse, offices, etc., on South Broadway, Lexington, Ky. The tract comprises twelve acres and is at present occupied by a sanatorium, which will shortly move.

President Lebus, of the Burley Company, said work on the new plant will begin about May 1st, and will cost in the neighborhood of $500,000.

P. Lorillard Co. Moves Into New Building

Work has been started on the P. Lorillard factory, in Jersey City, where extensive alterations will be made. The various departments moved into the new building, at Newark avenue and Senate Place, that city, on April 8. Contracts will shortly be awarded for the construction of an eight-story factory building, near Marion, N. J.

Child Labor Bill Becomes a Law

The Act of Congress creating a Bureau of Child Labor in the Department of Commerce and Labor was signed on April 9, by President Taft. The pen used by the President was given to Dr. A. J. McKelway, secretary for the Southern States of the Child Labor Committee, who has been agitating for years in favor of the bill.

Key West Trade At Standstill

Party of Bankers Visit Ruy Lopez Factory—Gato and Hirsh Plants Busy

KEY WEST, Fla., April 9.

CONTRARY to the general expectations, the trade has not picked up in the last two weeks, and, although it has not deteriorated, there is not the improvement which was hoped for.

None of the manufacturers have lost their optimism, however, and they are all confident that there will be a general increase within a very short space of time. "It has got to come," said one of the leading manufacturers yesterday. "The fame of Key West made cigars is too widespread at this time to allow of a depression of the market to obtain for any great length of time." Practically all of the factories are working, but with a reduced force of men. Orders are constantly coming in, and in many cases for increased quantities.

The past week has been a very important one for Key West, it being the occasion of the annual convention of the Florida Bankers' Association. There were over 100 bankers from the various parts of the State present at the convention, in addition to several representatives of banks from New York, Maryland, Georgia, Louisiana and Cuba.

The visitors were all shown through the local factories and the manufacturers saw to it that they were supplied with a plentiful supply of the Key West cigars. The bankers showed great interest in the local factories, and they stated that they had no idea of the magnitude of the business in this city.

A large party of ninety-three bankers and their ladies were shown through the Ruy Lopez factory at one time. President Wardlow gave the party his entire attention and showed them all of the details of the manufacture of the cigars. He also sent a large quantity of cigars to the convention. He was given a vote of thanks by the association for the courtesies shown during the convention. In this connection, it might be well to note that the Ruy Lopez factory has been most popular with tourists during the season. Mr. Wardlow stated yesterday that there had been over 1,200 visitors since the middle of January. Visitors are always given a cordial reception at this shop, and they are invariably taken over the entire plant and shown the process of manufacture from the time the tobacco enters the building until it leaves in the boxes ready for the market.

The E. H. Gato factory still continues to be the busiest shop in the city. They have maintained a force of over 500 men during the entire year, having closed down but one time and that for a day or two.

The Ferdinand Hirsch Company also continues with a good force and they have been turning out fair-sized orders for several weeks.

Luis Martinez, president of the Martinez-Havana Cigar Company, accompanied by Mrs. Martinez and their son Joaquin, left last night for Havana after having been in Key West for several days.

President John Wardlow, of the Ruy Lopez Company, accompanied by Mrs. Wardlow and Mrs. George W. Allen, left last night for Havana, where they will spend about a week. While in Cuba Mr. Wardlow will look over the tobacco situation.

Among the visitors in Key West during the last week was Isaac Martin, of the firm of Gwynn, Martin & Strauss. Mr. Martin has many friends in Key West, and he is always a welcome visitor to the cigar city.

Eugene Lopez, of Lopez & Co., prominent leaf dealers in New York, stopped here last week while on his way to Havana.

W. O. Griffin, assistant auditor of the Havana-American Company, spent last week here on business at the office of the local factory.

J. D. Holmes, of Baker & Holmes, prominent wholesale grocers in Jacksonville, was a visitor last week. Baker & Holmes handle large quantities of Key West cigars, and Mr. Holmes visited several of the local factories while in the city.

Manuel Garcia, of the firm of Perfecto Garcia & Bros., was among the trade visitors in the cigar city last week. Mr. Garcia is on his way to Cuba.

N. B. RHOADS.

New Store in Milwaukee

A new retail cigar store was opened at 189 Third street, Milwaukee, on April 6, by Mendal & Gorfinkel, of that city. Gustave Mendal, one of the members of the firm, is running a cigar stand in the depot of the Chicago and Milwaukee Electric Railroad in that city, while Nathan Gorfinkel hails from Lake Mills, Wis., and will be the active manager of the business. Many of the best known brands of cigars in the country will be carried and the stand will be of the best grade.

American Tobacco Co. Loses Suit

TOTAL damages of $26,000 were awarded on April 1, against the American Tobacco Company, by a jury in the United States District Court in the anti-trust suit brought by the People's Tobacco Company, of New Orleans, for alleged conspiracy to destroy competition.

The People's Tobacco Company claimed damages approximating $300,000. The actual award was $8728.06, which, under the Sherman law, was tripled, making a total of $26,184.18.

Motion for a new trial was filed by the American Tobacco Company on April 3.

United Cigar Manufacturers Company Declares Dividend

The United Cigar Manufacturers Company has declared the regular quarterly dividend of one per cent. on its common stock, payable May 1, to holders of record April 25.

Incorporations and Changes

James S. Smitzes & Co., Inc., New York. To deal in tobacco, cigars, etc. Capital, $25,000. Incorporators: M. Band, E. W. Burns and I. Drivas.

The People's Loose Leaf Warehouse Co., of Carlisle. Capital, $25,000. Incorporators: Jas. H. Martin, W. L. Bramblett, D. B. Mitchell and J. W. Wells.

The Block & Newman Co., Newark, N. J. To deal in tobacco. Capital, $10,000. Incorporators: H. L. Newman, Esther Block and Max Block.

C. M. Leidenroth Co., Allentown, Pa. To manufacture cigars, cigarettes, stogies, etc. Capital, $20,000. Incorporators: C. Max Leidenroth, Clara Leidenroth and Edwin A. Eyer.

Spring Cigar Co., Seattle, Wash. Capital, $50,000. Incorporators: S. G. Spring, J. C. Bridherman and others.

People's Drug Co., Georgia. Capital, $2,500. Incorporators: W. A. Holmes, H. A. Hunt, H. J. Jordan, R. L. Smith and James Armstrong.

Dunkerson & Co., Jersey City, N. J. Capital, $100,000. To deal in tobacco. Incorporators: B. Flexner, H. A. Black and J. R. Turner.

The Eagle Buffet Co., Toledo, Ohio. Liquor and cigars at retail. Capital stock, $12,000. Incorporators: Wm. A. Gomar, Theresa Gomar, Edward P. Gomar, Ferdinand Wolf and Frank P. Althoefer.

The Firemen's Cigar Co., Newark, N. J. To deal in tobacco, cigars, etc. Capital stock, $25,000. Incorporators: H. Wasserman, I. Katz and M. Eskin, all of Newark.

Vega Cigar Co., Chicago, has changed its name to Florencia Vega & Co.

The articles of incorporation of the Northwestern Cigar Co., of Saint Paul, were amended to change the name of the corporation to the Grathwol Cigar Co.

The O. K. Tobacco Company has been incorporated in Hastings, Neb., by Frank B. Minnix, Hugh W. Munson and Bernhard H. Tante, of that city, for the purpose of manufacturing, wholesaling and retailing tobacco. Capital stock, $25,000.

W. P. Henry Co., Inc., South Boston, Va. To deal in tobacco. Capital, $3,000. Incorporators: W. P. Henry, R. P. Watson and W. A. Wellingham.

Mount Vernon Specialty Co., Manhattan, N. Y. To manufacture and deal in cigar lighters and metal novelties. Capital, $50,000. Incorporators: C. H. Davis, Brooklyn; C. W. Boom, Hoboken, N. J.; W. E. Slater, New York City.

Heins Cigar Co., Inc., Roanoke, Va. To manufacture and deal in cigars. Capital, $10,000. Incorporators: E. D. Heins, H. C. Elliott and D. S. House.

The Bissinger Bros. Co., Pittsburgh, Pa. To deal in tobacco. Capital, $20,000. Incorporators: J. H. Bissinger, B. S. Bissinger and L. G. Bissinger.

Factory Notes

A. F. Moyer will soon open a cigar factory at New Berlinville, Pa.

J. J. Quick, of Santa Clara, Cal., has opened a cigar factory in Shastina.

The Wilbur cigar factory, Bismarck, N. D., opened recently for business.

Henry Gauthier has taken over the factory of A. W. Klatt, at Cedarburg, Wis.

H. F. Miller has filed a $300 bond for the manufacture of cigars at 617 North Ninth street, Reading, Pa.

Harry Roach, of Arlington, Ia., has rented the Snyder Building and moved his cigar factory there.

August Neuhaus has purchased the cigar factory of A. J. Reuter on East Main street, Nashville, Ill.

G. W. Cartz, of Elko, Nev., recently opened a factory in that town, where he is making two brands of cigars.

F. B. Bourg has sold his interest in the Bourg Cigar Company, of Seattle, Wash., to his partner, Charles New.

Brodie & Verschoor have opened a cigar factory at Santa Maria, Cal., in the Hellar Building, on West Main street.

The Dick cigar factory, Ludowici, Ga., has been moved into the Post Office Building on Railroad avenue, that place.

W. J. Davenport, of Redlands, Cal., has sold his cigar store at 10 East Central avenue to Geo. H. Judkins, of Los Angeles.

The Froelichstein Cigar Company, of Mobile, Ala., a concern which has been in business in that city for more than twenty-five years, has dissolved.

The cigar manufacturing firm of Pamperin & Wiggenhorn, of La Crosse, Wis., one of the oldest and best known in that State, has discontinued business.

The Miles Smarantu Cigar Company, of Joplin, Mo., have purchased another site in that city upon which they intend erecting a new factory in the near future.

The new building of the Fendrich Cigar Company, of Evansville, Ind., will be completed about April 20th, when this firm will remove from their old quarters.

The Standard Cigar Company, recently established in Easton, Pa., is now busy manufacturing their "Standard Value," "Wren," "Longfellow" and "La Hounta" cigars.

A new cigar factory has been started in Roseville, Ill., by Thomas McCann, of that place. He will manufacture the "Roseville Smoker" and "Golden Wreath" brands.

John F. Kilfeather, of New Haven, Conn., recently took out a permit for the erection of an $18,000 four-story factory building. It will be erected at Meadow and Prout streets.

William L. Doll, cigar manufacturer, of Mohnton, Pa., filed a closing inventory with the revenue collector and under the firm name of Doll & Slichter will open a new factory at the same place.

J. F. Gatlin, of Paris, Tenn., has purchased a lot 40 feet front on Washington street, near Court Square, that city, and will shortly erect a two-story building thereon, part of which will be used for a cigar factory.

The Turco-American Cigarette Company, of New York City, is meeting with unusual prosperity and is selling many cigarettes. The big factory is now moving from 23 Worth street to 220-30 West 19th street.

J. G. McKinney & Sons, cigar manufacturers, Gettysburg, Pa., have moved their cigar factory from the Bollinger Building, that city, to the Culp Building, where they will have much more space than in the old factory.

Henry F. Kohler, cigar manufacturer, with factories in Nashville and Jacobus, Pa., moved to his new quarters in York, Pa., on April 1st. The building was formerly occupied by the York Watch Company, and is located at 18 North Penn street.

Milwaukee Recovering From Political Contest

Cuba Rica Cigar Company Secure Permit to Operate in Minnesota—Leo Pollack to Manage Hotel Pfister Cigar Stand

MILWAUKEE, WIS., March 10.

MILWAUKEE, the bright spot, has just recovered from the effects of a stremous political conflict, in which the Socialists' administration was badly defeated.

The business leagues of the city have already taken steps to induce numerous conventions to gather here again, and Milwaukee will regain her name as the Convention City.

Prominent among the attractions which will be brought, and which will bring thousands of visitors, is the Vanderbilt Cup race. This event will draw large crowds from all over, crowds which help business, and incidentally increase the sale of high-grade cigars.

While none of the dealers are voicing any complaint, business is not what it should be, but prospects seem somewhat brighter for the future.

The Cuba Rica Cigar Co., of New York, filed their articles of incorporation for a permit to operate in this State. The capital in Wisconsin is given at $2,000. Mr. Steve Surman is named as manager. They are enjoying a fairly good business on all lines handled.

Leo Pollack, formerly of Pollack-Crombie Co., has again accepted the management of the cigar department of the Pfister Hotel. Mr. Pollack is a good man for the place, knows the cigar business thoroughly, has a large number of friends, and should make the Pfister stand one of the best in the city. The line carried is one of the best to be found anywhere, and they already do a large business.

Leo Abraham returned a few days ago from the East. Business has been steadily increasing at the Abraham stores, and the Third street store has again been made a three-man store, owing to the larger amount of business being done. "Charters," of E. M. Schwarz, and the "Lovera" are among the leading sellers, although the "Tadema" and other brands are also going well.

Fay Lewis & Bro. Co. continue to enjoy a good business at both retail stores. The "Webster," "Savarona," "Masterpiece" and "El Sidelo" are moving nicely. The pipe department is steadily growing.

Allanson's are doing fairly well at the Plankinton Hotel. Peary pipes are featured in the window display.

The Wright Drug Co. is doing a nice wholesale business, their sales on the "Robert Burns" being very good.

The Dadd Drug Co. is also doing a large cigar business. Their line is a strong one, and sales have been very gratifying.

The A. S. Goodrich Co. is doing a fairly good business. They are local distributors of the "Cinco," which is moving quite well with the trade. Mr. A. S. Goodrich is at present in the East, but is expected back in a few days.

Otto Krohn, who has charge of the pipe repair department of Abraham Caswell's block store has opened a store at Thirteenth and Walnut streets, where he has two hands busy, while he himself devotes some of his time there

Ralph Wettstein, the Grove street smoke merchant, continues to do a nice business. During Easter week Ralph was busy afternoons and evenings at the Shubert Theatre, where the Metropolitan Quartette, of which he is a member, sang.

At La Crosse, Wis., E. E. Stringer and E. J. Steinmetz bought Adam E. Forschler's interest in the Forschler cigar store, 323 Main street. Stringer is well known there, having been connected with the Forschler store for the past four years. Steinmetz came here from New York, where he had been connected with the Monopol Tobacco Company.

O. A. KROMPAS.

Burley Crop a Failure in York County

The experience of York county farmers with Burley tobacco was a disastrous one, according to H. C. Reinhold, East Petersburg, Lancaster county, before a meeting of tobacco raisers in Lancaster, on March 8. Mr. Reinhold, who has made a careful study of the result of the experiments with Burley in that region said that conditions of soil and climate tend to distort it into a form somewhat similar to the seed tobacco, which is grown successfully there.

It was brought out that 80 per cent. of the Burley crop is purchased by the American Cigar Company, 15 per cent. is shipped abroad, and about 5 per cent. sold to independent firms. It is not a wrapper, filler or binder tobacco, but is used for the tobacco plug trade exclusively.

York county growers, it was brought out, had been promised 12 cents a pound for their crops, but in some instances 6, 5 and even 2 cents was all that was secured.

Purchase Luxfer Cigar Company

H. S. Dietz and W. H. Wolf, of Hellam, Pa., have purchased the factory, brands and good will of the Luxfer Cigar Company, of that place, and will continue the business under the same firm name.

Made in Detroit

Review of Detroit Sumatra Situation

M. A. La Fond & Co. Introduce "Cadillaqua" Cigar—C. J. Holton to Vacate Present Quarters

DETROIT, April 10.

SPRING is here; we are quite sure of it at last. The terminal buds of the horse-chestnut trees, which are numerous before our homes, glisten in the genial sun and the beautiful elms and maples along our residence streets, unfolding their vernal blossoms, are blushing lightly at the challenge of wanton zephyrs whose caresses strangely stir them.

Some shop doors already stand open inviting trade within. The sales at cigar stands, a trifle unsatisfactory in February and March, are now improving and there is a more evident expression of satisfaction with the trade.

In my last letter I touched on the new Sumatra, but was able to give only the barest estimate of it, based on the very few samples that had been shown in this market up to that time. Since then I have made careful inquiry of a number of prominent manufacturers; also of some smaller manufacturers, and a few of the leaf tobacco trade. Greatly to my surprise I have learned of very little of the new crop being sold here, notwithstanding there has been an abundance shown and Sumatra salesmen have been active and plentiful.

In seeking an explanation of this seeming lack of interest, so different from last year, I learn that the present situation is in marked contrast to that of a year ago. At that time there was scarcely any desirable wrapper left in this country. The Sumatra crops of 1909 and 1910 were practically exhausted, nothing remaining unsold but dark, fleshy, or undesirable leaf. The trade was impoverished and faced a wrapper famine. The 1911 inscriptions were awaited with feverish interest. It must have been a fever that was infectious, for those who, at Amsterdam, felt the pulse beats of the America Sumatra trade recognized that the demand was super-normal and competition grew keen and the bidding high. Such prices were never known before. Nevertheless everybody, big and little, grabbed for samples, stretched and spread, admired and sighed, wondering how he was going to stay in business with wrappers that would cost him at least one dollar per thousand more than he had ever paid before. It was a cheerful prospect to be added to the high cost of hen fruit and other necessities, but the manufacturer bought. *He had to have the goods.* One local manufacturer I know of paid as high as $2.85 per pound, in bond, for second lengths. They were undoubtedly choice, but that is surely "going some." Other goods were bought by other manufacturers at correspondingly lofty prices. Now, if a man finds his margin (which was little enough previously), is suddenly reduced by one dollar or so per thousand, it calls for re-adjustment somewhere. Our Detroit manufacturers concluded to face the situation as gracefully as practicable, resigned to a lesser profit, seeking to offset this somewhat by economies in various directions in factory and selling methods, but carefully avoiding anything that might impair the merits of their product. Thus they showed themselves submissive to urgent necessity, took their diminished profits and looked hopefully to the future for relief.

Today the situation is altered. Detroit manufacturers have a plentiful supply of Sumatra. There is no famine, not even hunger; in fact, scarcely a keen appetite. Business is good, sales better than this time last year and consistently gaining month by month. But they know a lot of new Sumatra has been bought for this country and a good deal more is still to be shown before American buyers forsake Holland, and they fail to see the advantage of adding to past and present difficulties by immediate purchases of new Sumatra until they are satisfied it will do for them more than the old. They have got to be shown; and I am informed that samples and sample bales worked here thus far have aroused no great degree of enthusiasm. Whatever may be held as to its color, burn, texture, quality, etc., the new Sumatra does not work per thousand any lower than last year's wrapper, and the prevailing feeling among our manufacturers is that the prices rule too high, are almost prohibitive and must recede. All of this I gather from a wide expression, not of the manufacturer merely, but of leaf interests as well. There have been Sumatra salesmen here who admit that the wrapper is too high. Light colors are plentiful; the tobacco is thin, but much of it is broken and holey. Hence, when the manufacturer gets the colors he needs he learns they cannot be profitably worked on his cigars. This is particularly true with reference to nickel goods. "The new Sumatra," said one prominent party, answering my inquiry, "the best thing about it is the price." "The price?" I answered surprised. "Yes," he said, "it's out o'sight."

Incidentally he expressed the opinion that $6.50 per thousand would be the average cost of wrapping nickel goods, using the types demanded in this market. This estimate was substantially verified by others, whom I interrogated, none of whom thought the new goods would yield much under $6.50 per thousand for the average run of nickel cigars, which, needless to say, is altogether too much.

It is interesting to note the opinion of one prominent member of the trade, who suggests that first lengths should be bought this year at more favorable prices than seconds. "Our two strongest competitors for light wrappers," he stated, "were Germany and Austria. But their demand is mostly for second lengths and short sizes, hence the competition for these was unusually keen and correspondingly higher prices prevailed than for first lengths. I look to see better values here in first lengths for that reason."

There is a general belief that the price of new leaf will recede. It is noted that lower prices prevailed at the fourth inscription. The situation is not without promise.

Another source of worry to some of us is found in downtown rentals. One man up against it just now is C. J. Holton, who is under the necessity of vacating his present premises in the near future. When he moved in, thirteen years ago, he took a five-year lease at $3600 per annum. His rental now is in the neighborhood of $40 per day, and the landlord wants the premises. An advance of 400 per cent. in thirteen years is a giddy pace. He wants to remain centrally located, owing to a large bar and retail trade. In spite of efforts of a score of real estate men, he has found nothing available yet. If it comes to a pinch he can move temporarily to the block of ten stores he is erecting on the southeast corner of Adams and John streets.

Robinson Bros. showed a nice display of "Royal Circle," a new nickel cigar, introduced here by Claude Howell. Robinson's have also just taken on "Bull Head," an old factory brand of Wertheimer Bros., Baltimore.

Another Baltimore cigar that has met with some approval here is "Salome," made by Heineman Bros., and designated by Ed. Schauroth, 15 State street, local distributor, as "a rich man's smoke at a poor man's price."

David Wallace & Sons, fancy grocers at 105 Woodward avenue, have just placed the "La Demanda," of F. H. Leggett & Co., N. Y., among their brands. Their line of cigars, while not extensive, is select and includes standard brands such as "Rey Eduardo" and "Mi Favorita," of Park & Tilford, "Charles the Great," "Webster," and others.

"Cadillaqua," the new cigar of M. A. La Fond & Co., will be a broadleaf, Havana filled, made by the San Telmo Cigar Manufacturing Co. The labels, representing a scene in the infancy of Detroit, are the work of Calvert Lithographing Co., of this city, and are highly artistic. The cigar will be ready for market about the 25th inst. and it is expected, within thirty days thereafter, will be seen at practically every stand in town.

C. H. Brockway is just getting comfortably settled in a nice little store at No. 743 Woodward avenue, to which he was obliged to move in a hurry April 1st, from his store a few steps further down the square. The move was a good one, and, besides, he knows more about landlords and leases now than he ever did before.

I note with regret the death of Geo. Fitzimmons, general manager of Cadillac Cigar Box Co. Mr. Fitzimmons died April 4th of pneumonia, which developed from a cold taken at the burial of a brother, two weeks previously. Mr. Al. Vonderheid, proprietor, has resumed active supervision of the factory and business.

Alex. Grant, statistical clerk in the local office of United States Customs, died last Thursday, after four days' illness. Mr. Grant was 74 years of age, and a veteran of the Civil War. He had been in the customs service fifteen years and was highly esteemed.

Oscar Rosenberger, president of San Telmo Cigar Manufacturing Co., was removed to Harper Hospital ten days ago and underwent a serious operation for appendicitis. Previous to the operation, Mr. Rosenberger expressed the wish that nothing be said of it until successfully over. It is learned he will be removed to his home tomorrow. Besides flowers and immumerable attentions at the hospital, one of the things that relieved his impatience and kept him good humored, was the big boost in sales of "Pastora." This brand is Oscar's pet, and its growing popularity is a source of intense satisfaction.

Fred R. Charles, formerly with Garcia, Vega & Co., now vice-president and sales manager of the recently organized Martinez-Charles Co., of Jacksonville, Fla., stopped here on his way to the Coast, calling on old trade acquaintances.

P. F. Alberty, manager of the cigar department of F. H. Leggett & Co., New York, was in the city the past week. Also M. Rosenfeld, Salvador Rodriguez; Harry Alès, Simon Batt & Co.; Ben Lesser, F. Lozano Sons & Co.; Wm. W. Higgins, Park & Tilford; Tom D. Branyan, José Escalante & Co.; José M. Cuyar, Andreas, Diaz & Co., Tampa; Howle G. Morris, L. Sanchez y Ca., Tampa; T. E. Humphreys, "Tokio" cigarettes; E. A. Condax, E. A. Condax & Co.; Jno. Frey, Bondy & Lederer.

Howard Kinney, Duys & Co.; Henry Fisher, A. Cohn & Co.; Harry Nathan, Spingarn & Co.; Stephen Friend, S. Friend & Co.; Harry Singer, Rossin & Co.; Wm. Lewisohn, J. Bernheim & Son; Jerome Waller, Jos. Gans & Co.

S. F. HEAVENRICH.

Boston Trade Improves With Better Weather

John H. Gardella Purchases Store Which Will Be Opened Shortly —Riker & Jaynes Co. to Have Store at 375 Washington Street— "Queen Quality" Gratis Deal Withdrawn

BOSTON, April 6.

GOOD weather is having a better effect on the cigar and tobacco business. The retailers say that they are having a good trade all round.

Frank W. Morris, the popular manager of the cigar department at the American House, says that everything looks well for a good spring trade. The call for Havana cigars is brisk. The box trade is good, being patronized very largely by the Harvard students. Their window display will rank with any in the city.

E. A. Kleiner was in town last week and was surprised with the progress Abe Shadoff was making on the "La Formosa" and seed "McAlays" cigars. He has got them placed in 500 stores. They are duplicating nicely. It is simply an eye-opener. Abe is a sport to make results.

Julius O. Cohen, the Bowdoin Square tobacconist and hustler, who gives the manufacturers a run for the money, placed an order for 50,000 seed "Ketchenal" cigars Monday.

The manager of the Howard street branch of the United Cigar Stores says that business is booming and trade is good. Domestic and Havana cigars at cut prices have the call.

John H. Gardella, proprietor of the Town House Pharmacy, Milford, has purchased the store of Daniel J. Cronin, in the Haywood district. It will be opened immediately as a first-class drug, cigar and tobacco store.

Thomas Morris is to open a cigar and drug store in the Mahanna block, Lenox.

Paul Revere Cigar Store, carried on by Erminio Cimmons and Bernardo de Indicibus, 23 North Square, Boston, is having a run on Havana cigars and smoking tobacco. Seamen, before they go on a voyage, generally stock up here in this famous store.

The American Tobacco Co. has notified the trade that the "Queen Quality," gratis deal, of Durham, has been withdrawn. "Queen Quality" is the name of a very popular ladies shoe, made near Boston—Lynn, Mass.—and the advertisement of the tobacco in the district where the hundreds of factory hands reside has caused quite a sale for the new smoking tobacco.

The Riker & Jaynes Co. will open a drug store at 375 Washington street, Boston, immediately and will have a full line of cigars—foreign and domestic.

C. H. Wood has opened a drug store at 145 Pearl street, corner of Lawrence, Cambridge.

The Quinlan Drug Co. is carried on by Edward J. and Thomas F. Boyle, 765 Washington street. They handle a first-class line of smokers' supplies.

William R. Hagyard, of Lenox, has purchased the Wendall Pharmacy, Pittsfield, Mass.

The Fink Cigar Co., No. 2 Federal street, Boston, report that the spring trade is coming right along and business is good.

Rosenthal Bros. and Bendetson have taken on "Wendebar" cigars. This will be Sam Rosenthal's diamond steal.

Deonison & Bource, dealers in cigars and tobacco, 82 Green street, Worcester, carried on by Thomas Bource and Vangil Deonison, of 163 Southbridge street, Worcester, report business booming.

Daniel Frank, the cigar manufacturer and dealer, has as fine a display of Havana and domestic cigars as any in the city. His box trade is increasing every day and trade as a general thing is very good.

A. B. Smith & Co., Cambridge, manufacturers of the "3-20-8" cigar, say business is very good, but with warm weather will increase even more. The "3-20-8" is a very popular cigar, has the best quality of stock and is rapidly forging ahead.

W. F. HENDERSON.

Reynolds Tobacco Co. Reports Increased Earnings

The R. J. Reynolds Tobacco Company, of Winston-Salem, N. C., reports net earnings for 1911, of $2,076,686, compared with $1,670,000 in the year previous. The net undivided profits of the company on December 31, 1911, were $3,820,866, equal to 27.59 per cent. on the $7,525,000 stock outstanding, as compared with 22.19 per cent. in the year previous. The net value of the selling product for 1911 was $17,946,268.

England's Increased Tobacco Bill

Great Britain consumed in 1911, over 3,000,000 pounds of tobacco more than in 1910, involving an increased expenditure of $4,838,310. The amount spent on tobacco last year amounted to $145,324,335, an average of $3.20 to each person.

New Anti-Coupon Bill Introduced

Senator Beveridge's Bill With Number of Changes Now in House and Senate—Manufacturing Interests Agitating for It

A NUMBER of men representing cigar manufacturing interests, have been agitating for an anti-coupon bill, which it is now thought can be passed if backed up by the cigar men, who have been complaining against the practice of giving coupons.

These men were in Washington recently and held conferences with President Taft and other important officials. As a result a bill has been introduced in the Senate by Senator Brown, of Nebraska, and into the House by Luther W. Mott, of Oswego, N. Y. In many respects it is the same as Senator Beveridge's Bill No. 6219, except that it contains many additions, which are as follows:

"That none of the packages of smoking or plug tobacco and fine cut chewing tobacco, cigarettes, or snuff prescribed by law, or any cigar, or package of cigars, or other package of tobacco prescribed by law, shall be permitted to have packed in, or attached to, or connected with the same any article or thing whatsoever, other than the wrappers and labels of the manufacturers or persons, orders, or organizations making or producing the same, the internal revenue stamp, and the tobacco, snuff, cigarettes, or cigars, respectively, put up therein, on which the tax is required to be paid under the internal revenue laws; nor shall there be affixed to or given with the sale thereof, or brand stamped, marked, written, or printed upon said packages or their contents any promise or offer of, or any order or certificate for, any money, gift, prize, premium, payment, or reward; and such label shall truly state the bona fide owner, proprietor, and manufacturer.

"That no such packages when emptied, nor any part of them, nor anything attached to or given away with the sale of such packages, shall be received by any manufacturer of, or dealer in tobacco, snuff, cigars, or cigarettes in lieu of coupons or in consideration of anything of value."

One of the cigar men instrumental in introducing the bill said:

"I believe a bill like this one will do an immense amount of good if passed at this time. Many objectionable features in former bills of this kind have been eliminated and a very good authority assured me there was no question as to its constitutionality. Now is the time for those men who favor it to come out and say so, and to back us up in this fight."

The W. P. Bowers Cigar Box Holder and Price Card

THE cigar box lid holder now being manufactured by W. P. Bowers & Co., of 108 South La Salle street, Chicago, is considered one of the neatest and most useful devices ever invented for the purpose.

This holder is made up of one piece of steel. In addition to showing the price of the goods, it holds the lid in position. It covers but a small portion of the lid, is easily changed, and the figures being white, on a dark blue background, they are easily read.

It is manufactured for every price cigar, and is also made in special designs, advertising brands of cigars, names of firms, etc., such as can be conveniently placed on the shield.

The accompanying illustration shows the manner in which it is placed on the cigar box and the neat appearance it makes.

Election Satisfies Business Men

Fire in Factory of Jose Scaglione at Ybor City—Garcia, Pando & Co. Close Up Plant

TAMPA, FLA., April 10.

THOROUGH satisfaction prevails throughout the cigar manufacturing colony today, as a result of the municipal primary election of yesterday, in which Mayor D. B. McKay was re-nominated by a majority of 300 over both his opponents. Even the most zealous supporters of the mayor did not predict his victory in the first primary, believing that it would be necessary for him to make the second race with his leading opponent, W. H. Frecker. The voting had not progressed far, however, before it became evident that not only were the business interests supporting the mayor for re-election, but a large proportion of the labor vote, which had been counted against him. The positive stand taken by the mayor during the great strike, when he led the citizens' committee in jailing the agitators among the strikers and in maintaining strong protection for the cigar factories, made him the logical candidate of the business men of the city in this fight, and it was anticipated that, for the same reason, the labor element would oppose him vigorously. This, however, proved to be a mistake, as the mayor carried wards in which the labor element predominates.

The primary also resulted in an overwhelming vote in favor of the adoption of a commission form of government for Tampa, which had been advocated by the "Tampa Morning Tribune." The vote on this proposition was three to one, and it will be the duty of the incoming administration to take the necessary steps toward carrying out the wishes of the people and securing the necessary legislation for the adoption of the commission plan.

Cigar manufacturers regard the re-election of Mayor McKay as the best thing that could happen for their industry. They feel that it will insure the safety of the industry for the next four years and that there will be no outbreak of labor trouble while a vigorous and determined administration is in charge of affairs. The participation of many of the cigarmakers in the victory of the mayor is hailed, also, as a most hopeful sign, indicating that the wounds of the strike period have been healed and that all classes are determined to work together for the prosperity of the industry and of the city.

The attorney of the cigar manufacturers' association, by direction of the association, is now engaged in drafting a petition to be presented to the proper authorities at Washington, asking for the appointment of a local board of appraisers, for appraising tobacco brought to this port. The action is the outcome of much agitation, arising from the repeated complaints of manufacturers that the system of appraising in force here results in great injustice to them. It is pointed out that the methods in vogue by the customs inspectors at this port tend to impose burdens upon the manufacturers in the shape of excessive duties, the proportion of wrapper and filler being so determined as to exact from the manufacturers an unfair rate. It is further complained that, in the event the manufacturer makes a protest on appraisement, the tobacco in dispute has to be sent to New York for examination by the board of appraisers and that, in transit and through the handling received, the quality of the goods is impaired and, in nine cases out of ten, it is unfit for use when it returns to the factory. This method also requires expense, the manufacturer having to employ witnesses and attorneys at New York. The manufacturers think the imports of tobacco at this port are of sufficient volume to merit the appointment of a local appraising board, and they are determined to press the matter to the attention of the authorities at Washington with all the influence they can command.

H. E. Mahoney, formerly with the Havana-American Co., at Key West, has succeeded J. J. French as local manager of the company. Mr. French has resigned on account of continued ill-health, but has not made public his plans for the future.

Fire, occurring in the factory of José Scaglione, Twenty-second street and First avenue, Ybor City, caused damage of $3000 to the tobacco on hand. The firemen were handicapped in fighting the fire by reason of the dense smoke which filled the building.

The factory of Garcia, Pando & Co. has closed down and it is stated that it will remain closed indefinitely. No statement is made as to the cause, but it is believed, in well-informed circles, that a lack of business is responsible for the suspension.

Shipments for the week ending last Saturday were 5,265,000, maintaining the gradual increase from week to week, which has marked the resumption of operations with larger forces in all the principal factories.

Manning Rodriguez, son of Salvador Rodriguez, of the "Charles the Great" factory, is out again, after a severe illness of more than a month. He is as yet unable to resume active duties at the factory and probably will go to New York for a few weeks to recuperate.

Mrs. José Cosio, wife of the well-known cigar manufacturer, entertained in a novel way Friday, in honor of Mrs. T. Verplanck, of New York. She took a party of friends to the Garcia, Vega & Co. factory, in West Tampa, and her guests enjoyed the luxury of eating strawberries picked from the plants growing in the grounds of the factory. The hostess also made a short-cake from the berries and served it to the members of the party and the heads of departments of the factory. Her guests were Mrs. E. W. Monrose, Misses Georgine, Rita and Alma Monrose, Miss Vera Verplanck, Mrs. Benjamin Cosio, Miss Grace Haines and Mrs. T. Verplanck, of New York.

Jerome Regensberg has returned to New York and Mortimer Regensberg remains in charge of the factory.

Perfecto Garcia & Bro. are receiving some large shipments of tobacco at present, indicating a continuance of the large orders they have been filling recently.

Val. M. Antuono, manufacturer of the "C. H. S." cigar, is enjoying steady increases in the standing orders which he fills for leading distributors, one writing him this week if it would be possible to guarantee one million cigars per month.

Cuesta, Rey & Co. have a letter from leading distributors of Berlin, Germany, asking for a contract to handle the goods of the "Truly Spanish House" throughout the German Empire.

Jose Lovera is among the Tampa manufacturers who have recently visited the tobacco fields, and he joins with the others in pronouncing the crop of unusually fine quality.

D. E. Klein, after a brief visit to Cuba, has returned to his headquarters in New York.

A. L. Cuesta is still on his extensive tour and the reports he sends to the factory teem with encouraging things. He finds the demand for the "White Heather" and other Cuesta-Rey brands increasing everywhere.

At every leading factory the report is that more men are being put to work and that the orders coming in warrant the prediction that capacity will be the rule in each house.

Julio Leon has returned to Cuba after a visit to his brother, Jorge, of P. San Martin & Leon.

Edgar J. Stachelberg is just back from New York City, where he spent a few days on business. Mr. Stachelberg believes the cigar trade is on the eve of a remarkable boom, and he finds Tampa cigars more popular than ever among fastidious smokers.

Emilio Suarez has gone to Cuba, where he will remain permanently. Ramon Menendez succeeds him in the management of the leaf business which they have been conducting here.

J. P. Hardee, who operates a large bonded warehouse here, is in Cuba, combining business with pleasure. Mr. Hardee spent a few days at Key West, where he attended the convention of the Florida Bankers' Association.

PERFECTO.

Americans Buy Heavily at Fourth Inscription

At the fourth Sumatra inscription, held in Amsterdam, on April 4, Americans were the heaviest buyers, taking over 3,500 bales. Although prices ruled a shade lower, the tobacco was of a uniformly good quality.

The following were some of the largest purchasers: E. Rosenwald & Bro., 1,000 bales; H. Duys & Co., 602 bales; A. Cohn & Co., 600 bales; E. Epingarn & Co., 300 bales; Pretzfeld & Co., 300 bales; S. Rossin & Sons, 184 bales; F. & E. Cranz, 107 bales; Joseph Hirsch & Son, 45 bales, and Otto Eisenlohr & Bro., 550 bales.

Havana House Goes Out of Business

Perez y Obeso, a prominent tobacco leaf concern of Havana, is closing up its affairs and will soon go out of business. Pablo Perez, a member of the firm, will wind up the old accounts and close up the business. The other members of the firm have already retired.

Late Retail Notes

E. A. Richardson, of Grand Island, Neb., has sold his cigar stand, located in the Post-Office, to a Mr. Deffenbaugh.

The Stander cigar store has vacated the corner in the Muir drug store, at Monroe and Ottawa streets, Grand Rapids, Mich., and the drug store has expanded into the space vacated.

R. G. Fisher, who for sixteen years up to 1908 was in the cigar business at Hennepin and Fourth streets, Minneapolis, Minn., has organized the Fisher Cigar Co., at 55 S. Fourth street, formerly occupied by the Weeks cigar store. Associated in the business is Frank Iverson, who was at the Hennepin store for five years with Mr. Fisher.

Business in Los Angeles Improving

Klauber-Wangenheim Secure New Quarters — Southern California Tobacco Association Elects Officers

LOS ANGELES, CAL., April 12.

THE cigar and tobacco business in the city is far better than it has been in the last few months and the retailers are looking forward to a busy month, owing to the Shriners' big convention, which is to be held here from May 4th to 12th.

The Kingsbaker-Klingenstein Co. is displaying the "Cinco" cigar all over the city, and they are in great demand everywhere. The retailer finds it hard to be without one in his store and believes the cigar is a staple article. The "Cinco" is manufactured by Eisenlohr Bros., of Philadelphia.

Sam Friend, of the Kingsbaker-Klingenstein Co., is still on the job and reports a big increase in his territory, especially on the "Y-B" and "Cinco" cigars.

M. Samuels, of the Baer Cigar Co., has just returned from his Arizona trip with a nice bunch of orders. Mr. Samuels informs us that business is very good all over his entire territory.

Morris Burke, broker and representative for Eitel & Cassebohm, of Louisville, Ky., is putting up a stong campaign on the "Post Dispatch" cigar window and show-case displays and these can be seen, not only in the city, but in all the surrounding towns. The "Post Dispatch" is taking well with the trade and duplicate orders are coming in daily. Klauber-Wangenheim Co. are distributors for this cigar and are very well pleased with the account.

Mr. Eitel, of Eitel & Cassebohm, of Louisville, Ky., made a visit to this city a short time ago on his distributor, Klauber-Wangenheim Co., and is very much pleased with the way in which the "Post Dispatch" has been handled here by this firm and his representative, Mr. M. Burke. Mr. Eitel has also taken back home with him a nice order for "Post Dispatch" for immediate delivery.

J. Wentworth, of the José Lovera Co., has just returned from his Bakersfield territory and wears the "smile that won't come off." He reports "Lovera" cigar sales all over and has brought with him some good-sized orders. Haas-Baruch & Co. are distributors for this brand.

Geo. E. Meiggs, representing the Sanchez & Haya Co., and Mr. F. A. Torre, manager of the Sanchez & Haya Co., of Tampa, were among the recent visitors here on their distributors, Klauber-Wangenheim Co., and after a brief stay here, left for San Francisco to visit their distributors, Tilinan & Bendel.

Mike Roth, distributor of the "El Sayon" 5c. cigar, made by F. H. Kobler, of Nashville, Pa., is making a strong campaign and has the cigar distributed all over the city. On his delivery wagon he has a sign which makes every one stop and take notice. It reads like this: Believe Mike, the "El Sayon" is a Dog-On-Good Smoke.

One of the most important changes of the year of 1912 is the announcement of the removal to new quarters of the big jobbing firm of Klauber-Wangenheim Co. The growth of this concern during the past few years has been so tremendous, that they are compelled to abandon their lease on the old quarters at 304 South Los Angeles street, occupied by them for the past ten years. The Klauber-Wangenheim Co. has taken a ten-year lease on the new reinforced concrete building at the corner of Fourth and Wall streets.

Mr. Klauber informed THE TOBACCO WORLD correspondent that this location will give his firm over four times the floor space of their old premises, and being situated on a corner, gives exceptional opportunities for taking care of their rapidly increasing volume of business.

The firm of Klauber-Wangenheim Co. is one of the oldest on the Pacific Coast, having been established in 1869. From that early beginning they gradually established a business of great volume, built up strictly on a definite line of action, first-class quality and fair treatment to their trade. Today Klauber-Wangenheim Co. is distributor for many of the big selling brands in this market, such as "Optimo," "Palencia," "Sanchez & Haya" in clear Havana; the "Chancellor" and "Mendel" in domestic brands, and in five-cent goods they are distributors for "Post Dispatch," "Pippins," "Havana Ribbons," "El Meritos" and "Permits."

This firm has sixteen salesmen and uses four wagons and two autos to take care of their city trade alone.

They are also distributors for the famous "Pure Gold" tobacco, and a recent order received by them for 1100 cases in a single delivery, aggregating in money value $21,000, is acknowledged to be the largest single shipment of union label tobacco of one brand ever received by a Pacific Coast jobber.

The "American," "Webster," "Y-B," "Cinco" and "Milo" cigarettes are being advertised tremendously by the Kingsbaker-Klingenstein Co. of Los Angeles, by means of a very neat and attractive E. M. F. delivery car.

This firm are also now putting on the market a new brand, called "Admiration," manufactured by S. Fernandez & Co., of Tampa, Fla., in three sizes and the cigar is displayed about town and makes quite a hit.

Mr. David Feifer, of B. Feifer & Co., New York, is calling on the above concern, who are their distributors.

Mr. J. B. Bonhans has just returned from a very successful ten-day trip from the oil fields, and has brought with him some good-sized orders for "Post Dispatch" and "Havana Ribbons."

The "New Bachelor" cigar, manufactured by T. J. Dunn & Co., of New York, and its distributor, The Max Roth Cigar Co., of this city, are coming to the front very fast. Mr. Roth informs us that the demand for "New Bachelor" cigars is very strong and that he cannot supply the demand.

The Southern California Tobacco Association, at their regular monthly meeting, Thursday evening, April 4th, elected their officers for the first six months, as follows: H. F. Gadeky, president; H. D. McLain, vice-president; T. C. White, recording secretary; D. H. Elmore, treasurer. The meeting was well attended. President Gadeky appointed Wm. Newton, Morris Burke, F. Finkelstein, B. Beson and Van Slik as banquet committee.

Mr. Peabody, manager of the Haas-Baruch & Co. cigar department, reports a steady increase on the "San Felice" cigar.

A few very noticable window displays can be seen about town on the "Imp" cigar, made by the Arguelles y Ca., of Tampa, Fla. J. J. Gans Bros. are distributors for this brand here.

M. B.

New Store for United in San Diego

The United Cigar Stores Company has secured a lease on the Snyder store, at the corner of Fifth and D streets, San Diego, Cal., and after extensive improvements have been made on the property, which will possibly take six weeks, the place will be opened.

The Editor's Letter-Box

Want Address of Ardath Tobacco Co.

NEW YORK, March 30, 1912.

Editors of THE TOBACCO WORLD.

Dear Sirs: Will you kindly inform us as to the address of the Ardath Tobacco Company, manufacturing, we believe, "State's Mixture"?

Very truly yours,
Acker, Merrall & Condit,
135 West 42nd Street,
New York City.

The Ardath Tobacco Company, Ltd., is a London firm recently organized to take over the business of Levy & Gluckstein. Among their trademarks and registered brands are "Ardath," "Quo Vadis," "State Express," "Splendo" and "Winfred."

Sorry They Did Not Take it Sooner

QUAKER CITY, OHIO, April 9, 1912.

Editor THE TOBACCO WORLD.

Dear Sir: Please find enclosed our check for $2 for THE TOBACCO WORLD, paying us in full until April 19, 1913.

We find quite a great deal of information in each issue, and we are sorry that we have not been taking the paper several years before we did.

Thanking you for the many past favors and with best wishes we are,

Yours very truly,
H. J. MAX & Co.

Makers of "Savorona" Cigar

AUBURN, NEW YORK, April 5, 1912.
19 Genesee St.

Editor THE TOBACCO WORLD.
New York City.

Dear Sir: Will you kindly give me the address of Cayey Y Cagnas Tobacco Co., makers of the "Savorona" cigar, and oblige,

Yours truly,
H. C. FEELY.

Answer.—133 Water street, New York City.

Want Location of Simmons Tobacco Co.

NEW YORK, March 29, 1912.

Editor THE TOBACCO WORLD.

Dear Sir: Will you kindly inform us of the location of the Simmons Tobacco Co., makers of a fine line of Turkish cigarettes?

Very truly yours,
BOUCHER CORK & MACHINE CO.

Answer.—112 West Forty-second street, New York City.

Thinks Tobacco World Very Good Paper

HELLAM, PA., April 9, 1912.

Editor THE TOBACCO WORLD.

Dear Sir:

Enclosed find check for $2, for which renew our subscription to THE TOBACCO WORLD, which we consider a very good paper.

Very truly yours,
THE LUXFER CIGAR CO.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Some York County Crops Still Unsold

York, Pa., April 13.

SOME of the crops of the new tobacco in this county seem to be going begging, and a few dealers are buying it up at low figures. The choicest crops are being picked out at every opportunity, but prices are not a favorable comparison with that obtained last year.

The cigar industry taken as a whole is dull. Of course, there are few and exceptional cases in certain districts. A few weeks ago it was unusually quiet among manufacturers at McSherrystown and vicinity, but it has revived now again and a majority of them are resuming operations. Dallastown manufacturers seem to be still somewhat hard hit, but they are at least hopeful that there will be a change for the better ere long.

At Red Lion there are several factories which have all they can comfortably do, while others are suffering from a stagnated condition.

Edw. Felty is getting his new factory on South George street under way, and will soon be in operation there, when he will discontinue in the former plant of Jacob A. Mayer & Bros., in North York.

H. F. Martin has completed the work of removing his factory into the old Heffener Cigar Box Factory building, and now has greatly increased facilities at his command. Mr. Martin has this week been on a trip through Eastern Pennsylvania and met with considerable encouragement.

J. A. Shubart, a prominent local cigar broker, has been on a trip through the Middle West and some fair-sized orders have resulted for his factories.

O. A. Hankey has sold his cigar store at West Market and Penn streets to E. J. Wilt, and will devote his energies entirely to the manufacture of goods.

The D. & K. Cigar Co. will be ready to begin operations at Dallastown within a fortnight. They are making preparations to market a strictly five-cent product.

Lancaster Trade in Good Shape

Lancaster, Pa., April 13.

THE report of Internal Revenue Collector Hershey, of the Ninth Pennsylvania District, does not indicate that, as some aver, the cigar manufacturing business has gone to the dogs. But it does show that during March there were made in the district more cigars by far than during February, and comparing not so unfavorably with 1911. The total output according to the report of the sale of stamps was 58,291,350. During February the production was 53,865,630, a gain for March of 4,425,720. During March, 1911, the production was 50,572,870, and its comparison with this year shows a decrease of 1,281,520.

There were fewer new factories opened during March in this district than during some previous months, but that has no particular significance.

The branch factory of Sig. C. Mayer & Co. at Ephrata has been closed and the fixtures moved to their other factories. Dave Keller, who had been in charge of the Ephrata plant, has also removed to Red Hill, where the firm has one of its largest plants.

R. M. Granat & Co., of York, have secured the offices formerly occupied by the Hoffman Leaf Tobacco Company on North Queen street, near the Pennsylvania Railroad depot.

Both members of the leaf firm of Seisel & Tole have lately been visiting Connecticut, where they were making purchases of the new crops of leaf. This is an innovation for this firm, as they have never before handled Connecticut leaf. Their purchases are said to have been about 300 acres, producing something like 600,000 pounds of leaf.

J. L. Aubrey and Isaac L. Memper, two Baltimoreans, have been in Lancaster lately, replenishing their stocks of leaf tobacco.

Conditions Among Reading Manufacturers Improving

Reading, Pa., April 13.

THERE is now some indication of improvement among manufacturers of cigars. Local retail trade conditions have not changed perceptibly and only the more popular brands are meeting with much demand.

Trade in the coal regions is naturally suffering from the apathetic feeling of the dealers in that section, who are curtailing all they possibly can on their purchases at present, fearing worse to come.

Chas. Ream has sold his manufacturing business to H. R. Weiser, who may close the old factory on Washington street. Weiser has been in the business in West Reading for some time.

Henry Heymann's Sons have leased the factory building formerly occupied by W. W. Reigel at Third and Greenwich streets, and have taken possession, removing from their former premises at 38 Madison street. The new factory is well adapted to their needs. Mr. Reigel is engaged more particularly in the leaf tobacco business and is also operating an auto garage.

Geo. W. Lehr has now rented his entire former factory building at 912 Penn street, and will remove his manufacturing department to his Perkiomen avenue premises, to which address he removed the tobacco manufacturing department of his business some time ago.

M. A. Levine, with H. Duys & Co., Sumatra importers, New York, has been in this city lately showing a line of the firm's importations of new Sumatra tobacco. Mark has been visiting the trade here regularly for some years, but reports the present to have been among his most successful visits.

L. F. Mueller, with Cullman Bros., and J. A. Kinney, with A. Cohn & Co., were also among recent visitors.

H. D. Hackman, of Womelsdorf, recently made a short trip to some of his old customers and brought home a nice number of orders for his product.

C. J. Garman, manufacturer at Ephrata, has been confined to his home by a severe and serious attack of rheumatism.

A. R. Orth, a prominent local cigar manufacturer, who won fame as the manufacturer of the "Pompey" brand of nickel cigars, died at his home in this city on March 29th after an illness of several months. The business will be continued by his son.

Late Retail Items

A. H. & J. R. Rogers have ordered new fixtures for their new store, 1404 G street, Washington, D. C., and expect to occupy it about April 15th.

J. O. Van Horn has purchased the interest of Mr. Johnston, in the cigar firm of Milliorn & Johnston, Junction City, Ore.

Starbuck & Criswell have purchased the cigar business of the Egan Bros. Co., 1011 Eighth street, Sacramento, Cal.

W. H. Gerhardt, of Alton, Ill., has sold his cigar store to A. F. Greassle, a tobacconist of that town.

The cigar store at 219 South street, Springfield, Mo., owned by the Altschul Bros., has been sold to H. D. Chinn & W. L. Crist.

The Sterling Soda Co., of Atlanta, Ga., has opened a fine new cigar store in the Empire Building, that city. Russ Stovall is the organizer and manager.

The cigar store located in the Empire Building, Birmingham, Ala., which has been operated by J. R. Brown, was sold recently to the R. D. Burnett Cigar Company. After extensive repairs it will be reopened.

The formal opening of the new J. W. Evenden Co. store, which handles cigars at 287-89 Washington street, Buffalo, was held on March 30th. E. W. Willcox is president and general manager of the concern. More than 12,000 carnations were given away as souvenirs on the opening day.

Baltimore News of Interest

Baltimore, Md., April 12.

THE "El Dallo" is the latest creation in nickel goods that has been put on the market by Wertheimer Bros., and it has made an instantaneous success. These goods are put up in a new style and an unusually attractive package, which deserves the recognition it is receiving. The firm announces that similar results are being obtained in other territory where the goods are being placed.

Wm. Boucher & Son this week received a fresh consignment of "Adelina Patti" Key West cigars from the factory of the Jose Lovera Company, and when the store was visited by the writer they were being rapidly picked up by some of Baltimore's connoisseurs.

The Royal Havana Cigar Manufacturing Company will soon introduce a new product under the name of "El Bosal." It will be a high quality cigar and is calculated to appeal to aristocratic tastes.

The Karger Cigar Company, local distributors of the "El Wadora" five-cent cigars, made by Sig. C. Mayer & Co., Philadelphia, are having a very satisfactory trade on these goods. The brand is well-distributed about the city and is duplicating everywhere.

A fine display of Geo. W. Nichols & Co.'s "Solace" clear Havana cigars is shown in the display window of Lilly Dungan & Co. at Liberty and West Baltimore streets. Some space is also given to the "Savarona" brand of Porto Rico cigars from the factory of the Cayey-Caguas Tobacco Company.

Windsor, Pa., Manufacturer Fails

Horace Shindler, a cigar manufacturer of Windsor, Pa., has been adjudicated a bankrupt by Judge Witmer, in the United States District Court, at Scranton. The scheduled liabilities are $3590.45; assets, $1800.

Retail Briefs

The Men That Blaze the Trail

F. Long, Roseburg, Ore., has just established himself in the cigar business.

E. A. Stehr has sold his cigar store in Los Angeles, Cal., to J. E. Triplett.

W. E. Purcell & Bro., have bought the Athens cigar store, at Iowa City, Ia.

George Humphreys has sold his cigar store at Los Angeles, Cal., to H. M. Ball.

Barnes & Batch have purchased the cigar business of Peter Reese, at Helena, Mont.

J. M. Day, of Sacramento, Cal., has purchased the stock of cigars of E. M. Bayless.

A. Calif has purchased the cigar business of W. V. McMullen, at Los Angeles, Cal.

Walker & Robbins, cigar dealers, of Los Angeles, Cal., have sold out to Griffith & Arnold.

L. H. Moore, a cigar retailer, of Los Angeles, Cal., has recently sold out to M. C. Kellner.

C. G. Douglas has purchased the retail cigar business of L. A. Kinney, of Hastings, Neb.

Colier McIntyre has purchased the cigar store of Ralph Snodgrass, at Los Angeles, Cal.

Mrs. S. E. Barnaby, of Chicago, Cal., has disposed of her cigar business to Mrs. W. R. Dunn.

At Redding, Cal., C. H. & T. D. Goodman have purchased the stock of cigars of Reuben Hoyle.

McCormick Bros., of Eugene, Ore., have sold their cigar store, at that place, to Simpson & Foster.

At Toppenish, Wash., J. P. Hawkins has disposed of a half interest in his cigar business to S. S. Neher.

M. F. Nolan has bought the cigar store of M. A. O'Neill, at Ballston Spa., Saratoga Springs, N. Y.

The W. E. Jenkins Cigar Co., of Kansas City, Mo., is about to open up a new store on Twelfth street.

Gus Butler has recently purchased the cigar store in Los Angeles, Cal., formerly belonging to H. McAvanay.

August C. Stock, of Marshalltown, Ia., sold his cigar business at that place to Joseph Otto, of Waterloo, Ia.

The Caswell Cigar Co. is fitting up a new store in the old First National Bank Building, Walla Walla, Wash.

Arthur Springsteen has bought the cigar store of George Clark, in Dowagiac, Mich., and has taken possession.

Cooper & Wallace have purchased the store of D. C. Kirkland, at Thirty-ninth and Troost streets, Kansas City.

A. V. Johnson & Co., Lincoln, Neb., have purchased the Kelley bankrupt retail cigar business, and will operate it.

The Saratoga cigar store, of Peoria, Ill., owned by A. B. McGill, has been sold to Brannon & Knox, of Streator, Ill.

Dollis & Stewart, of Kansas City, Mo., are about to open a new drug and cigar store, at Twelfth and Locust streets.

Palmer & Lovatt recently foreclosed the cigar store of Moses Sonnenburg, at 105 Westchester avenue, Port Chester, N. Y.

The Tobacco Box is a neat and up-to-date cigar stand in the uptown section at 2006 Eighteenth street Northwest, Washington, D. C.

Edward Marshall, former representative of leading Pacific Coast houses has opened a retail jobbing and tobacco house in Los Angeles.

Al Zeimer, cigar retailer, of Berkeley, Cal., has sold his business to W. R. Stoner and H. W. Bean. The place will still be known as "Al's Place."

E. E. Stringer and E. J. Steinmetz recently bought out Adam E. Firschler's interest in the Firschler cigar store, 323 Main street, La Crosse, Wis.

The United Cigar Stores Company have secured a lease on the store at 310 Main street, Hartford, Conn., and after it has been remodeled, it will be opened.

The cigar store at Fourth avenue and Union street, Seattle, Wash., conducted for several years by I. D. Perry & Son, has just been purchased by H. B. Thompson.

O. A. Hankey has sold his cigar store, at West Market and Penn streets, York, Pa., to E. J. Wilt. Mr. Hankey will devote his entire time to the manufacture of cigars.

R. M. McClelland has succeeded the McClelland-Parker Co., at 213 Third street South, St. Paul, having purchased the interest of his partner in the retail cigar store there.

Selak & Hoffman have installed a number of improvements in their store at Wilmington, Del., including a large display window and a vault of large capacity. They also manufacture cigars.

The United Cigar Stores Company have opened their new store at Clinch avenue and Gay street, Knoxville, Tenn. The entire building has been remodeled. J. M. Klausman is the manager.

An addition has been made to the cigar and tobacco store of Samuel Scott, Middlesex street, Lowell, Mass. The tenement adjoining has been remodeled and two large store windows now face the street.

Louis Doussang has sold his cigar store and buffet at 77 West Jackson Boulevard, Chicago, to John Berner, and by May 1, will open an exclusive cigar store in the Leiter Building, on Jackson Boulevard, just east of State street.

H. M. Schermerhorn, Inc., has taken over the entire cigar privilege of the Stratford Hotel, Jackson Boulevard and Michigan avenue, Chicago, and has also leased for a term of years a store which will be opened about the first of May.

Morris and Sidney Eisenberger opened their new store at Third and Main streets, Dayton, Ohio, recently. The old store at 14 South Main street, will be continued. On the opening day, ash-trays and cigar-holders were given away as souvenirs, to all the customers. This is one of the best appointed stands in the city.

Alex. A. Kohary to Move About May 1

Alex. A. Kohary, of Pittsburgh, one of the heaviest importers of foreign tobaccos, cigarette papers, pipes, Weichsel stems and smokers' articles, in his section, will remove to his new fireproof building in that city about the first of May.

Mr. Kohary distributes his own brands of tobacco, "Arpad" and "Kraljevica Marka," special brands of cigarette papers, tobacco boxes and cigars, to the leading wholesale houses throughout the United States. He has been in business for fourteen years.

The accompanying illustration shows the new building, which is located at 15 Shingiss street.

Imperial Company Prospering

According to its recent report another year of very great prosperity is shown by the Imperial Tobacco Company, of Great Britain and Ireland, Limited. The profits, which amount to £2,788,200, show an increase of more than £385,000 over those of 1910.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, April 6th.

A SPELL of dry weather has retarded the manipulation of the Partido and Vuelta Abajo crop, as the Vegueros are unable to bundle their dry leaf and commence the fermentation process in the piles. Even in the Santa Clara province the few packings which are going on play no important role, as the great bulk of tobacco is not in a condition to be handled in good space yet. The overwhelming part of light leaf, and the uncertainty of the future prices for same, are another great drawback for our packers to commence buying operations, which besides is aggravated by the high cost of packing expenses. If the prices were to continue, which have been paid to the Vegueros for the first few bundles, in order to make some trial packings, there would result a downright loss to the packer, unless the latter could count upon no falling market for the light leaf in the future. At first sight it looks as a losing speculation from the start to pack tobacco this year, and still the case may not be as hopeless as it appears at the moment. The farmers alone by themselves would be utterly unable to manage the manipulation of the big crop, as even with the assistance of our regular "escogedores" the number of available hands may be too short to finish the packing before the end of this year, therefore the latter must per force of circumstances take a share of the burden from the shoulders of the Vegueros, unless a large part of the tobacco should go to waste for want of people to handle the same.

Another point that ought not to be lost sight of is, that besides Germany and Spain, there are other customers for light leaf, and which might be willing to pay better prices than the above two countries are eventually speculating upon, such as England, Austria, France, Canada, and last, but by no means least of all, the clear Havana cigar manufacturers of the United States, that are producing the cheaper kinds of cigars. Therefore, summing up the whole factor in this problem, it stands to reason, that our packers and farmers will come to an agreement about prices on the bundled leaf, which will leave some margin to the latter for their crop, and also enable the former to go to work upon a basis, that ought to leave him a moderate compensation for his capital, time and labor to be expended during this summer and fall.

One point, which the buyer of our leaf later on ought not to lose sight of is, that by paying perhaps a somewhat higher price to regular established packers here in Havana, he has the guarantee of receiving uniformly packed, sound goods, as they could not afford to lose their reputation. On the other hand, by buying vegas from the farmers at a lower figure, he will have to keep his eyes wide open, and examine every bale thoroughly, unless a responsible house here would guarantee a correct packing. There are undoubtedly a good many honest Vegueros, but there are unfortunately also a number of them, who would have no scruples in trying to palm off falsely packed tobacco, and as this year particularly there will be quite some damaged leaf, the dishonest farmer will not throw this leaf away, but mix it with the sound portion.

The leaf market has about reached its dullest period, as the sales compared with the previous fortnight were cut in halves again, and there will be no revival to speak of, until the arrivals of the new leaf should become larger to enable the buyers to find a more varied selection of goods to suit them.

Sales only aggregated during the past fortnight 1925 bales, representing 761 of Vuelta Abajo, 250 of Partido, and 914 bales of Remedios.

Buyers were: Americans 452, exporters to Europe 258, to Buenos Ayres and Montevideo 828, and our local manufacturers of cigars and cigarettes 387 bales.

Exports from the Port of Havana, for the two weeks March 18th to March 30th, were.

To all ports of the United States	6616 bales
To Buenos Ayres and Montevideo	855 "
To Bremen and Hamburg	258 "
Total	7729 bales

Receipts of Tobacco From the Country.

For two weeks ending March 30, 1912.		Since January 1, 1912.
Vuelta Abajo	251 bales	3415 bales
Semi Vuelta	100 "	186 "
Partido		91 "
Remedios	988 "	3253 "
Mayari	44 "	970 "
Total	1383 bales	7915 bales

Principal Buyers of Leaf Tobacco and Cigars That Come and Go.

Arrivals—From New York: Fritz Lederer, of Heinrich Neuberger; Victor K. Ettlinger, of Em. Hoffman & Sons; S. Ruppin, of S. Ruppin; Frank A. Merrall, of Acker, Merrall & Condit, and Wm. T. Taylor, representative for the United States and Canada of the Romeo y Julieta factory.

From Tampa: Manuel Garcia, of Perfecto Garcia & Bro.

From Chicago: August Kuttnauer, of Rothschild, Sons & Co.

From Buenos Ayres: José R. Sanchez, of Weile & Altgeld, representatives of La Flor de A. Fernandez Garcia.

From Spain: Constantino Junco, of M. Abella & Co.

Departures—For New York: Emil Klein, Victor K. Ettlinger, Frank A. Merrall, Wm. T. Taylor, Marcelino Perez and S. Ruppin.

For Tampa: José Lovera.

For Boston: Albert W. Kaffenburgh.

For Buenos Ayres: Laureano Sanchez.

For London, England: P. J. Woods.

Cigars.

As the statistics of our exports to the end of March have not been published yet, this news has to be delayed until the next fortnight, but it is supposed, that there is no great change in the comparison with last year. While the coal strike in England has been fortunately settled, the after effects, however, are still felt by lessened orders from this quarter. Whether the price-cutting war in the United States will have any influence later on, has to be seen, at the present time there are more orders for Perfectos in our market. Business for the South American republics, Canada and Australia is quite fair, also for France, but the other countries are rather quiet. Until the new leaf should be ready for the cigarmakers' tables we cannot expect to see any livelier moment in our factories.

H. Upmann & Co. are perfectly satisfied with the amount of orders on hand, and would like to see the same kind of fair business in the other factories, as they are in harmony with the old saying: "To live and let live."

Romeo y Julieta, Don Pepin Rodriguez, was very much surprised, when he learned of the price-cutting war on all Perfectos in the United States, and he had not made up his mind then, what determination he would take in this matter. Mr. Wm. T. Taylor, their United States representative, had come here for the express purpose to consult Don Pepin about it and had left again by the same steamer he arrived here, for New York, in order to get further information. After hearing from him, Don Pepin will quickly make up his mind what steps he would deem proper to take in this matter. Business with "Romeo y Julieta" is as good as ever at this season of the year.

Partagas states frankly enough, that trade is somewhat quieter, but nevertheless is turning out 50,000 cigars per day still, therefore has no reason to complain.

Sol has received some very good orders of late, far more than Behrens & Co. had any expectations to look forward to. Their well-known brand "Columbus" has been given to Messrs. Macy & Jenkins, as sole distributors, and as a proof that the old connoisseurs of this cigar had not forgotten their favorite brand, a repeat order was received by Behrens & Co., as soon as the first shipment of cases had reached New York.

Castañeda reports no change, as the amount of orders on hand is up to the expectations of the owners, Messrs. Cardenas & Co.

Flor de P. A. Estanillo has orders for a large number of high-priced sizes, averaging $200, or even over. Don Felipe Rodriguez and Mrs. Rodriguez will leave for New York on April 13th per steamship "Saratoga" on a short vacation, as well as a business trip, as Don Felipe expects to return here by the end of May.

Eden is doing nicely, or as Don Calixto Lopez expressed himself to THE TOBACCO WORLD correspondent, they had no kick coming to them.

Henry Clay and Bock & Co. report the same steady amount of orders on hand. Don Francisco Arango, the general resident manager, left on April 2, for a short visit to Tampa, to be gone about a week.

Buying, Selling, and Other Notes of Interest.

José C. Puente was the largest seller during the past fortnight, as he closed a few sales, amounting to 255 bales in all.

S. Ruppin, who leaves today with Mrs. Ruppin by the steamship "Havana," shall have made some large purchases again, amounting to 1000 bales, but as this information came too late, they are not included in the fortnightly sales reported above.

José Menendez disposed of 234 bales of leaf during the past two weeks.

Diego Montero was the heavy buyer for South America with 828 bales.

Victor K. Ettlinger did not even look at tobacco, as he was on his bridal trip.

Gonzalez & Benitez turned over 200 bales of Remedios to their customers.

Leslie Pantin and Mark A. Pollack were the only commission merchants, that operated to a moderate extent in our market, upon cable orders, for account of their customers.

The following houses all made some sales, but as the quantity did not even reach 200 bales each, they are simply mentioned as sellers, viz.: Sobrinos de A. Gonzalez, Camejo & La Paz, Suarez Hns., Cardenas & Co., Selgas & Co., José F. Rocha and Gonzalez Hns. & Co.

The buyers for Germany that operated mostly were: H. Upmann & Co., J. F. Berndes & Co., Adolfo Moeller and Miechaelson & Prasse.

Albert W. Kaffenburg returned from his trip to the Santa Clara province on the 28th ulto., and left for his home in Boston on the 30th idem. He stated, that the Remedios crop is principally of a light nature, as even the apparently heavy leaves will only give a medium quality, and while the smoking promises to be very fine, the manufacturer will perhaps have to use a larger quantity of Remedios than he has been in the habit of using lately.

The friends of Don Antonio Calzada will be glad to learn, that he has recovered from his late severe attack of the grippe, and is on deck again. He expects to make some escogidas of Remedios upon a large scale this year, as soon as the Vegueros are ready to accept reasonable figures.

Edgar Pollack returned from his extensive trip, all over Europe, to New York, on the 28th ulto., and after a month's stay in the United States intends to buckle on the armor again in Havana.

Our association of leaf dealers, packers and growers of tobacco of the Island of Cuba opened a delegation at Consolacion del Sur on March 25th. There was an assembly of 500 persons, consisting of rich planters, Vegueros, packers and land owners, and the greatest enthusiasm prevailed. The meeting was presided over by Dr. Antonio Ferrer and Armando del Pino acted as secretary. Don Manuel A. Suarez, the president of the Havana association, was proclaimed under great applause as honorary president. A number of telegrams of felicitations were exchanged between Consolacion del Sur and Havana. There is a movement on foot to establish a delegation in Pinar del Rio, the presidency of which will be offered to Don Ricardo Cuevas, of the banking and mercantile house of Ricardo Cuevas & Co., and who are also owners of the well-known Hotel Globo. In fact, there is reason to affirm, that many more delegations will be established all over the island, as the enthusiasm is spreading among the Vegueros. The directors of the home association had a meeting this week treating about the important question of fertilizers.

Principal shippers above 200 bales from the port of Havana, during the past fortnight, were: Sylvester & Stern 917, J. Bernheim & Sons 756, Diego Montero 755, Leslie Pantin 697, Mark A. Pollack 493, Rodriguez, Menendez & Co. 342, Garcia & Co. 271, Selgas & Co. 264, Sobrinos de A. Gonzalez 260, and Monroe Commercial Co. 230 bales.

ORETANIV.

New Bill to Reduce Express Rates

The tobacco trade, especially manufacturers and leaf men, will be materially affected if the Adamson bill, introduced in Congress recently, is passed. It aims to enforce maximum rates on all express packages weighing not more than 11 pounds.

Under the proposed law it would cost 20 cents to send a 10-pound parcel from New York to Washington, and the charge would approximate $1.20 to send the same package to the Coast. Firms which send many samples are especially interested in the new measure.

SPECIAL DISPLAY OF "PRINZON" CLEAR HAVANAS IN STORE OF JOHN D. ADAIR, IOWA CITY, IOWA

Exposition for San Francisco Benefits Trade

Dealers Watching for Good Exposition Sites—City Votes $8,800,000 Bonds for New City Hall—Number of Retail Stores Opened

San Francisco, April 5, 1912.

THE San Francisco jobbers, and such retailers as are looking ahead to future years in the business, are feeling more optimistic regarding the local situation than for a long time past. This is partly due to the fact that preparations for the Exposition are making better progress, but even more to the energy shown by the present municipal administration, which is accomplishing more in the way of actual progress than any set of officers the city has had in many years. Last week the city voted $8,800,000 bonds for the construction of a civic center and new City Hall, and the arrangements for the work are going through with unprecedented speed. With all this work in progress it is anticipated that there will be little lack of employment after this spring, while by the end of the year the working population will be largely increased. Many eastern people, who have come in lately, are already finding work, and the consequent increase of trade is well distributed through all parts of the city. Next year there will doubtless be quite a boom in business around the Exposition sites, and a good many dealers are keeping their eyes on these districts with a view to opening stands there as soon as things begin to move.

The inevitable influx of workmen from the East is expected to bring about some change in the nature of goods sold, particularly in the increase of sales of smoking tobacco, cigarettes and domestic cigars. Several manufacturers of smoking tobacco are taking steps to strengthen their position here, and some strong advertising of various brands may be expected within the next few years. The market has been rather crowded with domestic cigars, which have met some competition from Manila goods, but the jobbers are now putting in some strong work on their 5-cent brands, hoping to give them the greatest possible popularity as the demand grows.

W. I. Pixley, agent on the Coast for several prominent lines of smoking tobacco, has recently strengthened his lines materially, and now handles a varied assortment of smokers' articles, representing the Milwaukee Novelty Company. He is also meeting with great success in the introduction of the pipes and cigarettes of the Simmons Tobacco Company, and is keeping his record on the established lines of smoking tobacco well up to the usual standard.

The recent re-organization of Herman Heyneman & Son, Inc., agents for the American Tobacco Company, has so far caused little apparent change in the conduct of the business, though the new officers are getting to work energetically, and hope to make up for anything that has been lost through the changes in the national organization. J. H. Nightingale, who formerly had charge of the Southern California territory for Herman Heyneman & Son, is now in charge of the plug department of the re-organized company, and it is reported that some eastern men are to be added to the local force.

Bier, Saalburg & Co., local wholesalers, who have for some time made the "Cortez" cigar their clear Havana leader, have given up this line, replacing it with the "Ruy Lopez." This company is also doing some energetic publicity work on its 5-cent line, the "Sam Sloan," which is being featured in many window displays around the city.

The opening of retail stores by Bauer Hess, who was formerly with Ehrman Bros. & Co., and another of their former employes, A. Brunoni, together with the display of their lines in a number of retail stands, has given competing firms an opportunity to spread the rumor that Ehrman Bros. & Co. were going into the retail business. This is indignantly denied by members of the firm. The company has a large wholesale business outside of San Francisco, and is not disposed to complicate matters by entering the retail field here, though it has naturally built up a high standing for its "Optimo" and other lines in the local trade. A. Santaella, manufacturer of the "Optimo," who visited Ehrman Bros. & Co., last month, left for the factory via the Northwest about a week ago.

Geo. R. Webb, handling the Cuesta, Rey & Co. line for the Coffin-Redington Company, spent last week on the west side of the San Joaquin Valley, where he found conditions greatly improved over a month ago.

M. A. Gunst left for the East a week ago, and expects to be away for some time, planning to make a trip to Cuba before returning.

A. Charmak, who has had a stand at Battery and Bust streets for nearly five years, is well pleased with the growth of the business during that time, and has taken a new lease on the place for four years more in anticipation of further improvement. Mr. Charmak is now taking a vacation in the North.

Sam Caro, the new agent for F. Bolano & Co. of Tampa, made a trip to Southern California last week in company with Mr. Seckbach, president of the company.

Henry Dalton, traveling for Bondy & Lederer, is visiting the Coast trade, having passed through San Francisco a few days ago on his way South. He is expected here again about the end of the week, and is making arrangements for special publicity work on the "Lawrence Barrett" cigar.

Harry Jonas, formerly in charge of the wholesale department of M. A. Gunst & Co., but recently on the road, has resumed his former place at the local store.

W. J. Epes, Coast manager for the Liggett & Myers' plug and smoking tobacco lines, is calling on the trade in the northern Coast cities, but will return about the middle of the month.

W. B. Wellman, of Wellman, Peck & Co., local jobbers of the "Lovera" line, is making a tour of Europe.

W. C. Rose, of Philadelphia, representing the "Havana Ribbon" line, is doing a lot of special work with the trade in various Coast cities. He is now in Portland, after about a week with the local trade, and will make another visit to San Francisco before going East.

The United Cigar Stores Co. has secured a very desirable location at the corner of Sutter and Kearny streets, in the New Sutter Hotel. This is not only in a fine business centre, but will be the only cigar store at that corner, for the present at least.

F. Garcia, of F. Garcia & Bros., was in the city a few days ago, and is now at Portland, Ore.

D. H. Ball, vice-president of the P. Lorillard Co., is now on his way East, after a rather hasty trip along the Coast.

Several large shipments of Manila cigars have been received here in the last week, and the importers hope to catch up with orders in the near future, but there is still some complaint of shortage.

Indianapolis Cigar Retailers Fail

U. I. STEINBERG CIGAR COMPANY, one of the prominent retailers of Indianapolis, conveyed, on March 27th, its three stands, in that city, to L. O. Hamilton, of Hamilton, Harris & Co.; E. L. Donahue, of Donahue & Eaton and Wm. Walker & Co., as trustees, pending liquidation.

The liabilities are about $9,000. It is supposed that the business done in the sixty-days' trusteeship, together with the money secured from the sale of the stock and fixtures will almost, if not fully, cover the liabilities.

Toledo Retailers Cutting Prices

The cutting of prices has recently started in Toledo, where fifteen-cent cigarettes were cut to eleven cents straight, with the exception of "Fatimas," which are selling at two packages for a quarter.

The Snyder stand took the lead. A number of dealers claim they will not handle cigarettes if they are also compelled to cut prices to get any business, as there is little profit, even when they are sold at regular prices.

Hazleton to Manufacture Vending Machines

The Standard Vending Machine Company, successors to the International Vending Machine Co., of St. Louis, will open a plant in Hazleton, Pa., before very long. A. W. Drake is head of the concern.

The machine that will be manufactured can handle ten different kinds of cigars at one time, there being a slot for each cigar sold, whether the price be five, ten or twenty-five cents.

The machinery is now being installed in the new plant.

Manila Strike at an End

The cigarmakers' strike which has been on for some time in Manila is reported to be virtually at an end. The employees were said to have reached a satisfactory agreement, which will give them an increase of about 25 per cent. over their former wages. Several of the factories have not yet agreed to the increased rates, but it is said will soon fall in line.

California to Raise Turkish Tobacco

Between 300 and 400 acres in the Alta district, near Dinuba, Cal., will be planted in Turkish tobacco this year. Experiments conducted for years in almost every tropical and sub-tropical country have met with failure. The difficulty lies in duplicating the flavor and aroma of the imported Turkish.

J. W. Kelly, of San Francisco, has sold his interest in the firm of Nasser & Kelly, at 487 Castro street, that city, to A. Fries. Mr. Kelly owns a cigar store and factory at Sixteenth and Mission streets.

C. H. Lane has bought a half interest in the Neal & Neal cigar store, Kansas City, Mo., and the name of the firm has been changed to Neal & Lane.

LEAF TOBACCO MARKET

Volume of Business Increasing in New York City---New Pennsylvania Crop Almost Cleaned Up---Wisconsin Dealers See End of Work

NEW YORK.

New York City.

MARKET conditions continue fair in this locality. Trading has been going on steadily. All types of leaf have been in demand and, although transactions have been small, the volume of business seems larger each week. The good crops appear to have given every one an optimistic spirit, instead of the complaint heard in former years relative to the shortage and the defective quality of the leaf.

Taking in consideration the satisfactory Sumatra crop, the record-breaking Havana crop, the best in years, and the universally good domestic tobacco grown the last year, it would appear that an exceedingly prosperous year is ahead of the trade, barring labor troubles. The coal strike does not seem to have affected conditions as yet.

PENNSYLVANIA.

Philadelphia.

LEAF tobacco dealers are doing quite an amount of business, although many of them claim that conditions are far from satisfactory. There has evidently been considerably more buying of leaf tobacco the last fortnight than selling to manufacturers. Most of the factories are fairly well stocked up naturally, and business in general being quiet, they are not doing very much buying.

The new Pennsylvania crop is being bought quite extensively, and at figures from 1 to 2½ cents lower than growers first demanded. There has been brisk scrambling after Connecticut and, though some dealers were fortunate enough to get much of it, others complain that little of this is being offered, and then only in small lots. The same difficulty in securing this tobacco has been reported in other places.

Lancaster.

During the past fortnight the local leaf market has been dull, so far as trade in old goods was concerned. The farmers have been rushing their new crop to the warehouses to get cash to pay obligations falling due.

They are showing an inclination to ease up on the price, as they seem to realize that they have held for their price too long. They received 9 and 10 cents for leaf, for which they demanded 11 and 11½ cents a few weeks ago. Some of the warehouses are so well filled that packers will not purchase any more, unless they can get it very cheap.

The trading done recently in 1909 and 1910 goods has been with local manufacturers, and as they were buying for immediate use the purchases were light. The 1909 tobacco is being sold from 9 to 14½ cents per pound, actual weight. None of the 1910 crop has been reported as going beyond 18 cents.

York.

The local leaf market has been quiet for the last two weeks. The growers have been delivering the tobacco as fast as it has been stripped.

Lancaster packers, including the Eisenlohrs, Isaac H. Weaver and the Hoffmans, have been buying quite heavily. Prices have been slightly lower than in Lancaster, the average figure being about 8 cents. The Eisenlohrs recently received ten carloads of York County leaf and Weaver received three carloads.

WISCONSIN.

Edgerton.

THE earlier purchases have gone so far that dealers are able to see the end of the work, except that portion which is still hanging in the sheds. It has been estimated that from 80 to 90 per cent. of the crop already sold has been delivered and settled to date. Buying of the remainder is proceeding slowly at about the same prices recently quoted.

There has been very little doing in the market for old leaf. The sales of old crop are generally of a small nature to meet the pressing needs of the manufacturers.

Stoughton.

The leaf in growers' hands, still unsold, is very scarce. Owing to the delay in receiving the new crop, more local warehouses are operating than at this time last year. The deliveries within the last two weeks have kept them busy. Prices have been ranging from 8 cents downward.

Viroqua.

The local warehouses have been kept busy handling the tobacco rushed in, the growers being anxious to make deliveries while the roads are good. The local packers have been working their crews hard, but the sorting is still going on. The largest individual crop taken at Eckhardt's warehouse this season was delivered by Casper Burass, of Bloomingdale. He delivered 15,800 pounds at 12 cents, and 2795 pounds at 4 cents, making a total money return of $2007.80.

CONNECTICUT.

Suffield.

WAREHOUSES are working slowly and are practically closed for the season, as there is very little tobacco left in the hands of the growers. The growers are beginning to get ready for the new crop and tobacco seed has been planted in the seed beds.

The acreage of tobacco will be increased in this town the coming summer and the greater proportion will be the Havana seed type instead of broadleaf. The proportion of primed tobacco will be greater this year, as numerous growers are getting ready to fix over their sheds.

The acreage of shade grown will not be much greater, as this method is principally used by the syndicate, the average grower not caring to risk the expense and tronble of caring for the tent grown product. With the present condition of the market and the demand for tobacco, with a fair season, the growers ought to make good money, barring, of course, hail or destructive wind storms.

OHIO.

Cincinnati.

EARLY preparation for the Burley crop has been retarded by a late and rainy spring. A number of beds have been prepared, but not as many as at this time in former years.

Large quantities of tobacco are finding buyers through the two loose leaf markets in the Ohio River section. The average daily price is $10 per cwt.

The mild weather has caused much tobacco to soften, necessitating immediate use or rehandling. This tends to weaken prices. The market as a whole was strong and active for the better grades of red and practically all grades of colory, but irregular on other kinds.

KENTUCKY.

Louisville.

THE demand for the fine grades of new Burley continues remarkably active, also for all grades which have any pretense of being colory.

The very common grades, lacking in color, and some grades of red tobacco have shown a material decline as compared with the same values the early part of the season. The amount of Kentucky tobacco, grown in 1911, still unsold, is smaller than has ever before been known for this time of year.

Mt. Sterling.

The receipts of tobacco here during the last fortnight have not been startling. The amount of tobacco on hand is not so large as at this time in former seasons. It it reported that most of the tobacco has been sold and that in many localities of this and adjoining counties the crops have all been marketed. The receipts as a result are gradually falling off.

Mayfield.

The sales of tobacco have been active on all goods, but the better grades have been in greater demand. The largest deliveries of the season have been made the last two weeks and prices are good. The medium grades sold at from $8 to $10, lugs at from $5.50 to $6.80 per hundred.

NORTH CAROLINA.

Winston-Salem.

Receipts in the local market have been gradually declining. There was no perceptible change in prices, and the quality of offerings were about the same. Ten cents per pound is now about the average, which, considering the quality of tobacco sold, is very good indeed. The market has now sold about nineteen million pounds, with one million yet to sell.

VIRGINIA.

Danville.

Receipts for the fortnight foot up fairly well. A good deal of the tobacco offered has been in bad condition, being too soft, and in many instances showing some damage. The deliveries are of such character as to give every evidence of being generally the last of the crop in the farmer's hands.

All grades of fine tobacco, especially those with color, hold firm at highest prices, with a very strong demand. Common tobaccos are in large supply, and somewhat easier in prices. Cigarette cutters continue in unusually active demand at top prices.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

DUBUARE:—24,198. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Chas. Stutz Co., New York.

DAMON & PYTHIAS:—24,199. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Louis C. Wagner & Co., New York.

HAVANA KEY:—24,200. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

OPERA SEAL:—24,201. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

HAVANA STAMPS:—24,202. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

LAWYER'S SEAL:—24,203. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

REAL TONIC:—24,204. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

CASTLE GEMS:—24,205. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

SUPREME BOND:—24,206. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

LOVE TAPS:—24,207. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

MARRIAGE TIES:—24,208. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

HAVANA LINKS:—24,209. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

REPUBLIC SEAL:—24,210. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

HAVANA FRUIT:—24,211. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

GILDED PRIZE:—24,211a. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1912. Wm. Steiner, Sons & Co., New York.

SILENT SALESMAN:—24,212. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1912. American Cigar Company, New York.

THE BETHLEHEM CLUB:—24,213. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1912. B. Freidman, Bethlehem, Pa.

PASS ON:—24,214. For cigars. March 28, 1912. Jacobs, Holtzinger Co., Windsor, Pa.

TABLE KING:—24,215. For cigars, cigarettes, chewing and smoking tobacco. March 28, 1912. J. Freidman, Suffern, New York.

TUXEDO:—24,216. For smoking pipes. March 28, 1912. Manhattan Briar Pipe Company, Jersey City, N. J.

C. H.:—24,217. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1912. T. W. Edwards, Bainbridge, Ga.

HAVANA CARAT:—24,218. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1912. Eline & Kutz, Reading, Pa.

CRACKER JACK STOGIES:—24,219. For stogies. March 29, 1912. Enelow Cigar Company, Pittsburgh, Pa.

RANSOMIA:—24,220. For cigars. March 29, 1912. J. M. Ransom, Louisiana, Mo.

DAD-A-BOY:—24,221. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 29, 1912. James Purcell, Detroit, Mich.

THE ALTON CIGAR COMPANY, NOT INC.:—24,222. For cigars, cigarettes, chewing and smoking tobacco. March 29, 1912. Nathan Kauter, Chicago, Ill.

COURT PLAZA:—24,223. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1912. Andrew Filak, Newark, N. J.

FLOR DE BELGRAVE:—24,224. For cigars, cigarettes, chewing and smoking tobacco. March 29, 1912. The Mochle Lithographic Company, Brooklyn, N. Y.

SOLAR STAR:—24,225. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1912. Heywood, Strasser & Voigt Litho. Company, New York.

S. S. CITY OF GRAND RAPIDS:—24,226. For cigars, cigarettes, cheroots and stogies. March 30, 1912. Geo. H. Seymour & Co., Grand Rapids, Mich.

CAULEYFLOWER SMOKERS:—24,227. For cigars, cigarettes, cheroots. March 30, 1912. The Manchester Cigar Mfg. Company, Baltimore, Md.

RALPH STARRED:—24,228. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1912. Klingenberg Bros., New York.

LA DENA:—24,230. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1912. Heywood, Strasser & Voigt Litho. Company, New York.

LYNCH:—24,231. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. Chas. M. Yetter & Co., Reading, Pa.

LYNCH JUNIOR:—24,232. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. Chas. M. Yetter & Co., Reading, Pa.

HI HENRY:—24,234. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. H. Anton Bock & Co., New York.

COUNT HENRY:—24,235. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. H. Anton Bock & Co., New York.

WM. ROGERS:—24,236. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. Kaufman, Pasbach & Voice, New York.

WARCICO:—24,237. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. Kaufman, Pasbach & Voice, New York.

COL-MEX:—24,238. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. G. H. P. Cigar Company, Philadelphia, Pa.

LITTLE TOURIST:—24,239. For cigars. April 1, 1912. Brawley Bros., Litchfield, Ill.

LONSDORF:—24,240. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. Wiedmann-St. Louis Cigar Box Company, St. Louis, Mo.

FOREST BELLE:—24,241. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. Schmidt & Co., New York.

WOLF HUNT:—24,242. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1912. Koelle-Mueller Label Company, St. Louis, Mo.

THE RIGHT IDEA:—24,243. For cigars. April 1, 1912. R. S. Riddell & Co., New York.

DIXIE ROSE:—24,244. For cigars, cigarettes, chewing and smoking tobacco. April 2, 1912. The Mochle Lithographic Company, Brooklyn, N. Y.

LA PAZIA:—24,245. For cigars, cigarettes, chewing and smoking tobacco. April 2, 1912. The Mochle Lithographic Company, Brooklyn, N. Y.

LUANA:—24,246. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1912. J. C. Sola, Caguas, Porto Rico.

LA GANZA:—24,247. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1912. Gann, Garraux & Cobb, Atlanta, Ga.

MISS EAST:—24,248. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

LA BLANCA ESPUMA:—24,249. For cigars. April 3, 1912. Magin R. Arguelles, Caguas, Porto Rico.

DOUSSANG:—24,250. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1912. Welcher Bros., New York.

THE OWL'S FRIEND:—24,251. For cigars. April 4, 1912. Joseph A. Peters, Charlestown, Mass.

LA HUMOSA:—24,252. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1912. Kaufman, Pasbach & Voice, New York.

PARMONA:—24,253. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1912. Kaufman, Pasbach & Voice, New York.

PROVANA:—24,254. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1912. Kaufman, Pasbach & Voice, New York.

EUGENE ELY:—24,255. For cigars, cigarettes, chewing and smoking tobacco. April 5, 1912. F. M. Howell & Co., Elmira, N. Y.

CALBRAITH P. ROGERS:—24,256. For cigars, cigarettes, chewing and smoking tobacco. April 5, 1912. F. M. Howell & Co., Elmira, N. Y.

HASORO:—24,257. For cigars. April 5, 1912. I. Coplin, Atlantic City, N. J.

HUMANA:—24,258. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1912. American Cigar Company, New York.

THE TELEVENA:—24,259. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 6, 1912. U. L. Kline, York, Pa.

JOHNNY THE KID:—24,260. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 6, 1912. John Podosek, Chicago, Ill.

LA RIBERA DE ARGUELLES:—24,261. For cigars. April 6, 1912. Magin R. Arguelles, Caguas, Porto Rico.

THE TAVERNA:—24,262. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 6, 1912. W. E. Kraft, Hellam, Pa.

CARROLL BLUNT:—24,263. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 6, 1912. The Carroll Mdse. Company, Westminster, Md.

BEE-JAY:—24,264. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1912. Petre, Schmidt & Bergman, Philadelphia, Pa.

COINER:—24,265. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1912. Petre, Schmidt & Bergman, Philadelphia.

IDUNO:—24,266. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1912. American Cigar Company, New York.

IRISH MAC:—24,267. For cigars, cigarettes, chewing and smoking tobacco. April 8, 1912. F. M. Howell & Co., Elmira, N. Y.

EL JAFFE:—24,268. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1912. Petre, Schmidt & Bergman, Philadelphia, Pa.

KWALITY KRY:—24,269. For cigars. April 8, 1912. Weidmann-St. Louis Cigar Box Company, St. Louis, Mo.

MISTER POPULARITY:—24,270. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1912. F. M. Howell & Co., Elmira, N. Y.

NON-PARTISAN:—24,271. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1912. D. J. Borun & Bro., Milwaukee, Wis.

TEXAS SEED:—24,272. For cigars. April 9, 1912. W. H. & L. Huck, Pittsburgh, Pa.

BARTHOLDI SPECIALS:—24,273. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 9, 1912. Wm. Gotthardt & Co., Jersey City, N. J.

DRELL:—24,274. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 9, 1912. Wm. Steiner, Sons & Co., New York.

AMACUBA:—24,275. For cigars, cigarettes, chewing and smoking tobacco. April 9, 1912. Bondy & Lederer, New York.

AMECUBA:—24,276. For cigars, cigarettes, chewing and smoking tobacco. April 9, 1912. Bondy & Lederer, New York.

SAML. GORDON'S PERFECTOS:—24,277. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 10, 1912. Cores-Martinez Co., Philadelphia, Pa.

Great Northern Cigar Co. Declares Dividend

The first meeting of the creditors of the Great Northern Cigar Company was held in Milwaukee recently, and a 10 per cent. dividend declared. The liabilities amount to $7000.

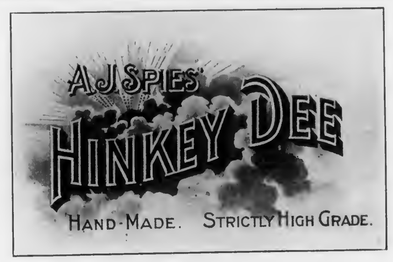
Two Kentucky Warehouses Burned

A tobacco warehouse at Sweet Owen, Ky., was destroyed by fire on March 28. It belonged to A. L. Hammond & Co., and contained 75,000 pounds of tobacco, which was partially covered by insurance.

Another warehouse at Tacketts' Mill, the same State, was also destroyed, causing a loss of 30,000 pounds of tobacco, belonging to the Tacketts' Mill Tobacco Company.

Label and Band registered for Schwarzkopf & Ruckert of New York

Registered by A. D. Fisher & Co. of Chicago for Abe Cohen, of Madden Cohen Company



Label registered for A. J. Spies of Buffalo, N. Y.

Large Sale of Burley Tobacco

According to a recent Lexington dispatch, President Clarence Lebus, of the Burley Tobacco Society, has sold to the American Tobacco Company, 300,000 pounds of Burley tobacco that he had not pooled. The tobacco is from his holdings of an old crop. The price was not given.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

HENRY A. FISCHEL, Tobacco Manufacturer
1636 North 11th St. and 1635 North Mervine St., Philadelphia.
Packing shorts for jobbing trade a specialty,
Will pay *net cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

SALES MANAGERS, ATTENTION—It will pay you to help your salesmen. Refer them to us. We can use good men making small towns to carry our premium goods as a side line. It will more than pay their expenses and require not more than ten (10) minutes of their time. We prepay express and take back unsold goods. Devon Mfg. Co., 411-17 South Sangamon Street, Chicago. tf

Your New Brand Should Have One of Our

Territorial Labels

We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.

LOUIS W. KEYER
348-352 XENIA AVENUE, DAYTON, OHIO

Wanted.

WANTED—Siftings, scraps and cuttings. Cash buyers write us. New York Tobacco Co., 322-324 E. 44th St., New York. 3-15-tf.

For Sale.

FOR SALE
HAVANA
Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

WANTED—To buy job lots of high grade five cent cigars. Address, Donihan & Co., St. Joseph, Mo.

HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York.

FOR SALE—Six John R. Williams' suction tables and two Borgfelt Bunching Perfecto machines. Address, Chas. Schavrien, 204 West Twentieth St., New York.

FOR SALE—High-grade cigar scraps; superior to most high-priced long fillers; making mellow, rich and aromatic cigars. Correspondence solicited. Address, Standard Cigar Scrap Co., Miamisburg, O. 4-15-2

Salesmen Wanted.

WANTED—By a prominent New York manufacturer of high grade 5 and 10 cent cigars, an experienced salesman to sell the retail trade in Pennsylvania. Salary or commission. Address, stating experience, present occupation, reference and expectations, L. A. Box 532, "Tobacco World."

SPECIALTY LINE OF MEXICAN HATS. We are increasing our traveling force. Applications entertained from the alert, honest, clean cut men, with retail store experience, who are willing to prove their worth. Goods in large demand. Liberal commissions. Mexican-American Hat Co., St. Louis, Mo. 4-15-c

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

To Let.

TO LET.

Elegant two-window store, 26x90, also two lofts, light on all four sides; modern building; elevator; steam heat and electric power; at 344 Bowery, near Cooper Square. 4-15-c

Heywood, Strasser & Voigt Litho. Co.
155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.
Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
Cigar Box Labels
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.
Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
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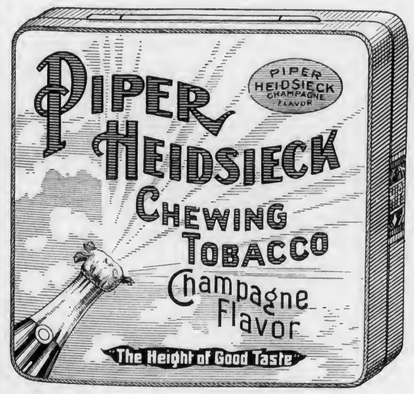

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Vol. XXXII No. 9

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Established 1857
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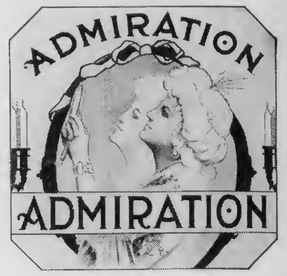

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FIVE CENT CIGAR

¶ This cigar is made up to the standard of **blend, quality** and **workmanship** that has made our cigars famous since 1869. It's a long filler, Sumatra wrapped, free-smoking cigar that is sure to prove a repeater.

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Quality Always Reliable

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For Gentlemen of Good Taste

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Guaranteed Hand-Made, of selected tobacco, and attractively packed. "Old Chatsworth" is positively one of the very best Five-Cent Cigars on the Market.

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Kings Club
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JUST THINK-5¢ BUYS A
LA FAMOSA
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The Big STOGIE Sensation

Live Distributors Will be Interested

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46 Miller Street, Pittsburgh

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100 " "	at	.50	each	700 " "	at	.90	each
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300 " "	at	.60	each				

Terms for approved credit: 30 days net; 2% 10 days, f. o. b. Chicago.
The above prices include punches and boards complete, that is, labeled and filled with paper slips containing serial numbers, which prevents the slips being carried from one board to another. We carry stock labels, also labels having blank headings and upon quantity orders, we make up special labels (containing your own ideas).

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COMMANDERS
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Send me your special Manila offer, without obligation.

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Street

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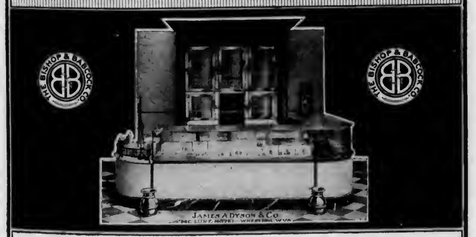

Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

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Three times right for *you*

Made right. Sold right. Advertised right—that's the kind of goods you handle when you get the

GIRARD Cigar

Strictly hand-made. Pure *native-grown* Havana filler. Thoroughly seasoned by the Cuban method with no artifical "sweating," and no flavoring. Carefully blended to insure a *uniform product*. Full-flavored yet mild. A cigar that *sells and repeats.*

Sold through dealers only, except where we are obliged to send the first sample-box for which we charge the full retail price. And the dealer who follows it up gets *his profit* on that sale of ours. We give no prizes nor premiums. *Nothing to spoil your customer. But everything to make one for you.*

We push this great cigar by strong persistent advertising in *The Saturday Evening Post* with its *two million copies every week.* And *you know* how that sends customers *right into your store.*

What do *you* do about this? Hadn't you better order *to-day?*

Antonio Roig & Langsdorf, Philadelphia
Established 1871

NOTICE

TO

Cigar and Tobacco Manufacturers

We beg to announce that we are about to place on the market and have ready for demonstration our patented

Stripping and Booking Machine

which in a most satisfactory manner performs this work and does so

Superior to Any Machine

as yet offered to the trade.

Our machine has already the endorsement of several leading manufacturers.

If interested in a considerable saving in your Stripping Department, communicate with us and we will be pleased to give you further particulars.

THE BORGFELDT STRIPPING MACHINE CO.

New York Office: No. 1228-1232 Second Avenue

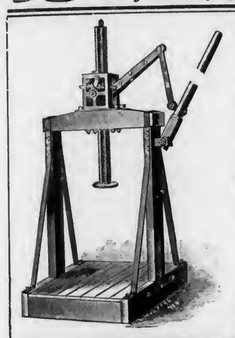
New York, May 1st, 1912.

"The Best You Ever Saw. That's What They All Say."

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.
108 La Salle Street, Chicago, Ill.



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3 feet wide inside posts and 4 feet long.

The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.

The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.

The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.
948 Main St., Higganum, Ct.

Cigars of Distinction — Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

Clear Havana Cigars

Office and Salesroom, 23 DUANE ST.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

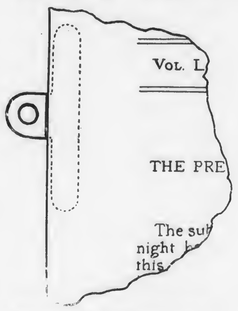
KEEP

THE TOBACCO WORLD

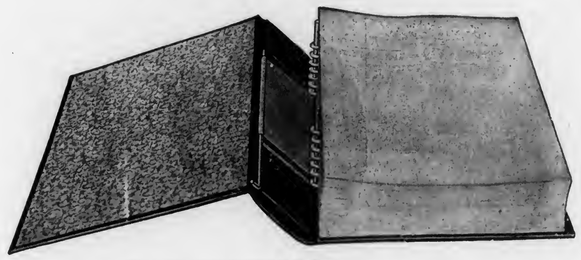
FOR READY REFERENCE IN THE BIG BEN BINDER

Here shown—the only binder that has the appearance of a regular bound book. No punching of holes necessary; all that is required is a slight slit between the pages with a pen knife. Each Binder holds one volume. We can supply these binders at following prices:

Price for one $1.00 prepaid Price for six $5.50 prepaid
Price for twelve $10.00 prepaid



Illustrating the metal clip inserted between pages



Illustrating simple method in binding

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

MISKO

5c. CIGAR

MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

If you want an uncommonly good Segar, try this brand, nothing better can be made.

¶ *They make trade for you—they make money for you—also some for the makers.*

Segar de Luxe.

His Connoisseurs' Edition de Luxe

Rubaiyat

was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba Under the personal supervision of

Thos. W. Merriam

JOHN W. MERRIAM & CO.

139 Maiden Lane, New York

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

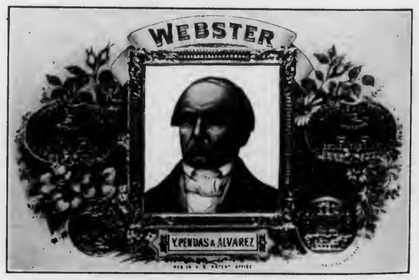
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

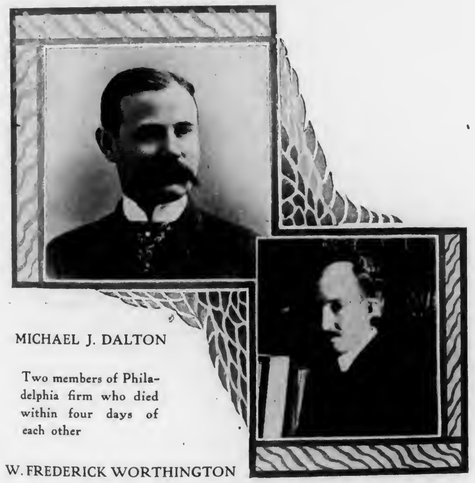
Vol. XXXII. PHILADELPHIA AND NEW YORK, MAY 1, 1912. No. 9.

Death Lays Heavy Hand on Firm of M. J. Dalton & Co.

Founder of the Business, Michael J. Dalton, and W. Frederick Worthington, an Associate, Die Within Four Days of Each Other

DEATH has laid a heavy hand on the firm of M. J. Dalton & Co. Within four days, it has robbed the firm, not only of its founder, Michael J. Dalton, but also of one of Mr. Dalton's principal associates, W. Frederick Worthington. It seems a strange stroke of fate that these two principal factors in the Dalton business, should be wiped out so suddenly and within such a short interval.

In spite of this blow, the business will be continued as heretofore, for the present at least, with Raymond N. Crane in charge of the store at 5th & Chestnut streets, and James L. Flannigan at 13th & Chestnut streets.



MICHAEL J. DALTON

Two members of Philadelphia firm who died within four days of each other

W. FREDERICK WORTHINGTON

M. J. Dalton, who was familiary known to the trade as "Mike," died at his home, No. 2219 N. Broad street, Wednesday, April 24th, as the result of an attack of ptomaine poisoning contracted during a recent business trip to Cuba. Anyone familiar with the cigar trade knows what a prominent and acive factor Mr. Dalton has been during his residence in this city. Born in Cleveland, in 1867, he came to Philadelphia at an early age and was employed for sometime in the Baldwin Locomotive Works. A few years later, he entered the cigar business in which he remained until the very last. His first venture was in a retail store on 7th street above Chestnut, where he remained until he joined the firm of Gray, Morales & Dalton, at 11th & Chestnut streets, at that time one of the leading cigar houses in the city. When this firm was reorganized, Mr. Dalton joined partnership with Godfrey S. Mahn and the firm of Dalton & Mahn was founded which took over the 11th &

Continued on page 24

Foreign Capital To Back United Stores Realty Venture

George J. Whelan Enlists Aid Abroad To Buy Retail Locations In United States—A $10,000,000 Company Forming

PRIOR to sailing from England to America, George J. Whelan, head of the United Cigar Stores Co., announced on April 27th his plans for the formation of a new $10,000,000 corporation to develop retail opportunities throughout the United States, by purchasing realties, leasing and sub-leasing them. In addition to the $10,000,000 capital stock $100,000,000 in first mortgage bonds will be issued and the company will be known as the United Retail Realty Co.

Mr. Whelan has been abroad enlisting the support of English and French capital and the subscriptions which he has received to date, indicate that the European and English capital is favorable to the scheme, inasmuch as it offers real estate as security.

Upon reaching New York, next week, Mr. Whelan will make final arrangements for the floatation of the company. While the primary object of the company will be for development of retail cigar stores it will also have a decided effect on other retail businesses through its leases and sub-leases of realty not actually required for the United Stores.

Interviewed in London, Mr. Whelan stated that competition in the tobacco business was never so keen as today and he ridiculed the idea that the United Stores are still subsidiary to the American Tobacco Co. In fact, he said, "we are keen competitors of the American Tobacco Co. but there is plenty of room for everybody."

In New York, it was learned that Edward Wise and Louis Biel will retire from the United Cigar Stores Co. to join Mr. Whelan's new enterprise. The retirement of these two men will make way for the promotion of others in the United Stores and a number of important changes are expected.

3,500,000 lbs. of Tobacco Destroyed

(Special Dispatch to "The Tobacco World.")

WINSTON-SALEM, April 29th.

Three and a half million pounds of leaf tobacco owned by the R. J. Reynolds Tobacco Company was destroyed by fire here tonight, when the storage warehouse belonging to I. P. Taylor, of the Taylor Brothers Tobacco Company, was burned.

The fire was of unknown origin. The total loss is estimated at $425,000.

Hearing on Free Smokers Today

A hearing on the "Free Smoker" bill which is being promoted by Representatives Sparkman, of Florida, and Griest, of Pennsylvania, will be held before the Ways and Means Committee of the House in Washington on May 1st. A number of prominent cigar manufacturers are expected to be present.

"SOMETHING DIFFERENT"

Business Campaigns That Will "Produce"---For the Retailer, Wholesaler and Manufacturer

By J. B. JAMISON. **

Being an outline of systems through which big business houses are built. Any reader of THE TOBACCO WORLD, retailer, wholesaler or manufacturer, contemplating an expansion of his business, should consult this department, and may secure the personal services of Mr. Jamison for the direction of his campaign by a series of letters suited to his individual needs upon the payment of $2, *for which allowance will be given in new subscriptions to* THE TOBACCO WORLD, *or the extension of old subscriptions. Single letters of instruction* 50 *cents.*

The plans I outline in this department will "produce." They have *brought home the goods and* are *doing the trick every day.*

J. B. JAMISON.**

VI.
Management of Clerks

MANY merchants nowadays pride themselves on their ability as business men and perhaps deserve all they think of themselves with perhaps one particular, that of clerk management. As a result they are always changing hands, some leaving, others being discharged, until the store gets a reputation as one where the personnel is continually changing.

When a merchant is constantly changing his clerks, and having trouble securing others, he is failing in one of the most important branches of his business. For the clerk stands between him and the public, and his store is judged to a very great extent by the clerk and his attitude toward the customer. The proprietor may be using the very best method in his advertising, he may have the right line of goods, he may be well known and liked among his customers, yet if he does not have the right kind of clerks, men who are polite and attentive to his patrons, and willing to go to a little trouble to please them, his best efforts will be of little avail.

There are only two kinds of clerks, the right kind and the wrong. A merchant should have no difficulty in soon telling either class. When he secures the man who is conscientious, willing, a hard worker, ready to please, quick to catch on to new ideas, he should give him an opportunity to better himself and give him the best of treatment. By doing that he need not be afraid that he will leave him on the slightest provocation, or at a time when he secures a slightly better offer.

Clerks are as numerous as the sands of the sea; many of them are looking for something easy. There is never any trouble in hiring that variety. And others are reasonably honest, do not continually watch the clock all day, are willing to obey orders, but there are so many, even of this class, that the progressive merchant should not be satisfied with those qualities alone. These clerks will not drive trade away and probably will do their work fairly well, yet when it comes to being a positive asset, they are lacking.

The desirable employee is the one who has ambitions, who is ready to work up the business in any legitimate way. Such a man is willing to do all in his power to further his employer's interests because he realizes that in making that interest his, he is improving the chances for his success. Give that man an opportunity to earn more and in all probability you will be doubling your chances for increased sales.

Do not make the mistake of having too many clerks. It is far better to have several good clerks than half a dozen indifferent ones who are looking for a "steady job," the "nothing to do till tomorrow" kind. In having several clerks who are really good you will be able to pay good wages, and they will stick and work for you all the more.

It is very poor policy for a man to be stingy with his clerks. If you show them that you are willing to give them all you can, provided it does not affect the business, they will appreciate the favor. How often do we see several tired clerks behind a counter on a nice bright day, when business for several hours at least, is virtually at a standstill. At such times if, one of them is given a short rest, he will appreciate it and work all the harder when he comes back. Put yourself in their position and try to imagine how you would feel it a long afternoon were before you and someone were to say, "Well, Ed., you may have a few hours off this afternoon. There's not much doing and you may as well trot out to a ball game and get some fresh air; Jim may go next time."

Aside from giving them this rest, there is one point to be remembered which many employers overlook. Did you ever go into a store where the clerk was "knocking" the owner and telling a customer what an unfeeling person he was working for? Perhaps you will say that your clerks are not that kind. Possibly you are right, but when a man feels aggrieved he usually likes to confide his trouble in some one and when the first opportunity arrives he unburdens himself.

There are still many employers who imagine the clerks are ready to take advantage of them at the first chance and consequently drive and browbeat them until they positively dread their arrival each day. I stopped at a haberdashery a short time ago just as the proprietor was coming in. He probably had been out the night before and, not having very much sleep, was not in the best of humor. There was a hush among the clerks as soon as he came in and in a few minutes he was bawling out one of the clerks for a small sin of omission. The other employees looked around apprehensively as though they would prefer to leave for the time being. I left with a decidedly bad taste in my mouth and have had no desire to go there again. Those clerks had my sympathy. Fortunately such employers are rare and far between.

Can you imagine for a minute that those men would ever go to that man with suggestions for the improvement of the business? Many suggestions from clerks are poor and inopportune, and others are a positive nuisance, yet many merchants nowadays can point to an increase in sales which resulted from timely hints from clerks carried to a successful conclusion.

Have it distinctly understood that the store rules must be obeyed. Give all a square deal, and show no favoritism. Your men will have a better opinion of you and it makes for efficiency.

Continued on page 15

Three Mighty Factors in the World To-day

Advertising--The News--The Printing Press

The Tobacco World Philosopher

ADVERTISING is the literature of modern business, large or small. The firm, large or small, which does not advertise in some form or another cannot survive.

And the printing press is the mother of advertising. THE TOBACCO WORLD spreads the tobacco news and advertising through the medium of the printing press.

And the printing press is the tireless distributor of the world's news.

It cries out to the four winds its joys and sorrows every hour of the day. When it talks a myriad people listen. It speaks all the languages of earth. The Anglo-Saxon, the Hun, the Slav, the Hindu all comprehend it.

It prods the sluggard into activity. It lifts up the dullard's mind and throws fear into the heart of the evil-doer. Nothing escapes its eye. It is the light, the knowledge and the power of the present day.

It is the voice of today and the herald of tomorrow. It weaves into the warp of the past the woof of the future, and makes it possible for the man of today to benefit by the achievements and mistakes of the race that was before him. In the last analysis it is the great dispassionate discriminator, telling the story of human weal and woe with equal fidelity to truth. The misstatements it makes today are recorded by it so that they may be detected as such tomorrow.

It makes the human heart beat with passion and tenderness, stirs the pulse of nations and brave men to do braver deeds. The joys and sorrows, hopes, fears, longings and apirations of the race are immortalized by it. It is the faithful recorder of everything human kind has ever achieved.

It is the laughter and tears of the world.

It is the great consolidator of things.

Without it the great business enterprises of today could never be built up.

It sings the songs of the world.

It lays bare the shameful perfidy of the human heart and brain and their saving graces, and makes it possible for the analysis to distinguish between the two.

It is the world's great inspirer and recreator.

Through the medium of THE TOBACCO WORLD, *it disseminates everything new in the tobacco industry.*

It brings new business home to the door of the advertisers in THE TOBACCO WORLD *every day in the week.*

It makes for co-operation and mutual aid and assistance between jobbers, retailers and salesman, in the news columns of THE TOBACCO WORLD, *and gives merit where merit is due through the same source.*

Its heart is of steel, its limbs of iron and its fingers of brass.

And its great heart will never cease to throb and beat and cry out the news of the world as long as the human race shall exist.

The Salesman's Creed

TO respect my *profession,* my *company* and *myself.* To be *honest* and *fair* with my company, as I expect my company to be honest and fair with me; to think of it with *loyalty,* speak of it with *praise,* and act always as a *trustworthy* custodian of its good name. To be a man whose word carries *weight* at my home office; to be a *booster,* not a knocker; a *pusher,* not a kicker; a *motor,* not a clog.

To base my expectations of reward on a *solid* foundation of *service* rendered; to be willing to pay the *price* of success in honest effort. To look upon my work as *opportunity,* to be seized with *joy* and made the most of, and not as painful drudgery to be reluctantly endured.

To remember that success lies within *myself,* in my own *brain,* my own *ambition,* my own *courage* and *determination.* To *expect* difficulties and *force* my way through them; to turn hard experience into *capital* for future struggles.

To *believe* in my proposition heart and soul; to carry an air of *optimism* into the presence of possible customers; to dispel ill temper with *cheerfulness,* kill doubts with strong *convictions* and reduce active friction with an agreeable *personality.*

To make a *study* of my business; to *know* my profession in every detail from the ground up; to mix *brains* with my efforts and use *system* and *method* in my work. To find time to do everything needful by *never* letting time find me doing nothing. To *hoard* days as a miser hoards dollars; to make every hour bring me dividends in commissions, increased knowledge or healthful recreation.

Finally, to take a good *grip* on the joy of life; to play the game like a *gentleman;* to fight against nothing so hard as my *own* weaknessses, and to endeavor to *grow* as a salesman and as a man with the passage of every day of time. *This is my creed.*

W. C. HOLMAN.

Interesting Smoke Notes

An error now common even among old tobacco smokers exists in reference to the nicotine in tobacco. The dark stain which comes on a white handkerchief after blowing smoke through it is caused by soot and tar from the smoke and not by nicotine, as nearly everybody supposes. Nicotine is colorless and forms less than one ten-thousandth part of all the substances precipitated from tobacco smoke.

A very curious fact concerning tobacco smoke is the remarkable change in color which it undergoes after entering the mouth. From the burning end of a cigar the smoke issues in deep blue threads, while that which is expelled from the mouth is of a decidedly brownish tint.

The "cake" in the bowl of a pipe is composed of real coal, as good as any that is mined. It is formed by the juices oozing under the high temperature from the burning tobacco and would burn if subjected to sufficient heat.

Clogging in a pipe stem is caused by the rapid accumulation of tar.

Both cubebs and corn silk inflame the mucuous membrane and upset the digestive function. None of these evils results from the moderate use of tobacco.

Hygienically strong tobacco is better than mild, for in smoke from the mild varieties the tiny particles are far more numerous and tend to dry up the blood by absorbing large quantities of moisture from the mouth and lungs. For this reason paper cigarettes, even when unadulterated, are held to be injurious.

Tobacco Store Illumination

R. W. Shenton

DOES the tobacco retailer appreciate the full value of good effective illumination in his store? It is probably true that the larger part of the average cigar store's business is transacted by artificial light. It is also true that the volume of this business will depend largely upon the lighting equipment employed, both to attract the attention of the customer and to aid him in making his selection. It will be seen that good lighting serves the twofold purpose of attracting custom and furnishing one of the necessary facilities for carrying on trade.

The first of the two classes of lighting suggested above includes sign and window lighting. As to the value of electric signs, little need be said, for they have long since demonstrated their usefulness as advertising media. The retailers of tobacco products, especially those located in busy sections, do not depend for their business upon the patronage of a number of regular customers, but rather look to those of the passing throng who upon impulse drop into the most convenient store. A man walking along the street and suddenly realizing that his supply of cigars is low will step into the first up-to-date store that attracts his attention and make his purchase. The electric sign is the most conspicuous of all outdoor advertisements and will invariably be the means of drawing such a buyer.

Good window illumination is always an efficient publicity agent. A well-lighted window attracts the attention of the passerby, not to the window itself, but to the goods displayed in it. It is not an uncommon occurrence to see a window which at first glance gives the impression that the merchant is offering for sale some type of electric or gas lamp, for these are the most conspicuous things in his window. For window lighting to be effective, it must not be necessary for a person to look past an unshaded lamp to see the articles on display; that is, lamps should be so hung that their direct rays will not fall on the eyes of the observer. Further, all lamps should be equipped with reflectors that will direct the light upon the contents of the window and not upon the sidewalk or street. Probably one of the most pleasing methods of lighting tobacco store windows is that in which Mazda lamps equipped with focusing reflectors are hung close to the ceiling, the units being hidden by a transparency or shade along the upper border of the window. An allowance of from five to ten watts of electrical power for every square foot of floor space will give satisfactory results.

Fig. 1. Exterior View of Rialto Cigar Store Showing Outline and Sign Lighting

In considering interior illumination, there must be light—not merely enough to see by, but enough to show the goods to the best advantage. Too much light or too high an intensity of light in certain portions of the store, on the other hand, must be avoided because of the eye strain they cause. If lamps with suitable reflectors are used, an allowance of one watt of electrical power per square foot of floor space will generally give satisfaction. Where bare lamps are used this allowance should be doubled on account of the inferior light distribution of lamps without reflectors.

It is always desirable that the illumination throughout a store be uniform; that is, there should be no alternate dark and light spots or sharp shadows. Uniformity of illumination is obtained by using a relatively large number of small lighting units in preference to one or two larger ones. The use of several relatively small incandescent lamps instead of one or two large gas or electric arc lamps, for instance, will result in a much more even distribution of light. Ability on the part of the customer to see all the goods with equal ease will enable him to make a judicious selection and will often prevent his overlooking an article which may be just what he wants, but which, because it is placed in some poorly lighted corner, either escapes his notice entirely or else because of its obscure position gives the impression of inferiority.

All lamps, except those used for decorative purposes, should be used with reflectors and, in so far as possible, should be hung near the ceiling, so as not to be in the direct line of vision. A lamp, especially a bare, unfrosted one, hung in the line of sight causes all objects beyond it to be more or less obscure. As was mentioned in the case of window lighting, light should be thrown upon the object to be seen and not directly into the eyes of the observer. Tip-frosted lamps are to be preferred where reflectors are used.

Very effective results are often obtained by having the ceiling studded with bare lamps arranged in the form of rectangles or fantastic figures. In such cases, round bulb, frosted lamps are the most desirable. A light colored ceiling aids materially in diffusing the light and reflecting it downward. Such installations are comparatively free from shadows.

The indirect system of illumination is very popular for store lighting. In this system, the units are concealed in inverted shades or reflectors, which direct the light upon the ceiling, from which it is diffused and reflected down into the room. The ceiling, of course, should be white or as nearly so as convenient, so as to absorb as little of the light as possible. This method gives uniformity of illumination with a marked freedom from shadows. Inasmuch as there is absolutely no glare the illumination is similar to that produced by diffused daylight. For indirect illumination with Mazda lamps and a white ceiling, one and one-half watts of electrical power per square foot of floor space will be found adequate.

Show cases are often lighted by means of tubular lamps placed along their inside edges. These lamps should be concealed beneath reflectors or at least should be frosted so that the glaring effect of the lights may be minimized thus enabling one to see the goods they are supposed to illuminate and to see them to the best advantage.

Quality of light is an important consideration wherever color is one of the factors upon which a choice depends. A buyer who selects what to him, under the light used, appears to be a claro cigar will be disappointed if on smoking it he finds it to possess the qualities of flavor and strength peculiar to maduro. The Mazda lamp gives a light which, because of its near approach to daylight in color value, shows objects in practically their true color.

A notable example of good cigar store lighting is the Rialto Store, of Findlay, Ohio. This installation, which was made by the Buckeye Electric Supply Company, of Findlay, is representative of the most modern methods of illumination.

Fig. 2. Interior of Rialto Cigar Store. Note the Bright, Attractive Appearance which Invites Trade

An electric sign, a system of border lamps and a well illuminated window constitute the exterior illumination of the store. Mazda sign lamps are used in the decorative front and the sign. The interior of the window is lighted by 40 5-watt lamps hidden by the frame work of the window and so arranged that their light is thrown directly upon the merchandise on display. The merits of this installation are plainly shown in Fig. 1.

The interior of the store, which is 135 feet long, 19 feet wide and 15 feet high, is lighted by two rows of 60-watt lamps, spaced 13 feet apart, the rows being placed five feet from the side walls. Each lamp is equipped with a reflector and hung 3 feet from the ceiling. These lamps supply the general illumination. In addition to this general illumination there are 2 25-watt Mazda lamps in porcelain lined metal reflectors over each of the pool and billiard tables in the rear of the store. Each of these pairs of lamps is provided with a separate switch by means of which the lamps over any table can be turned off when the table is not in use. The admirable results obtained from the lighting system are evident from Fig. 2.

Good lighting has its utilitarian advantages, but does not stop there. Well designed illumination produces an impression that is pleasing and, like polished glass an elegant ornament, adds an air of refinement and distinctiveness to the store just as bare lamps and an over-abundant blaze of light gives an impression of vulgarity not unlike that produced by gaudiness of personal attire. The appearance of the store is a sure indication of the progressiveness of the proprietor. Surely light, which adds so much to the general appearance of a store, is a subject that demands the attention of the up-to-date tobacco retailer.

Management of Clerks

Continued from page 12

Try to show your clerk that you have confidence in his ability to sell goods. Give him a fair show and nine times out of ten he will make good. If he makes a bad mistake, correct him, but do not call him down before the others, for it engenders bad feeling, and in such a case does little good. If he is worth anything he will have seen the mistake and when it is explained to him in a right spirit he will take it in a receptive spirit and profit by it. No man of spirit, no man who is worth a hill of beans enjoys or likes to take a blowing up before his fellow clerks. Remember that the employee has just as good a reason to want a good and just employer as you have to want an efficient clerk.

Many men who work for others nowadays say, "As long as I do my work my employer has no right to know what I do outside the store." To a certain extent this is right. But when a man's actions away from his place of employment affect his work, his employer has a right to know. He has the privilege of knowing what kind of man is handling his money. A word to some men in such cases often will do good, in others none. In the latter instance a man should be discharged without any compunction at all.

When your men do a particularly good bit of business, do you give them credit for it? A word of commendation will go a long way and make for better feeling between you. The clerk appreciates it and the next time he gets an opportunity he will repeat that piece of business. But if it is overlooked and you scarcely mention it for fear he will ask for a raise, you are making a great mistake. There is little incentive for pleasing if a good piece of work is passed off unnoticed.

If the clerk is ambitious do not try to keep him tamed for fear you will lose him. Provided he has the right kind of stuff in him you will lose him in any event. And when he leaves knowing you have been trying to keep him from bettering himself, you have against you one who in later life might have helped you. Men in all lines of business are beginning to realize that a feeling of good fellowship between business men is beneficial for all concerned. Formerly business men did not know their competitors in the immediate neighborhood, and furthermore, did not care to establish an acquaintance. Now they are beginning to find out that their interests are pretty much the same. They get together, form associations, discuss means to improve their stores, get to know each other personally, and learn that there are many ways in which they can assist each other.

One matter which many business men pay too little attention to is that of the cash system. It is the duty of the employer to protect the clerk as much as possible from temptation. Many clerks have fallen when they have been tempted in a weak moment. When one takes into consideration the various methods of safeguarding both the employer and employee which are at the service of every business man, he cannot help but think that a man who loses money in that way comes pretty near to deserving it. He has as much sympathy for the culprit, who may have fallen in a weak moment, as the victim of the theft. A business man who fails in this particular has no right to harbor suspicions of anyone in his employ. The moral effect of a cash register is worth the price of the machine alone.

(Continued in Next Issue)

"I AM very thankful for my democratic taste in the matter of tobacco," remarked one of a party of smokers in the corridor of a well-known New York hotel, and as he said it he pulled out of an inner pocket a fine sealskin cigar case and took from it a Havana perfecto.

"Don't imagine for a minute that I am very aristocratic in my tastes because I am smoking a good cigar now. This simply proves what I am going to tell you. Just now you see me when I have been having a run of luck. I am at the zenith of one of my periodical good runs. Perhaps in a month or so from now I will be virtually on my uppers. I will not be smoking such good tobacco, but that will never phase me.

"I suppose many other smokers are like me in this respect. That is when I am on the top of a wave a twenty-five cent cigar is none too good for me. When I am not quite so prosperous, a three-for-a-quarter seems pretty fair. If I am going down for a time a nickel cigar gives me an immense amount of enjoyment. And when I am fairly well 'bent' but not altogether 'broke' I can get lots of satisfaction out of a cigarette made from the 'makings.'

"You would be surprised how many people smoke that way, too. The financial condition of many men I know can be judged pretty accurately by the quality of tobacco they are smoking, and I am not speaking of the salaried fellows altogether, either.

"It's strange, too, did you ever notice, that it makes no difference what state a fellow may be in financially, he always has something for a smoke even if it is only a nickel for a bag of the cheapest tobacco. I have known the time when I had only a dime and would spend half of it that way and the rest for a cup of coffee. It's a queer thing, but men must have their smoke."

* * *

"Have you ever been riled by the fellow who, when he offers you a cigar, looks at it deprecatingly, shrugs his shoulders, and passes the weed to you with 'I don't know how rotten it is, but if it is too much for you chuck it.' This was addressed to me a short time ago by a friend of mine who prides himself on his cultivated taste for tobacco.

"'A friend of mine up the street offered me one a few minutes ago, saying something like that,' he continued. 'Say, you are the third chap today to treat me to a smoke on speculation,' I said. 'I wonder if everyone takes me for a cigar sampler? I like a good one, but don't propose to take any chances, and as you are not sure that this one will fill the bill—why here goes'—and I chucked it in the cuspidor.

"I always buy that fellow a good cigar and don't make any bones about it, but every time he offers me anything, he always uses that same line of talk until I get tired of it. If the cigar is rotten he don't need to tell me. I know a piece of rope when I strike one. And if it is a bum one, what business has he to offer it to me. He wouldn't do that at home to a guest, but he does it outside, and a lot of people are just as particular about their smoking as they are of their food."

A foreign paper recently reported a pathetic incident about an old Hungarian. He had smoked the same pipe for half a century and had grown to love it like a companion. One day his infant grandson broke the pipe beyond all hope of repair. The old man was so heartbroken over his loss that he went into the next room and hanged himself on a peg. In his pocket was found a note: "My pipe is done for, and I must go, too."

* * *

The following incident was related to me by a man who had recently been at the field event of an Anti-Cigarette League.

The boy members of the league had turned out en masse to participate in the races. A dozen or more of the youngsters were lined up for the fifty-yard dash, and the assistant-superintendent of the league stood ready to give the signal, when a stunted street urchin with a cigarette between his lips pushed his way through the crowd.

"Wot's dis?" he asked, addressing the starter.

"This is a fifty-yard dash for boys under fifteen years of age," was the reply, "and just to show people that you cannot win because you smoke cigarettes, I will let you enter."

The street urchin threw his stub away and lined up with the other boys. At the signal he was off with a dash and led all the way. At the finish he slowed up and looked back at the other boys who were puffing away in the rear and then walked across the line. He walked up to the starter and proudly received the loving cup.

Score one for the cigarette fiend.

* * *

A recent vivid writer in depicting the times of Carlisle, the great English author, tells of the big quantities of tobacco which Carlisle smoked when writing his History of the French Revolution. He must have been rather a free and easy smoker, too, for he kept a wash basin by him half filled with water which he used as a cuspidor and into which he cast the debris of his pipe as he loaded and reloaded for action.

* * *

The task of forcing salvation on working men and boys, who are not particular about being saved, has brought Zion City in Illinois to the brink of martial law.

The employees of an electric company located there, who reside outside the city, are addicted to the smoking and chewing of tobacco. The laws of Zion City prohibit the use of tobacco in the city, and when these workmen were leaving the train to go to the electric concern's plant, they were met by the advance guard of the church workers, who flourished canes, sang songs, and punctuated their exhortations by calling the men "hounds of the underworld" and "pipe-sucking wrecks."

The workmen became annoyed and a general fight resulted. The reformers have demanded the discharge of the smokers, which the company refuse to do. Dr. Pease, of New York, may be "some reformer," but the Zionists have something on him, when it comes to pushing matters.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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The agitation which has resulted in the passage of national pure food laws and their rigid enforcement, is now swinging towards a similar regulation of the tobacco business. The Richardson bill, now before Congress, aims to preclude the adulteration of tobacco products with dangerous drugs, the misbranding of goods and the substitution of impure materials for good tobacco.

Who Will Answer The Doctor?

The recent testimony of Dr. Kebler, Chief of the Bureau of Chemistry, indicates that the authorities at Washington have been making a careful analysis of tobacco products and have raised the danger signal.

Fraud in any business, whether it be cigars, cigarettes or candy, is a menace to its perpetuation, and whether the Richardson bill passes or not, it should serve as a warning to those in the trade who might have resorted to unfair practices.

We challenge the right of Dr. Kebler to apply his assertions to the entire industry. The few instances which he quotes in his testimony reveal that there has been some "doping," and those who have been engaged in it should be called to account. If they do not quit it, they will invite drastic legislation.

The most shameful part of the hearing on the Richardson bill, is that Dr. Kebler unjustly placed a stigma upon the entire tobacco business and not a single representative of the industry was present to raise a voice in protest.

Is the cigar and tobacco industry to remain silent, while an alleged expert, who admits he has never smoked or chewed, or even knows the taste of tobacco, attacks a business, in which millions of dollars are at stake?

Who will answer the doctor?

Who will come to the defense of a much-maligned and over-taxed industry?

Where are the associations?

It is for you, Mr. Manufacturer, to say whether an entire industry is to be fettered with unreasonable regulations because of the transgressions of a few unscrupulous men!

You of Faint Heart Read This!

Those pessimists who are constantly referring to the lack of opportunity for the average merchant or manufacturer in the tobacco business, under present conditions, should study the latest report issued by the Department of Commerce and Labor. This volume, entitled a "Statistical Abstract of the United States," is compiled from the census reports taken in 1909 and gives the very latest and most authoritative information on the business conditions of this country, as revealed by the lynx-eyed census takers.

Comparisons are made with the year 1899 and also 1904. In the first place, the number of establishments engaged in the manufacture of cigars or tobacco and its kindred products increased from 14,959 in 1899 to 15,822 in 1909. This increase is nothing remarkable; in fact, in the point of number of establishments it shows a falling off, compared with 1904. But there has been an increase of over 4,000 in the number of employees engaged in the industry and this indicates that, although the number of establishments has not grown abnormally, those which have come into being have been on a larger scale than heretofore.

The most significant feature of the report, however, is the comparison of the capital involved. In 1899 there was $111,517,000 capital invested in the tobacco and cigar manufacturing industry which increased to $245,660,000 in 1909. The value of the production increased in that period from $263,713,000 to $416,695,000.

It should not be necessary to point the lesson of these figures. It is too obvious. In spite of the concentration of certain branches of the tobacco business into fewer hands, it is shown that the industry as a whole, has expanded both in the number of individual establishments as well as showing a tremendous gain in the production.

Cummings Bill now up to House

The passage in the Senate of the Cummins bill, providing for an appeal of the dissolution decree against the American Tobacco Company to the United States Supreme Court, seems to portend a complete reopening of the much mooted question.

The measure must now pass the House and be signed by the President before it becomes a law, and from present indications it will doubtless reach that stage.

The consensus of opinion among a number of tobacco men approached on the subject appears to be that it would be best to leave well enough alone. The independent manufacturers are pushing the matter hard, and for the benefit of all concerned it is hoped the matter will soon be pushed to some definite conclusion, either one way or the other.

From The Tobacco World Bureau, 910 Hartford Building, New York.

Importing Houses Issue Price Lists

Action Taken by Three Leading Concerns Would Indicate End of Recent Flurry in Price Cut

UNDER date of May 1st three of the leading importing houses of Havana cigars, have issued new price lists, which would indicate that the recent flurry concerning the selling price of certain Havana goods was ended and that henceforth a fixed price would be assured both the jobber and retail distributor on the brands which were affected.

During the past fortnight, Leslie Pantin, who is recognized as one of the most important factors in the clear Havana industry, in Havana, has been in New York City, and it is through his efforts, largely, that the new fixed scale has been adopted. It is generally believed, that the recent action of the United Cigar Stores and the Schulte chain in cutting the price on certain sizes of well known Havana brands, was not an original action, but merely the result of a cut in prices on the part of some of the wholesale importers, the prime mover in which was a New England house. It was instantly seen by all concerns that any continuance of the practice, would lead to most dangerous and unsatisfactory conditions, and hence the present adjustment was easily accomplished.

From an unauthenticated source we understand that the jobbing price on "Romeo y Julieta," and other standard brands, has been fixed at $180, less one per cent.

Discussing the new price list, which has been issued by the house of Park & Tilford, Mr. Haddock stated that they had uniformly refused to knife the price on any of their goods, and that their new lists would not show any change whatever in the prices of certain popular brands, the distribution of which is exclusively controlled by Park & Tilford in the United States. In popular Havana brands, which are handled by several of the big concerns, he further added there would probably be a uniform list.

Sherman P. Coe, manager of Acker, Merrall & Condit's cigar business, stated in reference to this matter, that his firm had not issued any new list, and that the price on their imported goods would remain exactly as they were.

Anglo-Egyptian Cigarette Co. Move Uptown

The Anglo-Egyptian Cigarette Co., who have been located at 93 Broad street, New York, have decided to move their headquarters shortly to a new location on 34th street, near Broadway.

W. T. Taylor, the American representative of "Romeo y Julieta" cigars is president of this company, but it is stated that the New York office of this factory will not be affected by this change and that Mr. Taylor will conduct this business at the old stand.

New York Retailers Hold a Ball

A BENEFIT ball to raise funds for the New York Retail Tobacconists' Association was held in the Lenox Lyceum ball room, on the night of the 29th ult., and proved an enjoyable function, despite the bad weather which prevailed.

The energetic Vincent J. Farley, who publishes the *Retail Tobacconist*, fathered the function, and the net receipts are to be devoted to the use of a committee of retailers, who will visit Washington next week to help on the endeavor to pass the Cummins bill of review through the House of Representatives.

A large list of notables received invitations including the President and Attorney-General and also Colonel Roosevelt. The Massachusetts primaries made it out of the question for both the President and his predecessor to attend.

"Gentlemen Get Your Pin-zon"

A neat, new souvenir pin cushion, with the catch phrase printed on one side as quoted above, is the latest novelty which is being distributed by the M. Perez Company to advertise the "Pinzon," Key West-made Havana cigar. This company has been particularly active in recent months in the pushing of their product, and have the utmost faith in the superlative quality of their brand.

Through a typographical error in our last issue, in the illustrated article of "Pinzon" cigars (page 35), in the store of John D. Adair, Iowa City, Iowa, the brand appeared as "Prinzon," but close study of the photograph, with the well known bust of the label on the boxes clearly indicated the goods which were on view.

President of Philip Morris & Co. Here

FREDERICK CURTISS, head of the Philip Morris & Co., the great English cigarette manufacturing concern, has been in the United States for several weeks in consultation with the officers of the company here. He sails for his home in London on the White Star Liner "Adriatic," on May 2d.

Mr. Curtiss is the president of the three separate corporations which manufacture "Philip Morris" cigarettes. Although his home and interests are principally in London, he is keenly interested in the progress of the Philip Morris & Co.'s affairs in the United States.

M. W. Berriman, of Berriman Bros., has left on a visit to Tampa and Havana. The firm's output of cigars, during the past few months, has been an exceptionally large one. The demand on their very popular brand "Jose Vila" has surpassed all records.

New York City Items

John J. Planco, of Ruy Suarez & Company, is headquartered at the Planter's Hotel, in St. Louis, this week.

Jacob Wertheim, of the United Cigar Manufacturers' Company, has just returned from the West on a vacation trip.

The "United" have just leased a valuable new site at the southwest corner of 149th street and Third avenue, Manhattan.

Militades Melachrino, executive head of the great Melachrino cigarette house, is expected to arrive in New York, from Cairo, Egypt, May 1st.

George H. Greenwood, tobacconist at 7 Boylston street, Boston, filed a voluntary petition in bankruptcy last Saturday in the United States District Court, disclosing liabilities amounting to $16,403 and assets of $2,204.

The Ferdinand Hirsch Company has removed from its down town location to 205 Fifth avenue, where it has leased light, spacious, finely equipped offices.

Joseph Frankfort, of Calero & Company, has recently returned from a tour through New England. He says the expected revival of trade is near us and the general outlook is most encouraging.

A. Oelnick, of M. J. Lopez & Company, reports that business for the last three months has by far passed the mark over that of last year. "La Social," their principal brand, has proven itself a very good seller.

H. J. Teuben, the New England representative of I. B. Krinsky, met with excellent success in booking orders recently. The distribution of his firm's product throughout Boston and nearby points has been showing a steady increase for the last few months.

Salvador Rodriguez, the Tampa cigar manufacturer, has moved from the old New York offices on Water street, to the finer and more commodious offices in the new office building at 47th street and Broadway. An electric flashlight sign will be a feature on the new building.

Alexander Herbert, of the Philip Morris & Co., Ltd., recently visited St. Louis calling on the trade with local representative W. H. Wolfsohn. "Philip Morris" cigarettes are quite popular in St. Louis market and Mr. Herbert was more than pleased with conditions as he found them. After going over the situation in St. Louis, Mr. Herbert returned to New York.

The N. P. Antoinades Cigarette Co., of 686 Sixth avenue, intends to engage in the Turkish cigarette business on a larger scale, in the near future. Two additional upper floors at the above address have been leased and a number of improved cigarette machines are to be installed for the manufacture of their product. They do an importing business in tobacco also and have quite a business throughout the country.

Carlos, Fernandez & Co. Kept Hustling

CARLOS FERNANDEZ & CO., the largest importers of Manila cigars in the United States, are kept hustling on their extensive sales throughout the country. Shipments from the Philippines, consigned to this company arrive twice a month on the larger liners from the Orient.

Carlos, Fernandez & Co., are in a position to offer Manilla's finest cigars at a cut in price of from 20 to 35 per cent., and as this enterprising company controls the output of nearly all the representative Manila factories it would seem that the new offices of this company located at 42 East 23d street are the place to visit or address.

Maurice Wertheim, secretary of the United Cigar Manufacturers' Co. is managing the arrangements for the introduction of the new "Abbey" cigar. George L. Storm & Co., the local jobbers, will make a big run on the brand, which is one of decided quality.

Leslie Pantin, the prominent Havana commission merchant, arrived in New York, on April 19th. Mr. Pantin had with him his wife and family. He expects to sojourn in this country for some time.

Alfred E. Schermerhorn, in conjunction with William Cruikshank's Sons, leased to Edward Wilke, a manufacturer of cigars under the title of the Tobacco Growers' Society, the triangular store at the southeast corner of West Broadway and Barclay street.

The Trinity Cigar Company have purchased the cigar stand of Robert E. Lane in the Trinity Building, 111 Broadway and have taken possession. Charles Brucklacher, the former manager, will remain in charge of the stand.

One of the latest leaf houses to raise tobacco is that of Rose & Wobbe, of this city. They have leased over twenty-five acres of land and four tobacco sheds from E. M. Granger, of Melrose, Conn., and will grow primed tobacco. It will be necessary to build additional sheds to handle the increased acreage.

Rose & Wobbe will also plant eighty acres of tobacco in addition to their above, all in primed tobacco.

H. M. Miller has opened the third store in his chain of stands in New York. The last store is situated in the Parke, Davis & Co. Building, 80 Maiden Lane, and was opened on April 22d. Arthur Cassidy, formerly connected with the Hotel Belmont cigar stand, is in charge of the new store. Some of the prominent brands of cigars noted were "Romeo y Julieta," "Hoyo de Monterey," "La Corona," "Villar," "Eden," "La Mega," and a host of others.

Mahn Sells Wall Street Store

The cigar store situated on Wall street, near Broadway, operated by Godfrey S. Mahn, has been sold by him to M. A. Gunst & Co. This formerly was the headquarters of the Mahn stores, but they will hereafter be at the stand at 1169 Broadway. The Forty-second street store having been closed, this gives Mr. Mahn one stand in New York City.

PHILADELPHIA.

Eisenlohrs in New Building

OTTO EISENLOHR & BROS. removed to their new building at 932-34 Market Street on April 24. The new home of the "Cinco" and "Henrietta" is all that could be wished for in an up-to-date building.

The arrangement is similar to that in the old store. The salesrooms and a business office are on the first floor, as is also the retail stand. The executive office and offices of the members of the firm are on the second floor, which has been fitted up in the most complete way in regard to office fittings, lockers, etc., for the convenience of the employees.

With increased facilities for handling their output, this company should be able to dispatch orders with even greater speed than they have done in the past.

Louis Halpern Kept Hustling

Louis Halpern, who has been in active charge of the G. H. P. cigar factory, and who has been manufacturing cigars at 46 North Seventh street, this city, since last October, is getting excellent results at his new location. Mr. Halpern is manufacturing three brands of cigars, the "Halpern After Dinner," a nickel brand, also the "Lexie," a 5-cent cigar, and the "Edmund Halley," a 10-cent article, which Mr. Halpern says is the best value for the money in the market. The reputation which Mr. Halpern has established on these new brands testifies to his ability as a manufacturer and an authority on leaf tobacco.

Sig. Mayer, of Sig. C. Mayer & Co., is still on a protracted trip through the country. He is now in the South and is not expected back for several weeks. The stock of "Rey Omas" is being used up rapidly and the factory is kept busy. They are particularly pleased at the launching of their new nickel cigar, the "Royal Clerk."

The Cressman factory is hustling to fill orders on the "Counsellor" cigars. Harry Larish, who has been working with the Vesper Cigar Co., has been added to the Cressman staff and will take care of the Philadelphia trade. Mr. Gallagher will soon make a trip through York State to look after the Cressman interests. Vincent Bros., of Rochester, distribute the "Counsellor" in that territory.

M. A. Funk, sales manager of the "44" Company, has been on a trip through Central Pennsylvania and reports good progress on the "Adlon" and "44" cigars. The advertising car, which has been used in New York City and vicinity with pronounced success, is now in Philadelphia. It is intended to use it here for a short time, when a trip will be taken with it through the South.

News from Bayuk Headquarters

BAYUK BROTHERS report an active demand on "Havana Ribbons," sales for April surpassing any previous months' business.

Bert Thompson, Western representative, has just completed a trip through his territory and reports all of the "Havana Ribbon" jobbers very enthusiastic over duplicating business. O. McCaffrey & Co., of Maquoketa, and the Cave Cigar Co., of Dubuque, Iowa, have lately increased their regular shipments to take care of the increased demand. Mason, Ehrman & Co., of Spokane, Wash., and Portland, Ore., found it necessary to wire for a liberal shipment of "Ribbons" to replenish their rapidly moving stock. H. P. Lau Co., of Lincoln, Neb., are showing a very material increase in distribution, as is McDowell, Britton & Cheadle, of Frankfort, and McMahon & Leib Co., of Anderson, Ind.

J. C. Revercomb, Southern representative, is fully recovered from his severe attack of pneumonia and is again among his jobbing friends. Mr. Revercomb has recently sent some large "Ribbon" orders to the factory for Cole Tobacco Co., Newport News; E. F. Beale & Sons, of Norfolk; Harris Grocery Co., of Richmond, Va., and Hubbard Grocery Co., of Charleston, W. Va.

Dave Achenbach has been allotted New York State in addition to Pennsylvania, and will presently take a trip through the former. He has visited Blakeslee-Snyder Co., of Buffalo, and Vaughn-Ryan Co., of Olean, where he found "Ribbons" duplicating with pleasing regularity.

Samuel Bayuk is still in Amsterdam and will not return until after the May 3d inscription.

J. J. Bagley's New Philadelphia Headquarters

During the past fortnight the Philadelphia Office of John J. Bagley & Co., leading tobacco manufacturers of Detroit, Mich., have removed from their old location in the Lippincott Building to larger and more commodious quarters at 105 N. Second street. At this point, Charles A. Clayton, the General Agent of the company in Philadelphia who has ground floor room is altogether much better equipped to take care of the local business. Bell Telephone, Market 799, will get a quick response for needers of the Bagley product.

The Roig & Langsdorf factory is kept busy on incoming orders of "Girard" cigars. A force of fifteen men is now out booming this popular brand, and judging by results, the "Girard" is selling better than ever. Plans for the new addition to the factory are being completed and alterations will probably be started in a few days.

Quaker City Notes

The demand for the Jeitles & Blumenthal brands is showing a healthy increase, particularly so on the "Flor de Jeitles," "Royal Peer" and "Masterpiece" cigars.

John McNamee, who has been connected with the cigar stand in the Bellevue-Stratford Hotel, recently opened an attractive cigar store at 2425 West Lehigh avenue.

The stock of Max Gilberd & Sons, Tenth and Thompson streets, who were declared bankrupts a few weeks ago, will be sold on Thursday, May 2nd, to pay creditors of the concern.

Herman Sideman, of Sideman Company, Third and Green streets, will soon open a retail cigar store in Scottish Rites Building, 154 North Broad street, where he will carry a complete line of cigars, cigarettes, tobacco and smokers' articles.

Morris Lesser, of the Juan Portuondo Cigar Manufacturing Company, has left for a trip through the South and Southwest, where he will renew interest on the Portuondo brands, particularly the "All Alike."

Benjamin Grabowsky, of the G. H. P. Cigar Company, has arrived home from a trip through the Middle West in the interest of the G. H. P. Company, and reports excellent results on their brands, particularly the "Goodina" cigar.

Jacob Labe, of Benjamin Labe & Sons, leaf tobacco brokers, is now in Amsterdam attending the Sumatra inscriptions He will be there until all the inscriptions are over, coming home in the autumn. Irvin Labe is now on an extended trip through Canada and is doing very well.

Thomas J. Daly was recently appointed local manager of the A. Hussey Leaf Tobacco Company, with offices and warehouse at 223 North Third street. Mr. Daly has been connected with Dohan & Tait, the local leaf concern, for more than ten years, and with his knowledge of leaf tobacco should more than make good in his new venture.

A late cablegram from Jacob Labe, of the leaf firm of Benjamin Labe & Sons, states that he has purchased at the April 25th Amsterdam inscription, fifty bales of tobacco for that house.

The retail cigar department of Mitchell, Fletcher & Co., in the Twelfth and Chestnut streets store, has been moved from the front of the store to the rear, next to the corner entrance. The cigar stand now adjoins the wine and liquor department.

The sign "Help Wanted" on the Bobrow Bros. factory, on South Second street, testifies to the activity of this enterprising concern. The "Bold" cigar is being heard from in every section of the country and is coming up strong.

The new store of the United Cigar Stores Company on Main street, near Armat street, Germantown, was opened on Saturday, April 27.

The newly organized Baum-Jaffe Co., of Philadelphia. have taken over the H. B. Grauley factory, at Souderton, Pa., and started operations this week.

The Pennsburg factory of Otto Eisenlohr & Bros., which has been remodeled into a modern, up-to-date plant, is now under operation with a limited number of hands. The building was formerly used by them as a leaf warehouse.

Philadelphian Locates In Los Angeles

J. E. Tuck, Formerly of Tuck Cigar Co., Now With J. J. Gans & Co.

Members of the tobacco trade were surprised recently to learn that J. E. Tuck, formerly of the Tuck Cigar Company, located at 12 Market street, this city, had decided to remain in Los Angeles. Mr. Tuck left Philadelphia for the West last September, but it was not generally known that he intended to make that section of the country his permanent home.

He started the "Tuck" cigar in 1895 as an individual and later formed the Tuck Cigar Company. The company had three retail stands at one time, in addition to doing a wholesale trade. The business is now being carried on by James Graham and Jesse Groves, who were associated with Mr. Tuck and who have purchased his interest in the firm.

Philadelphia tobacco men will remember him as being instrumental in forming the Retail Dealers' Association, of which he was president two terms. During his second term the Tobacco Show was held in Horticultural Hall and proved to be a big success, due, in part, to Mr. Tuck's efforts. He was also president of the Camac Building and Loan Association, which office he resigned upon leaving the city. Another company which he organized and was president of was the Liberty Coupon Company.

Mr. Tuck is now in business at 231 E. 2nd street, Los Angeles, and is working through J. J. Gans & Co., representative in that section for Bondy & Lederer, of New York, who are distributers for the "Tom Keene" and "Lawrence Barrett" cigar. His many friends in Philadelphia wish him a bright future in the West.

Bobrow Bros. Celebrate Anniversary

BOBROW BROTHERS, manufacturers of the "Bold" and "Discriminator" cigars, are celebrating the fourth anniversary of the founding of this enterprising concern.

It was on April 18, 1908, that Harry and Charles Bobrow, both practical cigarmakers, formed the firm of Bobrow Brothers. A small building, at 1911 S. Eighth street, was secured and the manufacturing of cigars was started.

Two years ago, they moved their factory to Second and Arch streets. But they soon outgrew these quarters and about eight months ago they moved into their present factory at 114 South street. This is a six-story building, and is adequately equipped for such an aggressive and hustling concern.

Bobrow Brothers have, through persistent work and up-to-date methods, placed their cigars among the leaders. They have a reputation which is the envy of much older houses, and are to be congratulated at this their fourth anniversary, on their success.

The United Cigar Stores Company, of Montgomery, Ala., have entered the State of Arkansas, and have appointed J. W. Blackwood, of Little Rock, as State agent. It has $50,000 capital, of which $12,500 is subscribed.

all that's new with JOBBERS and DISTRIBUTORS

Tobacco Company of California Re-organized Firm

A FURTHER development in the re-organization of the American Tobacco Company's business in California took place the first of the week, when the Tobacco Company of California, Inc., was officially formed, with a capital stock of $25,000, by W. R. Heyneman, L. S. Greenebaum and M. Ratigan, president, vice-president and secretary, respectively. The personnel is the same as that of Herman Heyneman & Son, Inc., since the resignation of Mr. Heyneman, Senior, and the entire business of the latter firm has been taken over by the new corporation, which represents the American Tobacco Company in this State. In connection with this change it is announced that Leon S. Greenebaum, the vice-president, owing to his work in this corporation, has given up the brokerage business which he has been conducting under the name of L. S. Greenebaum Company.

Wood & Bray Featuring "La Saramita"

Wood & Bray, prominent Indianapolis jobbers, who, a short time ago, announced their advent into the cigar game as distributors, are meeting with success far in excess of all expectations. The "Royal Banner" and the "E. B. Banner" cigars, products of the Royal Banner Cigar Co., have been given considerable attention by them. Another brand which they were very fortunate in securing is "La Saramita," made by the Shields-Wertheim Co. It is becoming quite popular with their customers, especially the Triangulares size. J. B. Shields, of the Shields-Wertheim Co., visited them recently. In addition to being jobbers they operate a retail store on Jackson Place and have the cigar privilege in the Colonial Café.

Manila Cigars Popular in Spokane

C. W. Schnech, manager of the cigar department of Schwabacher Bros. & Co., jobbers of Seattle, Wash., recently stated that this firm's Spokane branch had unfilled orders for between 150,000 and 200,000 Manila cigars. The first shipment of cigars from the Philippines arrived on April 23. The Manila cigar, which at one time was not held in high esteem in the Far West, is now becoming one of the best-selling kinds.

Hoffman-Moore Co. Secure New Store

The Hoffman-Moore Company, a local jobbing firm which started business a couple of years ago on Mission street, near First, San Francisco, have secured a much larger and better store at 145 Second street, just above Mission, which was occupied about ten days ago.

Beiringer Bros. Co., the hustling Boston jobbers, have come out with a new 5c. brand called "Union League." It is a Sumatra wrapped cigar, and goes to the trade for $35 per thousand with 100 free to a thousand. Maurice Honauer, of the firm, stated recently that the brand caught on well from the start.

Wertheimer's "El Dallo" Coming Fast

"EL DALLO," the new product of Wertheimer Bros., is being placed in practically all of the large stands as well as a number of the smaller ones in the large cities of the East. F. A. Davis, the Baltimore distributer of "El Dallo," is featuring the brand in that city. The factory is kept busy handling duplicate business.

Stone-Ordean-Wells Branch House Burned

The Butte, Montana, branch of the Stone-Ordean-Wells Company, of Minneapolis, Minn., was totally destroyed by fire recently. The company had only taken possession of the premises a short time ago.

The Marx Mercantile Co., of Denver, Colo., has recently added a couple of brands of high-grade Manila cigars to its stock, and find them good sellers. It is buying them from Carlos, Fernandez & Co., of New York City.

The Imperial Pipe Co., of Chicago, identified with I. Briskin, the wholesale cigar dealer, has opened up its offices and salesroom at 516 South Halsted street, that city. F. Hitschmann, formerly with the Star Pipe Works, of Chicago, is manager, and he will be assisted by a corps of ten salesmen, who will solicit the trade of the city and its suburbs. A complete line of pipes and smokers' articles is handled.

Rosenfeld-Smith Co. to Open Branch

The Rosenfeld-Smith Co., of Portland, Ore., is getting ready to open a house in Seattle. The firm is said to have leased quarters in the cigar jobbing district on Fourth avenue, between James street and Yesler Way. Augustus Pearsons, formerly with the American Tobacco Co., will have charge of the Seattle branch. No fewer than eight cigar jobbing firms are now established in that district.

Schwarz & Son, 72-74 William street, Jersey City, say that the sale of José Lovera, of José Lovera Co., and the Hernsheim cigars, of Hernsheim Co., Ltd., New Orleans, since the first of the year has been phenomenal. Schwarz & Son are the largest wholesale confectionery house in New Jersey and went into the cigar end only a few years ago. Since that time they have increased the cigar sales to such an extent that they are now classed among the largest cigar distributors.

Southern Distributors For "Five of Harts"

A. E. RUSSELL has just completed a trip through Virginia and the Middle South in the interests of T. H. Hart & Co. introducing the well-known brands of "Five of Harts" and "Heartsease." The manner in which Mr. Russell introduced these goods in the South convinced the firm that they have big opportunities in that section of the country. The Hart factories are sold up to capacity at present and exerting every effort to fill their orders in time.

Jobbing Trade Items

W. I. Pixley, Pacific Coast distributor, with headquarters in San Francisco, has taken on the I. B. Krinsky line of cigarettes, made by that firm in New York City.

Mr. Rosenberg, of Ellenville, N. J., is one of the coming jobbers in that section. Mr. Rosenberg was formerly a retailer at 1098 Flatbush avenue, Brooklyn.

Rosenthal Bros. & Bendetson, of Boston, North street jobbers, have placed a new cigar, the "Wunderbar," on the market. These cigars are Broadleaf and Havana, a ten-cent proposition.

Reymer Brothers, prominent jobbers of Pittsburgh, have appointed James McClements as manager of their retail and wholesale cigar department. Reymer Brothers do a large business in "Melachrino" cigarettes.

E. F. Murphy, manager of the cigar department of Lang & Co., a Portland, Ore., jobbing concern, reports that the "Rey-Oma," Sig. C. Mayer & Co.'s latest ten-center, is meeting with much success, it having taken hold in nearly every town of importance in Oregon, Washington and Idaho, which States are supplied by Lang & Co.

Henry Clay & Bock & Co., Ltd., will soon wage a carefully planned selling campaign through North America on all the brands manufactured by the company.

Francis Wilson, deputy chairman of the company, is expected to take charge, with headquarters in New York. Mr. Wilson has been in Havana most of the winter at the Henry Clay & Bock & Co. factory.

Willard W. Goldsmith has succeeded Mr. Goodloe as president of Dusel, Goodloe & Co., Philadelphia jobbers and distributers. Mr. Goldsmith has been connected with the American Tobacco Co. for many years and is regarded as a very able man. Mr. Goodloe intends to take a rest before again going into business.

The Wm. A. Hoelscher Cigar Co., a prominent St. Louis cigar firm, has added the "William Penn, Jr.," of the Theobald & Oppenheimer Co., to its lines. This firm reports an excellent trade on the "Havana Ribbon" nickel brand, made by Bayuk Bros.

Bethlehem Jobber Sells Out to Wholesale Grocery

W. M. APPLEGATE, one of the oldest and best-known jobbers and distributers of cigars and tobacco in Bethlehem, Pa., has disposed of his business to the J. A. Eberts & Co. Wholesale Grocery House and will retire from active work. Monroe Lynn, who has been with Mr. Applegate, goes with the Eberts Co. to act as manager of the cigar and tobacco department. Several other Applegate salesmen have also followed Mr. Lynn.

Warren Wyman, who has been with the Ricksecker Cigar Co., of Kansas City, for a number of years, has resigned and has purchased the Hall Building stand in that city from J. C. Clifford. He is assisted by Fred Doniphant, who was also of the Ricksecker force.

More Fetters For The Tobacco Business

Alleged Pure Food Law Will Impose Rigid Regulations—Manufacturers Yet to Be Heard

(Special Dispatch to "The Tobacco World.")

WASHINGTON, D. C., April 30th.

UNLESS the cigar and tobacco manufacturers of this country take immediate steps to defend themselves they are likely to find their businesses saddled with another rigid governmental regulation. The Richardson bill, now before the House Committee on Interstate commerce, aims to put cigar and tobacco products under the Food and Drugs law as enacted in 1906.

The Richardson bill, if enacted, would make Section Six read as follows:

"That the term 'drug' as used in this act shall include all tobacco, snuffs, tobacco substitutes, and all tobacco products. This means that all the poisons relating to the branding of drugs, will apply with equal severity to tobacco products."

The bill also provides a special section relating to cigars and tobacco as follows:

"If tobacco, snuff, or tobacco products contain any added poisonous or deleterious ingredient which may render such article injurious to health; or if any substance has been mixed or packed with these products so as to reduce or lower or injuriously affect their quality or strength; or if any substance has been substituted in whole or in part for the articles, or if they be mixed, colored, powdered, coated, or stained in any way whereby damage or inferiority is concealed; or if they consist in whole or in part of filthy, decomposed, or putrid animal or vegetable matter."

Cigar manufacturers say that at the present time they are obliged to comply with the United States internal revenue regulations and with the State factory laws, and that they would strongly object to being forced to come under the control of the pure food bureau of the Department of Agriculture.

House Likely to Pass Dissolution Appeal

Cummins Bill to Reopen American Tobacco Co. Case Now Before Judiciary Committee

(By Special Correspondent.)

WASHINGTON, D. C., April 29th.

THE Cummins bill, authorizing Attorney-General Wickersham to make an appeal on behalf of the Government from the decree entered in the United States Circuit Court in the Southern District of New York on the dissolution plans of the American Tobacco Co., is now in the hands of the Judiciary Committee of the House of Representatives.

Much to the surprise of everyone, including its most ardent supporters, the Senate passed the Cummins bill, on April 22nd, without a roll call. The bill provides for an appeal to be taken within sixty days from the time the Act becomes effective. The appeal is to be taken solely by the Attorney-General but when the case comes up for argument before the Supreme Court, counsel for the States, Organizations and Associations which sought to intervene in the suit in the Circuit Court have the right to file printed arguments and to be heard orally on behalf of the United States.

If the Cummins measure now passes the House, and it seems reasonably certain that it will, the case will be reopened and all the interests opposed to the dissolution plan will have an opportunity for joining in the appeal.

Americans at First Rotterdam Sale

CABLES from Holland report that at the first inscription held at Rotterdam, April 26th, 600 bales were sold to Americans, the principal buyers being American Cigar Co., 100 bales; H. Duys & Co., 150 bales; Meyer & Mendolsohn, 123 bales; F. & E. Cranz, 102 bales; A. Cohn & Co., 21 bales; Benj. Labe & Sons, 50 bales; L. P. Sutter & Sons, 75 bales.

"United" Open Branch in Worcester, Mass.

Holden & Earle, Tobacconists at 439½ Main Street, Worcester, Mass., Have Sold Their Business to the United Cigar Stores Company

Jacob Holden and A. F. Earle, members of the firm, which celebrated its 25th anniversary March 14, will engage in the wholesale tobacco and cigar business, in a store adjoining their old quarters.

The United Cigar Stores Company has been credited with a desire to establish a branch in Worcester for several years.

The Holden & Earle business was established in 1887 by Nichols & Holden, which was succeeded in 1888 by Holden & Earle.

Ohio Tobacco Growers Form Association

The tobacco leaf growers in the vicinity of Troy, Ohio, have organized and formed a union. They intend to either rent or buy the Henne brewery, in Troy, to use it as a warehouse.

There are forty-one unions in the Miami Valley, with warehouses at Miamisburg, West Alexandria, Franklin, Union City, Greenville and one will be built at Covington. The Troy union will operate in co-operation with the National Cigar Leaf Growers' Union, which is a farmers' organization organized for the protection of the farmer. Competent men will have charge of the re-handling and selling of the tobacco placed in the warehouse.

Prominent Leaf Man Takes Bride

One of the latest weddings of a prominent man of the trade was that of Henry Duys, of the large New York leaf house, to Miss Adele Gordon, of Montclair, N. J., on April 17th.

The marriage took place at the home of the bride's parents in Montclair. The matron of honor was Mrs. John B. Nippen, sister of the bride. Mrs. Duy's bridesmaids were Miss Mary Wilson, of San Antonio, Tex., and Miss Marjorie Cameron, of Montclair. Albert S. Ward, of New York, was best man; and the ushers were Alfred Ogden, of New York City, and Godfrey M. S. Taft, of Montclair. After the wedding a reception was held at the Gordon home.

Mr. and Mrs. Duys left on an extended wedding trip on April 20, from New York City on the S. S. Lapland, through Europe.

Late Retail Trade Notes

J. A. Dauntler & Son, of Dixon, Ill., moved their cigar store into the basement of the opera house block, where they will be located until the new Warner-Brookner Building is completed.

J. H. Frey, of Grand Rapids, Mich., having sold his cigar and tobacco stores on Ionia and Pearl streets, will become a traveling salesman for Bondy & Lederer, New York cigar manufacturers, taking territory east of Chicago, except the extreme south.

Charles Davis and Edward Gould, of Liverpool, Ohio, who for the past few years have operated two of the city's most prominent cigar stores, have dissolved partnership. Mr. Gould will take the new store in the Little Building, while Mr. Davis will become proprietor of the store at the corner of Washington and East Sixth streets. The latter store will be known as Heimie's Place.

O'Donnell's "Cigar Box," the well-known tobacco establishment on Atlantic avenue, just below Tennessee, in Atlantic City, N. J., has been reopened. The store has handsome mahogany fixtures, a tiled floor and is finely illuminated. It is one of the best known in the city. Mr. O'Donnell, who has a branch store at Atlantic and California avenues, that city, has opened a brand new stock of cigars and tobacco.

Death Lays Heavy Hand on Firm of M. J. Dalton & Co.

Continued from page 11

Chestnut streets store and opened another at 5th & Chestnut streets, on the present location of the Lafayette Building.

The business of Dalton & Mahn grew to be the biggest factor in high class cigars in Philadelphia. Upon the dissolution of this firm, Mr. Dalton took over the store at 5th & Chestnut streets and Mr. Mahn that at 11th & Chestnut streets. In 1903 Mr. Dalton acquired the store at 13th and Chestnut streets, which has been one of the principal distributing points for his business.

Taken Ill in Havana.

While visiting Havana, in February last, Mr. Dalton became quite ill from ptomaine poisoning but he recovered sufficiently to return to his home apparently improved. However, his health in recent years has not been all that could be desired and this latest attack weakened him so, that he never fully recovered from it.

The funeral was held on Monday morning, April 29th, from the Church of Our Lady of Mercy, Broad street and Susquehanna avenue. The honorary pall-bearers were Godfrey S. Mahn, Charles W. Boger, Charles T. Moxie, Dr. E. E. Ervin, William H. Curtis, Augustus Beitney, A. Smith and George Allen. The employees of the Dalton stores were the active pall-bearers. Among the out-of-town members of the trade who attended were Henry Kraus, of Baltimore; H. C. Ansley and Dave Echemendia, both of New York.

In the death of Mr. Dalton, Philadelphia loses one of its best known cigar men. He was regarded as an expert judge of tobaccos and a merchant of exceptional ability. Indeed, it has been frequently stated that the Dalton stores were the heaviest importers of Havana cigars in the Philadelphia market.

As a frequent visitor to Havana, he became quite a figure in the Cuban trade and made scores of social and business acquaintances who will join with his friends in Philadelphia in mourning his loss. Locally, Mr. Dalton was very well known and exceedingly popular. He was a member of the Columbia Club at Broad & Oxford streets. A widow and son, Stanley J. Dalton, survive.

Mr. Worthington, who had been ill for several years, was born in Philadelphia in 1872, but spent his boyhood in New Castle, Del. At the age of seventeen he came to Philadelphia and secured employment with Charles G. Artz, at 204 S. 4th street, where he made a large circle of friends among the bankers and brokers of that section. He was connected with this concern for twelve years, when he entered the service of M. J. Dalton, at the 5th & Chestnut streets location. He has been connected with this store ever since as manager, and until several months ago, took active part in the business.

Mr. Worthington died on Saturday, April 20th, and the funeral was held from his home, 4951 Pulaski avenue, Germantown, the following Wednesday afternoon. He was a Mason and a member of other lodges, the members of which attended his funeral.

Mr. Worthington is survived by a widow, Kate Benner Worthington, and one son.

PROBLEMS of the RETAILER

"Real Salesmanship"

NOT so very long ago a friend of the writer defined real salesmanship as "selling a man something he doesn't want." "Anyone can sell a cigar to a man who knows what he wants, but it takes an artist to sell him something he doesn't want," he added.

Salesmen are very often inclined to think that they have covered themselves with glory if they succeed in selling a customer something he did not want. Some seem to think this is all there is to salesmanship and put all their efforts in this direction.

It may be well to remember that it is always a mistake to sell the customer something he does not want, for he will never forgive the offense. He will not only hold a grudge against the salesman, but also against the house.

Still, the salesman cannot be contented to quietly tell the customer that the house is out of that particular brand and let him go out without buying. That is not salesmanship, either. The only course open to the salesman in such cases is to cause the customer to really want the thing he can sell him instead of that which he was in search of. He must be so well acquainted with the merchandise in hand that he can show up the weak points of one and the strong points of the other so plainly that the customer will revise his judgment. Do not try to force him to buy, but give his judgment plenty of reasons to change, and if successful in this direction he goes home a friend to the store, feeling that he has learned something to his own advantage and is not "sore" because he purchased something he did not want.

Believing in One's Goods

EVERY retailer should have confidence in his own goods. For his confidence in turn results in the confidence of the customer. And only so long as the customer has your confidence will he be your customer.

By surrounding himself with a class of cigars, pipes, cigarettes, etc., in which he believes and which he should see that every employee of his believes in, the retailer places himself in a position where his customers can place their trust and come for advice on purchasing.

This confidence that the goods will back up every claim for them, and that in case of error it will be cheerfully rectified, is what makes them sell so easily. And care should be taken to never make a claim that cannot be substantiated in every particular, for that is one of the greatest factors in business building.

If your customer is never misled as to quality he is pleased with his purchases, for he is not expecting too much. If he has been made thoroughly acquainted with the merits of his purchases he knows exactly what to expect, and does not stop short of realizing the full value. He is consequently satisfied, and one satisfied customer is worth more to any business than a dozen dissatisfied ones, for the satisfied customer is a sticker. He will always be a good customer as long as he is satisfied, and he will draw his friends to you. If the goods you have to offer are not worthy of your own confidence, you cannot inspire the confidence of others, and should not try. Better sell them for a makeshift than misrepresent them, for the dissatisfied customer can do your business more damage in a week than you can repair in months.

Let Your Show Windows Talk

A glance at an attractive show window conveys more and much better ideas of the quality and extent of the stock of any retailer in cigars and tobacco than a man can tell another in an hour. An artistic and catchy display will sell goods not only to those who intended to buy, but also to those who did not think of doing so, and it is therefore advisable not to allow your energy to relax along this line, or to be affected when warm weather comes as so many business men do.

"Any old thing" seems to answer the purpose of a good many in decorating the window. Do not make this mistake for that window is your salesman in many cases, and you do not want your salesman behind the counter to be behind the times with a lot of old arguments and methods. So why let a lot of old stuff in your window to impress the prospective customer unfavorably. Many a man is walking along the street when he suddenly finds that his stock of cigars is low and in many cases he will go to the nearest clean, prosperous looking store to stock up. And he also will pass the store by which has a dusty, dirty looking appearance. Many a cigar man can attribute a loss of sales to just this reason.

A good many people who make their living by selling goods seem to have absorbed the idea that they must entertain customers with a line of small talk, and keep their tongues so busy that they do not give their own minds a chance to think or the customer time to express his own ideas.

Possibly it will help the over-talkative salesman if he will remember that his duty is not only to entertain the customer, but to entertain him with information about the goods he has to sell. Give him information all the time. His mind will take it in, and this will give him ideas upon which to base his judgment.

Window Bulletin Suggestions

ELECTED EVERY TIME.

And the voters of this town don't wait for Election Day to do it. They know a good cigar when they try it. Be on the winning side and smoke our _____ small Havana.

3 for 25 Cents.

ARE YOU A "FAN"?

If you are, you will enjoy the game all the more with a pocketful of our little cigars. They are "World's Champions."

5c. Straight.

NAME YOUR PRICE.

We name the cigar, and it will beat any others you ever got for the money. They're all absolutely fresh.

From 5c. Up.

Made in Detroit

Marked Gain in Detroit Cigar Output

New Hemmeter Building Nearing Completion—Charles Gauss to Erect Three-Story Concrete Structure—Fred Hayes Sells Out to Francis Beaubien

DETROIT, April 25.

MY failure to mention in the last letter the sales of cigar and tobacco stamps in this district for the month of March, as compared with last year, seems to have inspired the belief on the part of some outside interests that the omission was due to a falling off in cigar production. As a matter of truth there has been no falling off. It is the other way around; there has been a marked gain. It is gratifying to be enabled to state that only once within the past fifteen months have the monthly sales of cigar stamps in this district failed to show an increase over the corresponding month of the preceding year. Herewith are the comparative sales for the month of March:

	Cigars.	Tobacco.
1912	$66,158.93	$175,017.09
1911	63,642.12	156,147.70

Considerable remark has been aroused by THE TOBACCO WORLD'S review of the Detroit Sumatra situation in the last issue, and the general expression is that it states conditions clearly and accurately. Sumatra representatives have been in much evidence here of late, yet I know of very little business being placed to date. Our manufacturers are not strongly enraptured with the new Sumatra, so the cost per thousand fails to give them an awful jolt. It is safe to declare there will be no sales in this market of any magnitude until prices recede. There has been a slight drop of prices in Holland, and it is believed prices will go still lower. The crop contains abundance of light tobacco, so nobody is worrying overmuch in that direction, nor for fear there will not be sufficient to meet all requirements.

Building operations and realty investments of our cigar and tobacco trade continue in such number and volume as to almost make one think of opening a real estate section in these columns. The recent investments of Oscar Rosenberger and the approaching completion of the handsome structure erected by him at the corner of Woodward and Canfield avenues has been noted. This is one of the most imposing and substantial commercial structures in the North Woodward section. In the near future Mr. Rosenberger will pursue further building operations on additional ground owned by him in the immediate neighborhood.

Mention was also made of the row of nine stores being built at the corner of John R. street and Adams avenue by C. J. Holton.

The new Hemmeter Building is rapidly nearing completion and preparations are under way for the removal of the Hemmeter plant at an early day. In architectural beauty, in finish, equipment and embodiment of utility and good taste, the Hemmeter Building ranks among the very best in the city of structures designed for manufacturing purposes.

Within a stone's throw of the Hemmeter Building, on Broadway, Ike and Sam Goldberg, of the Lilies Cigar Company, will erect a modern four-story, fire-proof building, which they have already let on a long term lease to a prominent firm of dealers in building and household fixtures.

Bernard Schwartz, manufacturer of "Red Bell" and "R. G. Dun" cigars, bought the property, seven years ago, running from Nos. 355 to 363 Russell street opposite the Eastern Market. The purchase price was $21,500; some months ago Mr. Schwartz refused an offer of $60,000. He is now razing the old buildings and will put up a fine two-story block of five stores facing on Russell street and two on Napoleon street. The whole will represent an investment valued at $100,000. A part of the upper floor will be devoted to the cigar factory. Mr. Schwartz started in business with a shoestring about fifteen years ago. His success is deserved.

Next we have Chas. Gauss, another earnest young man, who sixteen years ago ventured in the tobacco and cigar distributing business at No. 189 Grand River avenue. It was a modest venture and, with quiet persistence, Mr. Gauss has "stuck to his knitting" ever since, accumulating a nice surplus and developing a fine business. Monday, April 29th, he will be thirty-seven years of age, and expects to commemorate the day by turning the first shovelful of earth on the vacant lot at No. 179 Grand River avenue, on which he will erect a three-story reinforced concrete building at once. This is to be the initial unit of a six-story structure of similar construction facing 112 feet on Grand River avenue and 100 feet on Second street, the entire building to cost in the neighborhood of $100,000. Mr. Gauss expects to relinquish his retail trade altogether. The jobbing establishment will be moved to the first section of the block as soon as completed. The buildings now occupied by him will then be demolished to make room for the remainder of the new block.

Almost opposite Gauss' is the magnificent plant of the Calvert Lithographing Company. In a few years they have outgrown the quarters it was believed would be ample for their needs for many years to come. Consequently they are making a two-story addition over the entire plant, which gives them an added area of 40 per cent., or a total of 175,000 square feet.

Turning aside from real estate to retail sales, let me say reports from dealers are quite cheerful, indicating that business is improving notwithstanding a dilatory spring. Incidentally I am told Harry Watson has "copped" another stand. This time it's Hotel Fairfax, on Bagley avenue.

Fred Hayes, 20 Monroe avenue, has sold his interest to Francis Beaubien and has accepted a position as manager of Donovan & Heston's Billiard Parlors, above Berghoff's Cafe, where he is prepared to make it merry for all comers. Mr. Beaubien, who had clerked for Fred for some time, is familiar with the requirements of the cigar stand and will maintain substantially the same line as heretofore.

About the busiest spot in town, normally, is the Hotel Metropole stand. Manager J. R. Girard recently added to their brands H. Traiser & Co.'s "Traico" in four sizes, which he reports as selling well. He also carries the well-known "Pippin" of the same concern, one of the most favorably known union made nickel cigars in the land.

Speaking of nickel goods, I wonder if there is a stand in town that doesn't carry either "Cinco" or "San Felice," or both.

M. A. La Fond & Co. have just added the junior size of the Judge Durand Cigar Company to their regular line. Since moving to Detroit from Flint, Mich., one year ago, this factory has doubled its output with practically no road work in its behalf. Lilienfeld Bros. & Co., of Chicago, have recently taken the factory line, and it is meeting with success in their hands.

G. L. Caverly, detail man for G. J. Johnson Cigar Company, Grand Rapids, Mich., has done some good work about town with "Gee Jay" and "El Portana." Marcero Bros. have been acting as local distributors since January 1st.

Among the twenty-six thousand and some odd at the dedication of Navin Field last Saturday was David Edward Levyn, of J. Levyn & Son, manufacturers, Alpena, Mich. Mr. Levyn was a *real* sport and stuck from Wednesday on, through rain and slush, to see that opening game.

Among those who have recently visited us, I take pleasure in mentioning Alfred R. Schmid, son of Mr. L. Schmid, of the well-known Sumatra house, L. Schmid & Co. Mr. Schmid spent several days here and I trust his welcome was of a sufficiently cordial nature to encourage his frequent return.

Among other representatives of leaf tobacco interests were Henry Fisher, of A. Cohn & Co.; Howard Kinney, Duys & Co.; H. Goldsmith, E. Rosenwald & Bro. Other salesmen were Mr. Meyer, Jeitles & Blumenthal, Philadelphia; Victor Thorsch, T. J. Dunn & Co.; W. B. McBirney, V. Mancebo Muina & Co.; Chas. L. Staples, P. Verplanck & Co., Tampa; Walter James, Cuesta Rey & Co.; Geo. Becker, Calixto, Lopez & Co.; Alb. Kahn, C. H. Spitzner & Son, New York; Ben Lesser, F. Lozano Son & Co., New York; Willis Andrus, F. Garcia & Bro. Also, "Doc" Easton, Falk Tobacco Company, Richmond, and Howard J. Ayres, Kraemer Manufacturing Company, New York, manufacturers of cigar igniters.

S. F. HEAVENRICH.

Delivery car used by Kingsbaker-Klingenstein Company, large distributors of Los Angeles, Cal.

Henry Strater

Henry Strater, one of the best-known tobacco manufacturers in Kentucky and president of Strater Bros. Tobacco Co., died at his home in that city, on April 17, at the age of sixty-one years. His death was due to heart failure. Mr. Strater was one of the founders of the Strater Bros. Tobacco Co., organized in 1891, and until recently had taken an active part in the business. He is survived by a son and a brother, both associated with the Strater firm.

Charles H. Roberts

Charles H. Roberts, well-known in tobacco circles of New York and Havana, died at his home in Pawling, N. Y., April 22d. Mr. Roberts had been a director of the Havana Tobacco Company and of Henry Clay and Bock & Co. He was fifty-four years of age at the time of his death and leaves a widow, two sons and two daughters.

William Kohlhepp

William Kohlhepp, one of the best-known manufacturers, jobbers and retailers in Louisville, died of asthma on April 16. He was fifty-seven years old and was president of the William Kohlhepp Cigar Co. For twenty-two years he was connected with the C. C. Bickel Co., and for sixteen years he was in business for himself at 308 West Main street. For the past four years he has been in ill health and during that time the business has practically been conducted by Fred Hammerer, secretary and treasurer of the company.

William G. Hills

William G. Hills, seventy years old, of St. Louis, died, in that city, on April 18th, of diabetes, after an illness of a year. Mr. Hills had been a resident of St. Louis since 1866, and was the senior partner in the firm of Hills & Fritz, tobacco manufacturers. He was a veteran of the Civil War, a participant in more than a hundred engagements, and received a medal of honor from Congress for distinguished service. He is survived by a widow and one son.

M. L. Greider, who will be remembered by Pennsylvania tobacco men as having been in charge of the Government experimental station in Lancaster County for a number of years, died recently at his home in Mt. Joy, Pa., at the age of seventy-one. He was president of the Lancaster County Tobacco Growers' Association for several terms.

Jacob Fransen, a retired cigar manufacturer, died recently at his home, 284 East Sixteenth street, Brooklyn, of pneumonia. He was born in 1828, and is survived by a widow, four sons and one daughter.

Eugene A. Gerard, widely known throughout the Bushwick section, Brooklyn, N. Y., as a cigar manufacturer, passed away at his residence, 18 Suydam place, recently.

Charles Barber, a well-known jobber in cigars and tobacco, located on the South Side, Chicago, died on April 15 from blood poisoning. He started at his present stand twenty-one years ago and had built up a large trade. He leaves a widow, son and daughter.

Clifton C. Whiting, father of D. C. Whiting, a cigar manufacturer of Manhattan, New York, died suddenly in Atlantic City recently. Apoplexy was the cause of death. He was seventy-four years of age.

Henry Keller, for a number of years a member of the firm of Keller & Kline, cigar manufacturers of Wrightsville, Pa., died at his home in that town at the age of eighty-three years.

Burley Company Purchases Strater Plant

A RECENT news dispatch states that the Burley Tobacco Society, which has been looking for a convenient location for some time, has purchased the tobacco manufacturing business of the Strater Bros. Tobacco Co., in Louisville. The price paid is believed to be about $500,000. The recent death of Henry Strater, head of the firm, may delay final settlement for a time.

The Burley Tobacco Society aims to manufacture tobacco and to use all the output of Burley raised in Kentucky. The growers in that region claim that the prices they have been receiving for their tobacco are too low, and that by taking up manufacturing they expect to realize more for their product.

The Strater Brothers' Tobacco Company has been in business, in Louisville, for more than twenty-two years. They have built up a large business on their brands, which will be continued by the Burley Company. It is expected that the Strater plant will be used until the new factory, at Lexington, has been completed.

Southern California Association Prospering

The Southern California Tobacco Men's Association, which was formed several months ago, held a banquet in Brink's cafe, in Los Angeles, on April 19th. The dinner, at which about two hundred tobacco men were present, was voted a huge success.

The Association was formed to get the members of the trade in Southern California in personal touch with each other and from all appearance it will soon be a live, prosperous body.

During the course of the banquet the members were entertained by a number of speakers. Harry Gadekey, president of the Association, made a short opening speech and was later followed by J. R. Blanchard, the oldest cigar and tobacco man on the Pacific Coast.

Late Retail Notes

E. A. Richardson, of Grand Island, Neb., has sold his cigar store located in the Post-Office to Postmaster Deffenbaugh.

Shagrin & Roseman, cigar dealers, of Youngstown, Ohio, have opened a stand in the Wick Building, Youngstown. The locality is an admirable one in the heart of the business section.

M. Glucksman vacated his two stores at 522 Superia avenue, Cleveland, and the corner a few doors east, owing to the tearing down of the buildings to make room for a new structure. He removed part of his stock and fixtures to 609 Superia avenue, N. E., and the rest he distributed among his other stores. He has the cigar privileges of the new building, and will move in there so soon as it is finished, which will be some time in 1913.

Chicago—The Great Central Market

United Opens Two More Stores; Best & Russell Expanding; Grommes & Elson in New Building; Greenbaum Sells Out

From the Western Office of "The Tobacco World"
H. E. Rodenbaugh, Mgr.
118 North LaSalle Street.

CHICAGO, April 27.

ACCORDING to reports, United Cigar Stores Co. will retain their old stand in the Bay State Building, at State and Randolph streets, having bought the lease from H. M. Schermerhorn, Incorporated. The bonus paid Schermerhorn is said to be $6000. The Bay State Building stand is possibly the oldest cigar store in the city, having been used for that purpose for a period of thirty consecutive years, being first opened by Jas. P. Dwyel.

The United had it for a number of years at a rental of $7000 per annum, and this year while dickering with Jones, Linich & Schafer, the new owners of the Bay State Building, for a renewal of the lease for a period of ten years, lost out. H. M. Schermerhorn, Incorporated, quietly leased the site over their heads, paying the $3000 per year additional rental without parley. The United were trying to get it at the former rental or thereabouts. They felt the loss keenly, as it was the first time since their invasion in Chicago that they had lost one of their locations.

The United Cigar Stores Co. just opened two new stands, one in the old Hamilton Club Building, corner of Monroe and Clark streets, where they took a ten-year lease, and the other in the Beachey & Lawlor Building, Washington and Dearborn streets, opposite John J. Dolan's stand.

H. M. Schermerhorn, Incorporated, have rented the corner store of the Stratford Hotel, Michigan and Jackson Boulevards, formerly occupied by Fifield & Stevenson, exclusive haberdashers. The store will be remodeled and fitted up with the latest improved fixtures. This firm also has the privilege of the Stratford Hotel, which stand was formerly run by the hotel company. It will be opened about May 1st.

This same firm has leased the cigar privilege in the New Continental & Commercial National Bank Building. They will retain the cigar privilege in the old bank building under the Edison Company ownership.

John J. Dolan's headquarters for the past twenty years, at Washington and Dearborn streets, is with the rest of the building being remodeled, and the store in the future will be on a level with the street. Heretofore it has been two steps down. During the alteration the store will be closed and Mr. Dolan will make his headquarters in the new Hamilton Club Building, where he just opened a stand. Mr. Dolan has leased the cigar privilege in the new Goodard Building, the erection of which will be started May 1st.

Rutherford B. H. Cooke is putting in a café in the rear of his cigar store, 117 South LaSalle street, and Mr. Cooke has the downtown ticket privilege for the local National League ball team.

Best & Russell Lease Cigar Privilege

The Best & Russell Co. have leased the cigar privilege in the Pullman Building, southwest corner of Michigan Boulevard and Adams street, for a period of five years. They secured this site in view of the fact that the Illinois Central contemplate consolidating their two depots, and the proposed erection of the new Field Museum. It is rumored that the old Montgomery Ward Building will be torn down and an up-to-date hotel erected on that site, which will greatly improve the location.

Simon Lichtenstein, whose headquarters are at 186 North Fifth avenue, will be compelled to give up the store at 230 North Fifth avenue, as L. Jacobs has taken the corner store which is next to his, and rented his store to parties in another business.

The Best & Russell Co. would like to have had this site, but did not want to take it over Lichtenstein's head. He had offered $1200 rental and Jacobs gave $1800.

H. Greenbaum & Son, corner Lake and LaSalle streets, sold out their store to Roseman & Strippelman, who take possession May 1st. The senior member of the firm died about a year ago, and young Mr. Greenbaum is going into some other business.

Evidently the difficulty that Tom Murray and real estate agent Thorp are having in leasing the small Murray corner opposite the United stand at Clark and Madison streets, is not discouraging them in the least, inasmuch as they are now asking $500 per annum more than they did a month ago. It is understood that Best & Russell Co. offered $7000 for the site, but $8000 was then demanded, and a still later inquiry regarding the location revealed the fact that $8500 was the least the agent would consider.

The cigar privileges for the new Mallers Building, Wabash avenue, corner of Madison street, and the New York Life Building, in LaSalle street, have not yet been leased. The space in the latter building is 23½ by 21, and is held at $8500 per annum. The principal objection is that there is no Sunday, holiday or night trade at this point.

At the instigation of a number of far-sighted cigar manufacturers and dealers, Mayor Harrison recently sent out personal letters to the proprietors of all the downtown cigar stores requesting that in those of their stores employing lady clerks, dice shaking for cigars be discontinued. The Mayor also stated that unless his request was complied with, he would be compelled to prohibit dice shaking altogether. The Mayor's suggestion is being carried out. Recently there was a noticeable increase in the number of female clerks who seemed to feel it their duty to encourage dice shaking, and it was feared that complaints would be made which would necessitate discontinuing the practice altogether, and to avoid this it was thought best by some in the trade to discontinue the game where women clerks were employed.

L. H. Work has given up his stand in the Emil Kuehn restaurant, at 186 South Clark street, and Mr. Kuehn will run the cigar business himself in the future.

Albert Breitung has opened up his stand in the new Harris Trust & Savings Building, and H. M. Schermerhorn, Incorporated, in the McCormick Building.

Hannah & Hogg have sold all their saloons with the exception of one in the Adams Express Building, and have also given up their cigar jobbing business. In the future they will confine their efforts to wholesale liquors.

Sam Marco takes possession of the new corner store in the Textile Building, Adams and Fifth avenue, on May 1st. This building was erected by Joe B. Moos.

The Best & Russell Co. recently secured one of the best locations in Chicago, the corner store of the Otis Building, southwest corner of Madison and LaSalle streets, at $10,000 per annum. They take possession May 1st. This firm has also the cigar privilege in the new Rand McNally Building.

Grommes & Elson Occupy New Building

Grommes and Elson, makers of the "Ben Bey" and other well-known cigars, will move from the northwest corner of West South Water street and Franklin street, to their new building at Robey street and Belmont avenue, May 15th. The building will be called the Grommes & Elson Building, and will have a street frontage of 150 feet. The structure is three stories high with a well-lighted basement, 100 by 50 feet square, with a total floor space of 20,000 square feet. They expect to manufacture from 60,000 to 70,000 cigars a day in the new factory. A room will be devoted to a free reading and rest room, another room will be devoted to an employees' dining hall.

The building, without furnishings, cost approximately $40,000, and is thoroughly modern and fireproof. The floors and ceilings are of concrete. There is no plaster work or other decorations of that kind in the building, the outer wall is of red clay brick with an inner wall of white brick with white enameled sides facing inward, and the interior of the building is decorated in white. The proprietors claim there is not a cigar factory in the United States that has a degree of sanitation equal to their new factory. The benches will be whitewashed, and the owners declare strict rules will be made which will require cleanliness of every employee. The factory, when working full capacity, will employ from 350 to 400 people.

"Big Five" Control the Loop

That the rental for cigar stores in the loop is increasing beyond all bounds is the opinion of many manufacturers and dealers in Chicago. With the erection of numerous new office buildings and the general improvement in the business center, rents have increased from fifty to one hundred per cent. As a matter of fact, it is next to impossible for a new man to lease a good site, as the "Big Five," namely, John J. Dolan, The Best & Russell Co., Albert Breitung, H. M. Schermerhorn, Inc., and the United, watch the desirable locations so carefully and lease the stores and building concessions often before they are erected. The contests for these sites are so keen that the winner frequently pays several thousand per year more than the price originally asked by the owner or agent.

Besides the competition among themselves, the dealers are now experiencing the opposition of a number of New York and Eastern firms, who are scouring this city and are bidding against them for choice locations for their hat or shoe stores. Truly Warner, of New York, just bought two leases at Washington and Dearborn streets, which was the site the cigar dealers had had their eyes on a long time.

And not only are the dealers compelled to pay more rent, but their profits for cigarettes and tobaccos—most of which is in the hands of the trust—is considerably less.

Some dealers really believe that the time is not far off when the loop corner sites will be too expensive for the merchandising of cigars, and that they will have to be content with locations in the middle of the block and the second floors of office and bank buildings.

Want Coupon System Abolished

The bill now in Congress for the abolition of coupons or presents given away with cigars, cigarettes, stogies and tobacco, is being commented upon by Chicago dealers considerably. The Traders' Exchange, generally thought to be representing the Tobacco Leaf Merchants' Association, are mailing thousands of letters asking the tobacco merchants of the country to co-operate with the association in abolishing the coupon system. They also request the recipients of the letters to communicate with the representatives of their districts in Congress, asking their support of the bill. In the letter are the names of the members of Congress, copies of the coupon bill, and a suggested form of letter to mail to the Congressmen. Part of the form of letter to be mailed the Congressmen reads as follows: "The undersigned respectfully and earnestly request that you support Senate Bill No. 6103 and House Bill No. 22,766. It is my belief that the coupon now in use was the means of creating the tobacco trust."

Considerable Objection to Cigar Cutters

It seems to be the general desire of the dealers to do away with the cigar cutters, and it is possible that this unnecessary "tool" will be barred by the legislature at the next session. At the last session, when the drinking cup and towel was legislated against, the cutter came up for discussion, but there was not sufficient pressure brought to bear to get it included. Inasmuch as many men wet the end of the cigar before cutting it off, it is considered equally unsanitary as the cup and towel.

I. Cohn, of the Manila Cigar Import Company, speaking of the cigar trade, said: "Tobacco and cigar men have no reason to complain. We imported 2,000,000 Philippine cigars from Manila last week, and already orders for nearly half of them have been received. The domestic and Havana cigars which the Cohn Brothers Company, of which concern I am also a member, carry, are selling very good. I think there is a larger percentage of tobacco smokers who smoke cigars of quality in Chicago than in any other city in the United States. And I have heard the pipe sales are correspondingly low."

H. Cohn and Jarvis Trapp are traveling through Illinois and Wisconsin, and are expected to return to Chicago next week.

According to Manager Hamann, of the Albert Breitung Company, he has received a cablegram from Mr. Breitung, announcing his projected visit to Naples and Monte Carlo. Mr. Breitung left Chicago the early part of March, and is expected to return to this city about the first part of August.

Manager Julius Altman, of the Hannah & Hogg Company, was visited by the stork the middle of April and was presented with a six pound baby boy.

E. P. Spangler has been appointed the Wisconsin field representative of the J. B. Moos Company to succeed Edwin Burkhart.

The offices and salesrooms of the Imperial Pipe Company have been opened at 516 South Halsted street. F. Hitschman, formerly of the Star Pipe Company, has been chosen as manager of the concern in this city.

Frank E. Johnson, vice-president of the American Cigar Company, visited the trade recently.

Strong Competition for Corner Store

There is much competition for the corner store in the new building, southwest corner Monroe and Dearborn streets, which is now in course of construction. It's a daytime store in a very good corner to advertise factory goods. It is rumored Chas. H. Storm, of Storm, Fisher & Co., has the first chance on renting same.

Louis Schrapp, former cigar manager of Sheppard, Strassheim & Co., is now with Chapin & Gore.

Fred C. Bauer, of Best & Russell Co., with headquarters in the Fisher Building, who has charge of their pipe department, states that their pipe business has increased very much over last year's sale.

Fred Streiblein, who travels for Guedalia & Co., of New York, has placed the "La Simpaticia" brand with Rothenberg & Schloss, of Kansas City. Streiblein makes his headquarters in Chicago, and is trying to develop the "El Salero" brand, which is handled by Best & Russell Co.

C. H. Gore, the West Side jobber, filed a petition in bankruptcy last week.

Storm, Fisher & Co., of New York, have placed their all-Havana wrapped 5-cent cigar called "El O'Roy" brand, with Best & Russell Co. As an introductory inducement, the consumer received a $1 fountain pen for the "El O'Roy" bands.

Thos. Slader, the South Ashland avenue jobber, moves from his present quarters on May 1st, one block south on the same street, into a new building which he built himself, as he says, "me own landlord."

Herschman Bros. are jobbing the "Judge Kavanagh" cigar with marked success. The brand is named after one of our able jurists, Judge Marcus Kavanagh, who is very popular with the people, as indicated by the number of votes he received at the last election.

The American Cigar Co. are having bulletins painted advertising the "Permit" 5-cent cigar, which is distributed by J. B. Moos & Co.

Wohl & Comstock, manufacturers of the "Evangeline Cisneros" cigar, at 1507 West Madison street, have taken a 99-year lease on Nos. 1462-66 West Madison street, and on May 1st start the erection of a building to be named after their cigar. Barring strikes, the building will be completed early in the autumn.

Situation in Key West Shows Improvement

E. H. Gato Factory Working Full Force of Employes—Juan Cobo, Leaf Dealer, Moves His Quarters—Fernandez Havana Cigar Company Busy

KEY WEST, FLA., April 24.

DURING the last two weeks a slight improvement has been noted in the cigar situation in Key West and the manufacturers are correspondingly pleased. The increase in the demand for Key West cigars has not been great, but it has been perceptible nevertheless.

Some of the factories are working with the same force which has been maintained for the last several weeks, but others have seated a few men and it is understood that more will be seated in the next few days. As far as could be ascertained, none of the local factories are entirely idle, true, some of them are working with but few men, but they are in operation. None of the factories are making cigars in anticipation of future orders and there is a demand for all that are made at this time. Shipments are going forward on all of the transportation lines.

The imports of tobacco from Cuba are growing larger and it was stated at the custom house that the withdrawals were more promising during the last week than at any other time since the dull times started.

President E. M. Phillips, of the Key West Cigar Factory, who is now in New York in company with Mrs. Phillips, writes that the outlook is very good and he has sent in several very good orders. The factory is one which has felt the depression less than many others and they have maintained a good force throughout. Mr. Phillips will remain in New York for two or three weeks longer and will combine pleasure with business.

Florelle, the infant daughter of Mr. and Mrs. Aurelio Torres, died here last week and Mr. Torres, who is the president of the Principe de Golfo factory, has the sympathy of all of the manufacturers in his bereavement.

Good orders have been received in the last few days by the R. Fernandez Havana Cigar Company, from Mr. Fernandez, who is now in the Middle West.

The Cortez factory is still maintaining the same number of cigarmakers that has been employed for the last several weeks. There is a steady demand for the output of this factory.

The E. H. Gato Cigar Company is still working over 500 men and while they could not state when the number would be increased, it is expected that they will be seating more men in a short time. This firm received 118 bales of tobacco from Cuba on the P. & O. steamship "Mascotte" last night.

Juan Cobo, the well-known leaf dealer, has been forced to move his quarters owing to the fact that he has not had sufficient room in his old location. This is a good indication that business is picking up. Mr. Cobo enjoys a good trade here and has been growing rapidly since he started business.

N. B. RHOADES.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Optimistic Spirit in York District

York, April 26.

A MORE optimistic spirit seems to pervade the tobacco trade in this vicinity. A number of the factories that had been closed down are again running, and others which were working on short time are running with full forces again. Several new factories are to be opened in the near future.

The leaf men, the majority at least, say they are loaded up to the limit of their capacity, although a good deal of the leaf is still in the growers' hands. The 1911 crop, said one man, has been picked over pretty thoroughly and the remainder, which has been estimated at from 10 to 20 per cent. of the new crop, is being bought very slowly.

In Dallastown, Red Lion, Windsor and Hanover, business appears to have improved considerably. The Myers and Adams factory at Dallastown is again running, as is also the C. W. Minnich plant at that place.

The new factory of H. F. Kohler at this place was opened on April 15th with a force of fifty men. Mr. Kohler has disposed of his other factories and will do all his business in the future from the York plant.

The United Cigar Manufacturers' Company, at Columbia, of which Harry O. Kauffman is local manager, has leased additional space in the Columbia Baking and Manufacturing Company's building, and will operate a second factory there, in addition to their other one on Market street.

The D. K. Cigar Company expects to occupy its new factory in Dallastown in a few days. The Gallagher stogie plant at that place was reopened last week after a short shut-down.

Daniel Spangler, the cigar manufacturer, of Red Lion, who had been ill from an attack of quinsy, is reported to be improving.

The Plitt cigar factory appears to be busy and they expect even better things in the near future. The "20th Century" cigar, as usual, is doing very well.

Lancaster Factories all Fairly Busy

Lancaster, April 27.

CONDITIONS seem to be slowly, but surely, improving in this district. The majority of the factories are doing a fair amount of business, but things are far from satisfactory.

The leaf market appears to be quite active. Some of the dealers are enthusiastic over the new crop, the majority of which seems to be of an exceptionally good quality.

John F. Nissly and Company have purchased a large lot of the new crop, which in texture and quality of the leaf appears to be very good. A cigar was rolled in the warehouses in the presence of the writer, and the manner in which it burned and the flavor of the cigar after it was lit, testified to the quality of the tobacco. That particular consignment of tobacco came from the Manheim region.

Wm. Levy, leaf merchant and superintendent of the S. R. Moss cigar factory, intends leaving shortly for an extended trip to Europe. Mr. Levy has been very busy lately and thinks a vacation would do himself a great deal of good.

C. E. Whisler, until recently a member of the firm of the "Our Principle" Cigar Company, 106 East King street, this city, died on Saturday, April 13th, at his residence, from a complication of diseases. Mr. Whisler resigned from the firm a short time ago on account of ill health, and has been quite ill since that time. He was buried on April 17th from the residence of his brother in Hanover. Mr. Whisler's death will be greatly regretted among the tobacco trade, as he was very well known and respected in this section.

Mr. J. W. Brenneman, leaf merchant and member of the "Our Principle" Cigar Company, will move his office to Millersville in a short time, where the "Our Principle" factory is located. Mr. Brenneman is having a residence built in Millersville, to which he will move his family from this city. He is still spending several hours in Lancaster until he occupies his new quarters and closes up his business here.

It is expected that the new Eisenlohr factory at Manheim will be completed in a short time, as the work is being pushed rapidly. The building will be 40 by 125 feet and three stories in height. It is to cost about $17,500.

I. A. Rich, of M. Rosenthal, returned recently from a trip through New England.

D. N. Beit, Max Levy and S. E. Samuels, of the American Tobacco Company, have been working this region on the "Tokio" cigarette.

Charles A. B. Zook, leaf tobacco dealer, purchased the building located at 4 East King street, from Wm. Pirosh, for $70,000. This has been known as the Rhoads Building.

S. R. Moss, of the S. R. Moss Cigar Company, is back again at his desk, after a much-needed vacation at Atlantic City.

R. M. Gravat Company are now in their new home on North Queen street, where they moved a short time ago from York. They have leased a large warehouse in this city.

The Lancaster County Tobacco Growers' Association have been discussing a new plan for disposing of their tobacco. They expect to secure a number of warehouses, well scattered through the tobacco region, where growers can bring their crops for grading and packing.

The idea is to have a committee of local competent men to pass on the leaf. Each planter is to receive from three to six cents on delivery at the warehouse and the balance when the goods are sold from the warehouse. The money to finance the proposition, it is intended, will be secured from trust companies.

The following delegates and alternates have been elected by the Lancaster Leaf Tobacco Board of Trade to the convention of the National Cigar Leaf Tobacco Association, to be held in New York City, on May 13th and 14th: Delegates, H. P. Taylor, J. Goldberg, M. Rosenthal, L. A. Kramer, J. F. Heiland; alternates, Wm. De-Haven, Roy Nissley, Samuel Siesel, B. F. Hoffman, A. H. Sondheimer. A. B. Hess, president; Charles Emory Long, secretary, and I. H. Weaver, director, are delegates *ex-officio*.

Recent visitors noted were the following: M. C. Myers, of E. Spingarn & Co.; Adolph Meyer, of F. Miranda & Co.; A. Hartman, of A. & S. Hartman, of Hartford, Conn., and F. A. Palmer, of the Lovell & Buffington Co.

Reading Manufacturers Complain of Dulness

Reading, April 26.

THE manufacturers are almost all complaining of the dulness. One prominent man, who travels extensively, said he did not think things had been at such a standstill for the last ten years. Others were more optimistic, but admitted there was room for a great deal of improvement.

A force of men has been in this territory recently working the "Tokio" cigarette. The "Fatima" is also being pushed hard in this region.

Harry Mohn, well known in cigar circles in this city, has left for Houston, Texas, where he will open a cigar factory.

Chas. Y. Yetter, of Reading, returned several weeks ago from an extended trip through the Middle West. He placed his cigars with a number of jobbers and stated that conditions were very satisfactory out there. He has just equipped his factory with a battery of five of the latest stemming machines, manufactured by the Universal Tobacco Stripping Company, Newark, N. J., and reports very satisfactory results with them.

Breneiser Sons are doing a good business at their two stores considering the state the trade is in just now. They are doing very well in the jobbing line, particularly on their own brands.

The Spatz factory is doing a good business at present, although the trade in general is dull.

The retail trade appears to be very dull at present, although it is expected to improve as the weather is better.

Manufacture "20th Century" Cigars

The C. H. Plitt Cigar Company of York, Pa., announce that they are the sole owners and makers of the "20th Century" cigar. They had the title registered June 30th, 1893, and they also patented it in the U. S. Patent Office, May 2nd, 1906.

This company recently discovered that another manufacturer was making a cigar under this title, a cigar retailing three-for-five-cents, whereas the "20th Century" is a small, clear Havana filler cigar, retailing at a nickel.

The Plitt Company states that the only genuine "20th Century" cigar is made by them, and every box is stamped with factory No. 1909, 9th District, Pa. Any box not stamped in that manner is an infringement and the manufacturer making the same will be prosecuted.

Pushing the "Old Chatsworth" Cigar

THE recently organized Luxfer Cigar Co., of Hellam, Pa., are pushing a brand of nickel cigars the "Old Chatsworth" which promises to make a big hit among jobbers and distributers.

Special attention has been given to the blending of this cigar to bring it up to a standard that would appeal to the critical smoker of popular-priced cigars. The new management of the Luxfer Co. is making every effort to extend the sale of those goods and reports indicate that "Old Chatsworth" is destined to be a tremendous success.

Retail Briefs

The Men That Blaze the Trail

Earl Damson has purchased the cigar stand in the Woolner Building, Peoria, Ill.

H. E. Wilcox has purchased the "Hageman Havana" cigar store, located at Lorain, Ohio.

J. A. Eberts & Co. have purchased the cigar stock of W. M. Applegate, South Bethlehem, Pa.

J. C. Lesher, of Modesta, Cal., is having his stand overhauled and a number of improvements will be made.

Chauncey Freeman, cigar dealer, of Easton, Pa., has purchased the store of Charles Weidenbach, at 656 Ferry street.

Miss Nora Adams has purchased the cigar stand in the Windle Hotel, Jacksonville, Fla., from E. A. Knight, and will operate the place in the future.

The cigar stand at Smith and High streets, Perth Amboy, N. J., owned by Albert Bollschweiler, has been purchased by Harry Michaels, a Californian.

Harry S. Rotnour is now sole owner of the cigar and newsstand on South Wyman street, Springfield, Ill., having bought out the interest of Lee Morse.

W. W. Foster is the new manager of the Bannigan Cigar Company, 436 Asylum street, Hartford, Conn. The store is now being remodeled and having new fixtures installed.

The "United" has secured a lease of the building at North street and Central avenue, Rochester, and, after alterations are completed, the sixth Rochester store of the concern will be opened.

Ben Drinkwater, of Fifteenth and Welton streets, Denver, is selling out his cigar and tobacco stock at reduced prices, as he must vacate the building. A large office building will be erected there.

E. H. Connell, who has conducted a cigar store at 3 West Milwaukee street, Janesville, Wis., for twelve years, recently sold out to Miller E. Schubert, who formerly owned a billiard hall in that town.

The cigar store of the Aspinwall Cigar Company, at 531 West Broadway, Council Bluffs, Ia., has been closed and the affairs of the firm are in the hands of an attorney. The liabilities will amount to about $3500.

Boneck's cigar store, in the Phelps' Bank Building, Binghamton, N. Y., was opened to the public on Saturday, April 13th. The fittings are of the latest pattern. A feature of the store is a large reading and smoking room.

Little & Co., Troy, recently opened a retail store on River street, of that city, and are carrying a complete line of cigarettes and tobacco, cigars, pipes and novelties. Among the clear Havanas they are carrying are "Mi Rey" and "Ruy Lopez" cigars.

An up-to-date cigar store has been opened at 79 West Park street, Butte, Mont., by J. A. Beer, which will be known as the J. A. Beer Cigar Company. The fixtures are of mahogany and the latest humidor cases have been installed. Mr. Beer for several years has been salesman for the Surbrug Company in Montana and other Coast States.

Robert Hebl had his formal opening at the new store in the Avenue Theater Building, Louisville, recently. The store has been remodeled and completely done over, so that he now has one of the most attractive stands in Louisville. A new feature is a balcony smoking room, which will provide a place to lounge without interfering with other customers. His stock is a comprehensive one.

R. B. Marshall, of Bluffton, Ind., and Fred Ardner, of Fort Wayne, that State, have formed a partnership and will embark in the cigar business at Laporte, Ind. They have rented a three story building. The first floor will be used for the billiard and pool room with a cigar stand. The two upper stories will be used for the manufacture of cigars. They are opening for business about May 1st.

Franks & Randall, who conduct the cigar and tobacco store on West State street, Jacksonville, Ill., have closed a deal whereby they come into possession of the cigar stands at the Pacific and Dunlap hotels. These stands will be operated under their supervision and they will place in charge of them clerks who will take every care to see that those who smoke are served with the same quality of cigars that are sold at their store on West State street.

Breneiser Brothers' Cigar Store at 801 Penn Street, Reading, Pa.

Hopeful Situation Now Confronts Tampa

Manufacturers Subscribe $75,000 Toward Two Club Houses for Cigar Workers—Jose A. Escalante, Well-known Cigar Man, Dies—Trying to Settle Tobacco Appraisment Question

TAMPA, FLA., April 26.

PRACTICAL settlement of municipal political conditions, assurance of protection from irresponsible agitators, better feeling existing between manufacturers and workmen, prospects of an excellent crop of tobacco and gradually brightening trade prospects throughout the country, feature the hopeful situation which confronts Tampa cigar circles at present.

Last Tuesday, the second municipal primary was held, completing the personnel of the new city administration which takes charge in June, and further insuring municipal authority in sympathy with the industry and determined that manufacturers shall not be molested in the operation of their factories by troublemakers and malcontents, ever engaged in stirring peaceful cigarmakers to disturbance.

There is ample evidence of a more cordial feeling between workmen and employers. Manufacturers have, within the past few months, shown their desire to make life in Tampa enjoyable to the cigarmakers by subscribing $75,000 to a building fund for the erection of the two handsome club houses of the Centro Español, one in Ybor City, the other in West Tampa, to which cigar workers are eligible as members and in which they will find the comforts and entertainments afforded by the best and most exclusive clubs of the city. These buildings cost $100,000 each, the cigar manufacturers contributing $75,000 and the remainder being realized from the sale of bonds.

Shipments for the past week totaled 5,535,000 cigars and for the week previous 5,550,000, showing that the factories are working steadily, without unusual increases, it is true, but with a regularity that indicates the stability of the present demand.

Collections at the Tampa custom house for the past week were $39,312.49, an increase of over 50 per cent. over the week preceding.

For the benefit of the sufferers from the Moroccan war, which movement was inaugurated by the Queen of Spain, some of the leading Spanish-American ladies of the city gave a unique entertainment at the Centro Asturiano. The club rooms presented a scene in old Spain, beautiful and distinctly charming. The patronesses who took the lead in arranging the entertainment were Mrs. Joaquin Lopez, Mrs. Celestino Vega, Mrs. Peregrinó Rey, Mrs. Salvador Ybor, Mrs. Haya, Mrs. D. B. McKay, Mrs. V. Martinez Ybor, Mrs. W. D. Davis, Mrs. Maximo Diaz, and Mrs. Salvador Rodriguez. A great many Americans attended and the ladies realized a large sum for the benefit of the sufferers.

José A. Escalante, formerly one of the best-known cigar manufacturers of the city, died a few days ago at his home in this city. He had been a resident of Tampa fifteen years and leaves a widow, daughter and son. Mr. Escalante had been ill only two days, a victim of brain fever, which is believed to have been partly brought on by business cares and continued illness in his family. The funeral was held from the Sacred Heart Catholic Church and the interment was in Woodlawn cemetery.

Alejandrino Nistal, former Spanish Consul, has returned to the city after a prolonged absence in Spain, much improved in health and prepared to resume active business.

The Lozano factory is working a full force, having recently received some gratifyingly large orders.

The Cigar Manufacturers' Association has determined the vexed tobacco appraisement question by deciding, whenever there is a protest on an appraisement, to ask the Government to send an appraiser to this city to hear the appeal, thus avoiding the necessity of sending the tobacco to New York, which practice has been found very expensive. It is not known if the authorities will grant this request, but it will be urged by the manufacturers in the interest of justice and fair play.

Harry Culbreath has returned home from the Pacific Coast, where he secured some valuable business for V. Guerra Diaz & Co. Mr. Culbreath has now developed into a full-fledged politician, incident to the candidacy of his father for Clerk of the Circuit Court, and his presence here at this time is in order that he may assist his father in the race for this office.

Manuel Lopez, Jr., has returned from a trip over the Southern territory where he met personally the many dealers who have been patronizing his house.

Mr. and Mrs. José Lovera have left for Hot Springs, Ark., where they will spend a month. They will then return to Tampa and make a trip to Cuba.

A. L. Sylvester, general manager of the Havana-American Company, spent a week in Tampa, accompanied by W. O. Griffin, assistant auditor for the company. They were here in connection with the change which has taken place in the management of the local factory, H. E. Mahoney succeeding J. J. French. Messrs. Sylvester and Griffin went to Havana from this city and spent several days there.

Edgar Stachelberg is spending a few weeks in New York, taking in the latest prodnctions in the theatrical world, and, incidentally, attending to the affairs of his firm in that city.

A. A. Martinez, of the famous "La Norma" factory, is visiting Cuba, making an inspection of the crop and arranging for his supply of leaf.

Celestino Vega has been devoting much of his time to the plans for the new Centro Español club houses, being the president of the local branch of that great organization. Mr. Vega, however, has not neglected the affairs of his factory and reports a fine lot of orders which keep his force busy.

Chief political interest here at present centers in the race for Representative in Congress from this district, to be decided in the Democratic primaries of next Tuesday, April 30. Representative Sparkman, who occupies the important position of chairman of the Rivers and Harbors Committee of the House, is opposed by Herbert S. Phillips, State Attorney, who is making the campaign on a progressive platform. Colonel Sparkman has always been a friend of the cigar manufacturing interests at Washington and the local manufacturers are doing all in their power for his re-election.

PERFECTO.

Atlanta Trade Shows Encouraging Activity

"Henry The Fourth" Cigars in Brisk Demand—What the Leading Houses are Featuring

Atlanta, April 24.

YOUR correspondent, calling on the local cigar trade, finds a very brisk business. Jobbers and retailers alike report an increased activity for their lines and predict a fine business.

The old, established house of Thos. H. Pitts Co., report a very unusual run on their "Henry the Fourth" brand from the Bustillo Bros. factory of Tampa. This brand has been featured by Mr. Pitts for a number of years and has grown with surprising rapidity. "Mi Reys," " Charles the Great," "El Briche" and other well-known clear Havana brands have great prominence at this house. "Norma Martinez" smokers continue to please the trade.

J. H. Hirsch tells me that his "C. H. S." (Val M. Antuono) business multiplies each year. His yearly consumption of this brand of Tampa nickel cigars is considerably over the million mark, and every representative Atlanta cigar store has them in stock. Mr. Patterson, representing the C. H. S. factory, has just returned to town after a very successful trip through his territory.

Brown & Allen, who conduct a big retail business across the viaduct on Whitehall street, say that their "Cuesta-Rey" trade was never better. Mr. Brown claims that a better value than Flor de Cuesta-Rey & Co. "Diplomaticos," retailing for ten cents, is not made anywhere.

Tumlin Bros. Co., are literally hauling in the dimes at their busy stand in the Elkin Drug Co. store. This is one of the four "busy corners" of Atlanta, and high-grade cigars are continually in demand. José Vila sizes of Berriman Bros'. "Blue Ribbon" factory are strongly featured.

De-Lameter-Lawrence Drug Co. have one of the busiest retail and box-trade locations in the city. Situated, as they are, in the first floor of the Equitable Office Building, they cater to the most discriminating class of smokers. "Cuesta-Reys," "Cortez," "Solace" and several other high-grade clear Havanas are featured. This firm have recently added the line of cigars made by the "Druggists' Cigar Factory," at Tampa, and propose to put a very strong effort behind the "Flor de Tampa-Cuba" brand particularly.

Matthew W. Berriman, senior partner of Berriman Bros., Tampa, is in town for a few days in conference with his local selling representative, Mr. Patterson. Mr. Berriman reports a very active business at his Tampa headquarters.

Thomas Connor, representing F. Garcia & Bros., Tampa and New York, is calling upon the local trade. "Tom" has some good accounts here, and reports that "F. Garcia" are growing in popularity each year.

During the week, A. M. Goehring, travelling for the Tampa-Cuba Cigar Co., of Tampa, has been visiting the Atlanta retail drug trade with marked success. Mr. Goehring states to your representative that his co-operative cigar factory, at Tampa, although only permanently organized in September, 1911, has accounts in forty-six States of the Union, and his company's products are making good wherever placed. E. Berger, president of the Florida Board of Pharmacy, is secretary of this flourishing factory and Don Emilio Pons, a veteran of Tampa's clear Havana industry, treasurer. Harry B. Guilford, ex-president of the National Association of Retail Druggists, residing in Rochester, N. Y., is president.

Good weather prevails locally, and the outlook for a brisk summer trade is favorable.

AMIGO.

San Francisco Trade at Height of Season

S. Bachman & Co. to Distribute Two New Lines—A. L. Hall Opens Fine Retail Stand—Several Changes in Oakland

San Francisco, April 20.

THE California cigar business is now about at its height for the season, as men have not yet commenced to leave the city for long vacations, and local stands are still well patronized, while retailers through the country are buying more freely in anticipation of the usual large demand when the fruit and outing season opens. The outside people, whether in the fruit country, lumbering towns, or summer resorts, always use a lot of goods during the summer, but after the middle of May, when the hot weather commences, they buy in very small lots to avoid the drying out of the goods. To increase the general activity, many retailers are finding new openings in the smaller towns, and the majority of stores opened in such places have very good prospects for success. The retail business in some parts of the country was slightly upset by local option elections, which will compel a good many saloons which have handled cigars to close. Many such places, however, will be converted into cigar and soft-drink houses, while the cigar trade of others will fall to the regular cigar dealers, the only effect on the jobbers being a temporary rush in the bookkeeping department.

S. Bachman & Co., the large local wholesalers, have just acquired two new distributing agencies for New York lines: one a 5-cent line made by Rosenthal Bros., the other a clear Havana made by J. Sirod & Co.

H. L. Judell, agent for the "Elisardo" and several other lines, is now in Fresno looking after a big meeting of the California Commercial Travelers' Organization, of which he is a leading member.

C. J. Michaels, an Eastern man, is now in charge of the cigarette department of the Tobacco Company of California. A new salesman for this firm is B. Spencer, formerly with W. I. Pixley.

Geo. Byrne, representing W. I. Pixley, is now calling on the trade in Portland, Ore. Mr. Pixley, who is now handling quite a lot of lines of pipe tobacco, cheroots, etc., has further rounded out his agencies by taking up the I. B. Krinsky line of cigarettes, made in New York.

The "La Sinceridad cigar," which had a large vogue in this city a few years ago, but has had no effective distribution for some time past, has been taken up by the wholesale grocery firm of Haas Bros., who are arranging for an energetic campaign among the retailers.

F. A. Torre, of the Sanchez & Haya firm, was a recent visitor to the Coast trade.

Sello Blumenthal, long prominent in the sales force of M. A. Gunst & Co., is now sales manager of the outside wholesale business in California, having as his personal territory the principal towns of the interior. H. W. Frey has been transferred from the Nevada and Sacramento Valley district to the Bay country, his former territory being taken by W. S. Crane. H. Walters will make the San Joaquin Valley run.

Several changes are reported in Oakland, where M. A. Gunst & Co. have left their stand at Broadway and Fourteenth street, which will be occupied by the United Cigar Stores Company, and have bought out the "City of Havana," at Broadway and Twelfth street, from B. Bercovich. Both of these corners are among the busiest in Oakland.

W. J. Epes, Coast manager of the plug tobacco end of the Liggett & Myers business, has just returned from a flying trip East, where he went on account of his mother's illness.

Dave Erderich, representing Sam I. Davis & Co., returned the first of the week from a trip through the North Coast States.

Arnold Pollak, the local cigar broker, is back at work after a few weeks' vacation in the country.

F. C. Dana, representing the J. M. Martinez Company of Tampa, was a recent visitor to the local trade.

Ted Cohn, California representative of the American West Indies Sales Company, will leave next week for Los Angeles, where he expects to meet Morris J. Levi, head of his firm. Mr. Levi expects to make a complete tour of the entire Coast territory.

A. L. Hall has just opened a fine retail stand at 490 Sutter street, this city.

J. Gerdts, of Frankel Gerdts & Co., local cigar manufacturers, is attending the grand convention of Knights Templar at San Diego, and will incidently call on members of the Southern trade.

Philip Verplanck, of the Tampa firm of Philip Verplanck & Co., is visiting the San Francisco trade this week.

M. Dench, a prominent country retailer, has purchased an interest in a local stand on Fillmore street.

Ed McIntosh, a cigar dealer of Northern California, came in this week to buy an automobile.

L. J. McKinnon, representing E. P. Cordero & Co., of New York, arrived in San Francisco a few days ago.

Conrad & Dresbach have bought out a cigar stand at 230 Market street.

Two new firms have been organized at Seattle, Wash.: the J. R. Smith Cigar Company, with a capital stock of $25,000, by O. M. Oslen, J. R. Smith and E. L. Skeel; and the Spring Cigar Company, with a capital stock of $50,000, by S. G. Spring, J. C. Bridgman, et al.

INCORPORATIONS

J. R. Smith Cigar Company, Seattle, Wash. Capital stock, $25,000. Incorporators: O. M. Olsen, J. R. Smith and E. L. Skeel.

Tariffville Tobacco Corporation, Simsbury, Conn. Capital stock, $50,000. Incorporators: William M. Ketchim, of Simsbury; William T. Hague, of New York and Stanley W. Edwards, of Granby.

Hanover Cigar Company, Boston, Mass. Capital stock, $5,000. Incorporators: Frank Keezer, John G. Reidt, Dominick Valcanick.

Ripley Loose Leaf Warehouse Company, Ripley, O. Capital stock, $25,000. Organized by L. W. Williams.

L. W. Keyer Cigar Box Company, Dayton. $35,000. Louis W. Keyer, Jr.

Tobacco Company of San Francisco, Cal. Capital stock, $25,000. Directors: W. R. Hyneman, L. S. Greenebaum, Margaret Rattigan.

The Beckwith Cigar Co., Unionville, O., has been chartered for the purpose of manufacturing cigars and tobacco, by J. C. Goddard, J. C. Philips, P. L. Goddard, M. E. Wheelock, R. Olds and E. F. Gaze. The capital is $10,000.

Schirmeyer Bros. Company, Fort Wayne, Ind. Capital stock, $5000. Louis, Oscar W., Caroline, Leo G. and Louis C. Schirmeyer.

The Red Dragon Cigar Co., Haverhill, Mass. Capital, $10,000. Treffle J. Robitaille, Fred W. Burrill, Mary Robitaille, Lewis R. Hovey, Arthur L. Nason.

The Warren County Leaf Tobacco Co., Carlisle, O. Capital, $10,000. Ben Morgan.

A. B. Smith & Co., organized in Thomaston, Me. Authorized capital stock, $400,000. To manufacture cigars and do a wholesale tobacco business. Albertis B. Smith, Winchester, Mass., is president.

The George B. Scrambling Company, Cleveland, O. George B. Scrambling and others. Capital, $35,000.

Imperial Tobacco Co. Increases Capital

The Imperial Tobacco Company, of Canada, is increasing its capital to no less than $30,000,000.

It will issue 6,000,000 common shares of $5 each, and 1,999,995 preferred shares.

Mr. Mortimer B. Davis, the president, stated that the company was under the necessity of procuring additional capital to take care of its increased business, which was due to the general prosperity of the country.

In all probability the additional capital will be taken on a pro rata basis by the present shareholders.

For some years the 6 p. c. preference shares have been quoted on the London and Bristol Stock Exchanges at a high premium. These shares are very largely and widely held in England, at the present moment the shareholders numbering over two thousand.

St. Paul Retailer Fails

Harry Horwitz, who has been running a cigar store and billiard room at 389 Robert street, St. Paul, Minn., has filed a voluntary petition in bankruptcy. He puts his liabilities at $5,309.13 and his assets at $1,103.36. With the exception of the Brunswick-Balke-Collender Co., of Minneapolis, who have a chattel mortgage on the billiard tables for $3700, the creditors are all wholesale cigar dealers.

To Represent V. Guerra, Diaz & Co.

Harry Robare, who has been connected with the Niles & Moser Cigar Co., in Denver, for a number of years as salesman, has resigned and will accept a position with V. Guerra, Diaz & Co., of Tampa, to act as their representative on the Pacific Coast.

The Cuban Market

From Our Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, April 23.

SINCE the last report the dry weather has continued and has played havoc with the vegueros and our leaf dealers, as virtually operations in the country have come to a standstill, the new tobacco being in such a dry condition that it could not be touched without crumbling to pieces. Apparently there is no hope of seeing any changes in our temperature this month, and how soon the rainy season might set in next month is also uncertain, therefore we will have to have patience and not look for any receipts of new tobacco of any amount until the month of June.

Of course, the growing season has come to an end with this month, as the drought in combination with the terrific heat that has been experienced all over our island has virtually stopped the growth of the few remaining plants in the fields.

The small lots of new Vuelta Abajo and Partido which have arrived, and which were all more or less precipitated, or consisted of the very early temprano part of the crop that had withstood the destructive November rainstorms, give no true indication of the bulk of this year's crop, although the leaf was in instances quite fair and fit to be used in a short time.

The receipts from the Santa Clara province have been more numerous, but were almost exclusively of a very light nature, consisting of the temprano growth, which had suffered less from rains and therefore has proved acceptable for the German market, as well as being suitable for the American clear Havana cigar manufacturers, who are making cheap five cent cigars. As the prices opened high our packers may have escaped to pocket any loss on their first ventures, but the riddle how to proceed in the future; that is to say, what figures might be safely paid to the vegueros, in order to have a living margin to make an escogida, has not been solved yet. The farmers' views are still way above those of our packers, and as the crop is at all events larger in quantity than it has ever been before, and with only a proportionate smaller amount of a medium heavy quality, fit for the American market (to make mixed cigars), there is a momentary standstill in making operations in the country. If the buyers only continue their present policy to make no offers, the time is bound to come when either the vegueros come down from their present pretentions, or that they will commence to make their own packings, as soon as the rainy season begins, to be able to manipulate the dry tobacco upon a larger scale.

Our leaf market during the first half of this month has been more active than was expected, as the three American leaf dealers from New York and Chicago showed a fair disposition to increase their stocks of heavy-bodied tobacco of last year's crop by making additional purchases of same. Our principal shipper to South America also continued to operate upon a moderate scale, while the German exporters did their share in taking hold of the new Remedios leaf as soon as the bales arrived from the country. Our local cigarette manufacturers invested in old Vuelta Abajo colas, and the cigar manufacturers appeared fairly disposed to buy up a few small new lots of Vuelta Abajo that arrived, in order to make some trials with the leaf to find out the quality of their future blends. As far as prices were concerned the same had ruled quite strong on last year's crop, while on the other hand the figures for the 1912 leaf are a good bit below those of the previous year.

Sales for April 1st to April 13th, inclusive, amounted to 3,843 bales, or, divided, consisted of Vuelta Abajo, 915, and Remedios, 2,928 bales.

Buyers were: Americans, 1,518; exporters to Germany, 739; shippers to South America, 635, and our local cigar and cigarette manufacturers, 951 bales.

Exports of leaf tobacco from the port of Havana for fortnight ending April 13th were: To all ports of the United States, 6,331; to Europe, 422; to Buenos Ayres and Montevideo, 219; thus making a total of 6,972 bales.

Receipts of Tobacco From the Country Were:

For fortnight ending April 13th, 1912.		Since January 1st, 1912.	
Vuelta Abajo	232 bales		3532 bales
Semi Vuelta	92		244
Partido	53		91
Remedios	1749		4139
Mayari	1		971
Total	2127 bales	Total	8977 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals:

From Tampa: José Escalante (José Escalante & Co.); José Pando (Garcia & Pando); Gus. Martinez (J. M. Martinez & Co); Victoriano Vildistegui, Pedro, Pedro Lopez (Pedro Milia), and Rodrigo Santos.

From New York: Aleck Goldschmidt (A. Blümlein & Co.).

Returned:

Max Stern (Sylvester & Stern); Eugenio Lopez (Rodriguez, Menendez & Co.); H. H. Strater and Francisco Arango, resident manager of the Henry Clay & Bock & Co., Ltd.

There also arrived upon April 22nd, G. A. Jonas, manager of Kronheimer, Ltd., of Melbourne, Australia.

Departures:

To New York: Fritz Lederer, Felipe Rodriguez, Mark A. Pollack, Leslie Pantin, and Aleck Goldsmith.

To Chicago: August Kuttnauer.

To London: Robert Middlemas.

To Buenos Ayres: Diego Montero.

To Tampa: José Escalante, José Pando, and Rodrigo Santos.

Cigars.

Contrary to all expectations when the figures of the second half of March were published, by our custom house authorities, the exports showed a decided poorer condition than had been looked for, as can be seen by the following statement, viz.:

Exports from March 16th to March 31st, 1911,	11,229,314	cigars
Exports from March 16th to March 31st, 1912,	7,005,470	do
Decrease in 1912,	4,223,844	cigars

This shows indeed a deplorable state of our cigar industry, as the total decrease during the first three months of this, compared with last year, make the shrinkage in our export amount to 5,517,400 cigars. Our two principal customers, England and the United States, have imported almost five million cigars less from us during the first three months, while Germany has taken about half a million less. The losses to other countries were made up by increases in our exports to France and Canada.

Well, it is no use to cry over spilled milk, and the only consolation is, that we may make up this present deficiency through heavier shipments, as soon as the new crop cigars will come upon the market, and through their excellent taste result in increased orders. It will be, however, August, or at best July, before we can expect to see the turn of the tide this year.

There is only one drawback about the 1912 crop, and this will consist of poor colors of the wrappers. Nature has not seen fit to grant us this additional boon, therefore we will have to make the best of it under the given circumstances, and go to work in initiating an educational campaign from our side with the importers, leaving the further task of explaining matters verbally to the retailers to the former, while the latter will have to enlighten the smokers, that still cling to the fad of thinking, that only light colored cigars are mild. Owing to the preponderance of all kinds of spots on the wrapper leaves of light colors, it will be perhaps impossible to find any uniform clean colors this year, excepting in the darker shades, but as the quality of the crop is of a mild nature throughout the Vuelta Abajo, the dark colored cigars will be as mild as in former years the real, natural, light leaf was.

The question for the smoker in future will be, either to be satisfied with the spotted light wrapper cigars, or to switch off to darker colored ones. As the spots do not affect the quality or burn, it really does not make any difference, excepting that it might offend the eyesight, which had been accustomed to uniformly brilliant colors, but as we do not smoke with our eyes, and it is the palate that gives us the pleasure, it seems absurd to lay much stress upon the appearance of a cigar, when it has a fine taste and a high aroma.

H. Upmann & Co. report, that they have good orders on hand, and that their factory is working with good forces.

Romeo y Julieta is also doing a good enough business, considering that this is the dullest season of the year. Don Pepin Rodriguez has taken passage by the French liner (from here) "Espagne," which will leave on the 28th inst., for Spanish and French ports, in order to see the European customers of Romeo y Julieta, as well as taking a rest during the summer months.

Partagas reports no change in its previously stated activity.

Sol is receiving orders all the time from various countries, and Behrens & Co. are more than satisfied with the present state of affairs.

Castañeda is considerably ahead in its output, as compared with last year, and while Messrs Cardenas & Co. admit, that they could do more, they are willing to bide their time, as Rome was not built in one day.

La Diligencia had little of any special interest to say, except that business is picking up gradually.

The Elite Factory is now in charge of Don Pancho Herrero, since the departure of Don Felipe Rodriguez, and is as busy as ever.

Eden is getting its full share of the business that is to be had at the moment.

Mr. Francis A. Wilson, deputy chairman of the Henry Clay & Bock & Co., Ltd., left by the "S/S Havana," for New York, after having had a strenuous time in attending to the numerous visitors this past winter and spring. He will now be in full charge of all the sales of the diverse brands of the Henry Clay & Bock & Co., Ltd., throughout the United States, and with headquarters at 111 Fifth avenue, New York. Don Francisco Arango, the resident manager of the Henry Clay & Bock & Co., Ltd., returned from his short trip to Tampa, and is now on deck again at Zulueta 10. The principal factories are working with the same force as ever.

Buying, Selling and Other Notes of Interest.

Mr. Max Stern, who returned here last Wednesday, April 17th, by the "S/S Havana," accompanied by Mrs. Stern, from their four months' sojourn in Europe, narrowly escaped being caught in the Titanic disaster, as they had intended to return by her, but fortunately changed their plans by leaving one week earlier. The friends of Don Maximo will be glad to learn, that he is enjoying his former good health again.

That Mr. Allie L. Sylvester never likes to lose a day, if he can possibly help it, has served him well this time, as otherwise he might have been one of the victims of the ill fated Titanic. He had made his plans to leave by her, but as fortunately there was no need of his staying any longer at Amsterdam, attending the inscriptions, he took passage by the Dutch S/S Rotterdam instead, thus arriving safely three days earlier in New York, than the Titanic could have reached there, if nothing should have happened. He must have left today by the Pennsylvania Railroad in order to arrive here on the 25th inst.

S. Ruppin was quite a heavy buyer again upon his second trip this year, as his purchases summed up 800 bales of leaf, the best of old, heavy quality goods he could find in our market.

Herrera, Calmet & Co., closed out their holdings of old Remedios, 630 bales, and for which they obtained full prices.

Sylvester & Stern were buyers of 650 bales of leaf for their customers.

August Kuttnauer also invested in some old, heavy quality goods for the sterling house of Rothschild, Sons & Co., of Chicago, amounting to 400 bales.

A Spanish house, that particularly requested not to have its name published, sold 700 bales of old Vuelta Abajo to their customers.

Menendez & Co. sold 300 bales of new Remedios during the past fortnight.

Diego Montero was a big buyer again during the past two weeks, picking up 600 bales of old, heavy Remedios and Vuelta Abajo for his South American customers.

José C. Puente turned over 282 bales of old and new Remedios.

H. Upmann & Co. purchased 300 bales during the first half of this month for export to Germany.

Sobrinos de A. Gonzalez were sellers of 270 bales of leaf.

Aleck Goldschmidt invested to the extent of 250 bales of heavy quality goods in our market, in order to be able to tide over some of the customers of his firm of A. Blümlein & Co.

Miguel Gutierrez disposed of 250 bales of old Remedios.

Adolfo Möller bought 200 bales of new Remedios for German account.

I. Kaffenburgh & Sons sold 248 bales of new Remedios to their customers.

J. F. Berndes & Co. purchased likewise 200 bales of new Remedios.

Mr. Leslie Pantin left with his family, on the 16th inst., via Key West, for New York, and might go later on to Europe eventually, as this is his annual vacation trip, after having worked so hard with his customers last winter.

Mr. Mark A. Pollack had previously sailed on the 13th inst., per S/S Saratoga with his family, but this time it is no pleasure trip for him, as unfortunately his youngest son was suffering from a sickness, that the doctors here could not cure, and therefore he wished to consult a specialist in New York. We sincerely hope that he may be successful in finding the right physician, who can restore his loved child to perfect health again.

Don Antonio Calzada is a very busy man, as without a previous appointment it is hard to find him in his office, but we learned, that he had done some business, although we could not get the exact particulars in time for this mail.

Principal shippers from the port of Havana, during the fortnight ending April 13th were: Leslie Pantin, 987; Sylvester & Stern, 924; J. Bernheim & Sons, 855; Ernest Ellinger & Co., 563; I. Kaffenburgh & Sons, 473; M. Suarez, 285; Monroe Commercial Co., 260, and Diego Montero, 231 bales.

ORETANIV.

Foreign Tobacco Notes

England.

THE ruling prices for tobacco leaf practically constitute a record for dearness, and, notwithstanding the temptation which they would seem to hold out to growers to increase their acreage, there is very little prospect of expansion of production. This is attributable to the increased cost of production, and particularly of labor. In the United States the increase in this respect has been very substantial. For several years past cotton has been offering superior inducements to the grower, with the result that considerable areas previously devoted to tobacco are now planted with cotton.

Last year's severe drought, which was practically world wide, had an inimical effect on the supply as well as the quality, while the consumption continues to increase in practically every quarter of the globe. Even in England there are signs of a recovery from the effects of the increase in the duty of 8d (16 cents) per pound in 1909. In 1911 the consumption of unmanufactured tobacco was 101,110,000, as compared with 96,184,000 pounds in 1910 and 94,557,000 pounds in 1909. The current year has not made such a promising start, as the consumption of unmanufactured tobacco in January was 7,933,000 pounds, a decrease of 480,000 pounds from the same period in 1911.

The annual report of the Imperial Tobacco Co., recently issued, would appear to afford conclusive evidence of a strong recovery in the consumption, but possibly the success of that great combine has been attained at least partly at the expense of its smaller competitors. At any rate, during the past two years no fewer than 43 tobacco manufacturers have disappeared from the trade, and in well-informed quarters it is believed that this process of elimination is not yet at an end.—*London Financial Times.*

France.

AS the sale of tobacco and its products is a Government monopoly in France, permission must be obtained from the director general of State manufactures for the introduction of foreign cigarettes for public sale in that country. Two models of cigarettes and two packages of each model must be presented by each maker desiring admission. The applicant must agree to furnish to the regie (the Government monopoly) specified quantities of cigarettes annually, state the price and give a description of each model of cigarette, the style of packing, number of cigarettes in a package, etc., and submit samples. The retail selling price is calculated on the basis of the weight and wholesale price of the cigarettes by a formula established by the Government regulations. All cigarettes containing substances detrimental to the public health and all those whose packing does not conform to certain rules are refused admission.

After being admitted, each manufacturer is required to deposit a guarantee fund of 20,000 francs ($3,860) in currency or Government bonds, which sum is returned at the end of three years or whenever the profits of the brand exceed triple the annual minimum exacted by the State, unless the brand is suppressed within that time, when the guaranty is retained by the State. Upon receiving an order from the regie, the manufacturer is required to ship the goods promptly, freight prepaid, to the Manufacture des Tabacs de Paris-Reuilly, where they are stored at the manufacturer's risk until verified and accepted by the regie. In case the sale of the various types of a certain brand fail to return an annual profit of 40,000 francs ($7,720) to the regie during the first three years of sale, the brand is suppressed.

In October, 1911, the administration of the State manufactory was authorized to negotiate contracts for the trial introduction of self-lighting cigarettes, subject to indorsement by the public-health officers. Up to March 15, 1912, no foreign manufacturers of such cigarettes had availed themselves of the new regulation.—*From Consul-General Frank H. Mason, Paris.*

India.

ONE of the most marked successes of the Agricultural Department has been its recent tobacco experiments, both in culture and in manufacture, which have given noteworthy results. The prices realized for the first year's crop, $20 for Sumatra variety, have been quite eclipsed by last year's result, viz., $40 per maund (82 2/7 pounds) for the same variety. The crop was some 1,476 pounds per acre and the cost of production was low, leaving a substantial profit on cultivation and curing.—*From Consul-General William H. Michael, Calcutta.*

LEAF TOBACCO MARKET

Sales Running Along Smoothly in New York City---Little Buying in New Pennsylvania New Crop---Majority of Connecticut Warehouses Closed for Season

NEW YORK.

NEW YORK CITY.

CONSIDERING the lassitude in the cigar manufacturing trade at this time, the local leaf market is doing a fair volume of business. It does not appear to have felt the severity of the reduced cigar output very much, and sales are running along smoothly.

All dealers are unanimous in the opinion that the high price of all types of leaf accounts in part for the quietness. The transactions in the New England leaf show a fair demand, both in prime and shade-grown tobacco, and it has been predicted that before very long it will be hard to secure.

Although all agree on the general excellence of the new Sumatra, dealers have not sold it very largely as yet. The buying has been in limited quantities. Much is expected of the new Havana crop, for the earlier reports are being confirmed and the dealers feel sure they will have no trouble in securing a good amount and also a tobacco of excellent quality.

Very little improvement has been shown in the cigar market during the last two weeks. The demand for nickel brands is fair, as is the trade on seed lines. The showing on clear Havana cigars is about the same as at this time last year, making a fairly good showing. The new spring offerings are of a less number than last year, attributed to the caution usually shown in a presidential year. Box manufacturers and lithographic houses are doing a fair amount of business, but are far from satisfied.

PENNSYLVANIA.

PHILADELPHIA.

THERE has been very little change in the local leaf tobacco market within the last fortnight. Many of the dealers are pretty well stocked up in the 1911 Pennsylvania crop and the majority are enthusiastic over the quality of the leaf.

Binder, it has been stated, is extremely scarce and dealers are looking ahead to the Pennsylvania crop for new good binders. A number of the larger houses have representatives in Amsterdam attending the Sumatra inscriptions, who are buying largely of that tobacco, although they all consider the price far too high.

The manufacturers in this vicinity appear to be very wary about investing much money in leaf tobacco at this time, and as a result the market is quiet. This has been accounted for by the fact that they consider the leaf too high in price at this time and are waiting for a drop in prices. The dullness has also been attributed to the general condition of the trade here. The manufacturers with a large Middle Western trade are the heaviest purchasers just now.

Nevertheless, the leaf dealers are all expecting their usual business and are not complaining. They have the stock and, as usual, will easily dispose of it, if not at this time, at a later date.

LANCASTER.

THERE has been very little buying in the new crop during the past two weeks. It has been estimated that from ten to fifteen per cent. still remains in the growers' hands. The leaf dealers claim that some of the planters have demanded too much for their tobacco, and especially so in view of the present state of the trade. In consequence some of them are having difficulty in disposing of it at this date. There are some districts in this locality where much of the new crop remains unsold.

While undoubtedly much of this balance contains tobacco of a good quality, it is certain that quite a bit of it is of an inferior grade, and some which has been carefully inspected and not been purchased. The remainder will possibly bring not more than seven or eight cents.

The wet weather has considerably hampered growers in preparing their fields and this work has been progressing slowly. Judging the acreage for 1912 by the number of seed beds, it will be at least as large as last year, perhaps larger.

The leaf market continues dull, in sympathy with the manufacturing trade. The 1910 tobacco has been bringing from 16 to 19 cents, and the 1909 goods from 14 to 17 cents. There appears to be considerable 1909 goods in the local warehouses.

CONNECTICUT.

SUFFIELD.

THE majority of the warehouses at this point have closed for the season. Several are still sorting some shade-grown tobacco. All the tobacco men pronounce it one of the most successful seasons they have ever had. Throughout the winter all the packing houses have been busy handling the 1911 crop of shade-grown Havana seed and the broadleaf variety, which has necessitated the hiring of much outside help.

The American Cigar Company, of which Matthew Leahy is the local representative, was the largest buyer of tobacco in this section. They bought early and secured the best tobacco in town, taking the prime tobacco first.

The farmers have had seed sprouting in pans indoors, and as the weather permits, are transferring it to the beds. Many of the growers have sterilized their beds, a method used by the larger planters. This system was first introduced some years ago and is becoming quite prevalent It heats the beds, a process which tends to develop the plants rapidly.

The Bissel-Graves syndicate, in West Suffield, will increase its acreage about 20 acres, using in the neighborhood of 190 acres this year. Many growers, just as this syndicate is doing, are expecting to raise more primed tobacco, as the prices received for this year's crop encouraged many of them to adopt this method of harvesting, rather than the old way of spearing the stalk, and then stripping the leaves from the stalk later in the fall.

WISCONSIN.

EDGERTON.

FARMERS and dealers in this vicinity have been greatly inconvenienced by the lack of casing weather. It has been comparatively dry for over four months, and as a result much of last season's crop is still hanging in the sheds. Farmers are feeling uneasy, for the work of preparing for the new crop is now at hand and when good casing weather is at hand they may have little time to spend on preparing the tobacco for market.

There is very little doing in buying on an export basis, though there is more of the new crop unsold than was at first expected. A number of the warehouses, which were early purchasers, have closed, while the remainder are well along in their work.

The majority of the sales in old leaf are of a limited quantity, usually of a nature to meet the immediate needs of the manufacturers. With the arrival of warmer weather the growers are busy hauling fertilizer and preparing their fields for the new crop. The beds have all been sown.

KENTUCKY.

LEXINGTON.

ACCORDING to all appearances, the largest crop of Burley tobacco ever handled in Central Kentucky will be set out this year. Reports from the country are that plant beds are to be seen on every side, and indications all point to an immense acreage.

The farmers of Central Kentucky have grown to depend chiefly upon their tobacco crop for annual profits on their farms, and the high prices received this year have given a boom to Burley tobacco raising which it has not had before in many years. Many of the farmers attribute the good prices received to the dissolution of the American Tobacco Company.

The Burley Tobacco Society's ten-year pool, under which forty or fifty million pounds will be annually manufactured by the Society, and this amount, therefore, to be kept out of the leaf market, will undoubtedly help a great deal.

OHIO.

CINCINNATI.

THE offerings in the local Burley market have been considerably less the past two weeks than for some time. Most of the tobacco was of a low grade and ruled at the same prices as have been prevailing.

The Burley Tobacco Society has announced that it would start to dispose of its pooled holdings on May 1st. This news has been received with considerable interest by local buyers. It was stated that all tobacco in storage here would be offered, and should the prices secured warrant the Society in so doing, more tobacco will be shipped to the local breaks from other points to be disposed of.

Raising Tobacco in Canada

Canada is now raising a great deal of tobacco. The improvement of the quality may be imagined when it is stated that some fifteen years ago samples of the tobacco then grown by the Quebec farmer for his own use, upon being submitted to several of the leading tobacco manufacturers in England was pronounced to be of a quality quite unfit for their purpose; that in their opinion a use for it might be found for fumigation purposes, as an insecticide for greenhouses, and that its commercial value was about one-half cent a pound. Tobacco is at present raised almost entirely in Quebec and Ontario. The total crop last year was 20,000,000 pounds.

Leaf News of Interest

New Cincinnati Leaf Man

Max Greenwold, who for many years has been associated with his brother Samuel in the stogie and tobacco business, in Cincinnati, and who recently retired from the firm of Greenwold Brothers, at Canal and Walnut streets, that city, is about to go into the leaf business for himself. He has leased the four-story building at 572 West Sixth avenue, which he has had extensively remodeled and equipped with a tobacco dryer and other machinery, and on May 1st he expects to be in running order. Mr. Greenwold will make a specialty of furnishing cigar and stogie manufacturers with booked filler and binders.

Hochstein Brothers Retire From Leaf Firm

Messrs. George W. and Henry P. Hochstein have withdrawn from partnership in the Hochstein Leaf Tobacco Co., of Milwaukee, Wis., with which they have been actively interested for the past sixteen years, holding over two-thirds interest. They are continuing in the same business, importers and packers of leaf tobacco, under the new firm name of Hochstein Brothers, with their principal offices at 348 East Water street, Milwaukee.

Baltimore Delegates to Leaf Convention

At a meeting of the Baltimore Cigar Leaf Tobacco Association, held in that city on April 12th, the following members were elected delegates to the convention of the National Cigar Leaf Tobacco Association: A. W. Gieske, of Gieske & Niemann, and A. Fader, cigar manufacturer and retailer. Alternates, Henry Kraus, of Kraus & Co., cigar manufacturers, and John Dellevie, of the Leaf firm of Liebman & Dellevie.

Successful Year for Kentucky Association

At a recent meeting of the Green River Tobacco Association in Owensboro, Ky., Secretary Atherton, in his annual report, said the association had one of the most successful years in its history and never was greater harmony in its work. There were 18 receiving houses in the district, distributed at 12 receiving points. The deliveries for the closing year amounted to 22,000,000 pounds of Leaf Tobacco, for which the farmers received about $1,600,000.

New Ohio Cigar Leaf Company

The Warren County Leaf Tobacco Company, of Carlisle, Ohio, has been incorporated to do a tobacco warehouse business. The capital stock is $10,000. The incorporators are Ben Morgan, Charles Gebhart, J. M. Rabison, R. D. Martz, E. F. Green, Jesse S. Gross, Frank Gross and Walter Chamberlin.

Ohio Warehouse Burns Down

A tobacco warehouse belonging to Sherman Sheppard, located near Fairview, Ohio, was burned to the ground on April 15. The building and contents were completely destroyed and were partly covered by insurance, but the loss will be heavy. The barn contained 70,000 pounds of tobacco, all of the 1911 crop.

St. Louis Leaf Dealer Moves

A. C. Friedman, a well-known leaf man of St. Louis, has removed his plant from Pine street into much larger quarters at 203-205 North Second street, that city.

Tullahoma to Have Tobacco Warehouse

Arrangements have been completed and a site purchased at Tullahoma, Tenn., for the erection of a plant for the Tullahoma Tobacco and Manufacturing Company. The new enterprise will embrace a warehouse with a capacity of one million pounds of tobacco, and the company will be a special buyer and representative of the Italian Regie interests. The president of the company is B. H. Wilkins.

New Cleveland Tobacco Firm

The George B. Scrambling Company has been incorporated in Cleveland, O., to conduct a business in cigars, tobacco, pipes, etc. The incorporators are: George B. Scrambling, William A. Carey, F. N. Chandler, H. L. Krejci and James A. Farrell. The capital stock of the new concern will be $35,000.

Detroit District Shows Gains

In the revenue district, in which Detroit is located, there was shown an increase in production of more than 4,500,000 cigars in February, 1912, over the same month last year. Smoking and chewing tobacco showed an increase of 25 per cent. in the same period.

PATENTS OF INTEREST TO TOBACCONISTS.

1,009,060, Match safe. Albert F. Fisher, Hempstead, N. Y.
1,009,495, Smoking pipe. David W. Flynn, Mauckport, Ind.
1,009,238, Cigar case. Abraham D. Goffin, New Haven, Conn.
1,009,067, Cigar box clip. Andrew T. Holder, Waco, Tex.
1,009,341, Wrapping mechanism for cigarette cork tipping machines. Salvador Ragona, New York, N. Y.
1,009,860, Tobacco pipe. Lewis J. Rossiter, Redfern, near Sydney, New South Wales, Australia.
1,009,792, Tobacco pipe. Thomas W. Salusbury, Denbigh, England.
1,011,127, Cigar machine. Joseph D. Lacroix, New York, N. Y.
1,010,442, Cigarette box. Joseph R. W. Menger, New York, N. Y.
1,010,951, Smoking pipe. Jameson L. Prunty, Wamego, Kan.
1,010,955, Smoking pipe. Martin Rasmussen, Racine, Wis.
1,010,815, Cigar cutter. Ezra S. Smith, Attleboro, Mass.
1,010,822, Match making machine. Bernard G. Vaughan, Joliet, Ill.
1,010,823, Match box filling machine. Bernard G. Vaughan, Joliet, Ill.
1,010,824, Setting head for match making machines. Bernard G. Vaughan, Joliet, Ill.
1,010,825, Setting head for match making machines. Bernard G. Vaughan, Joliet, Ill.
1,010,826, Setting head for match making machines. Bernard G. Vaughan, Joliet, Ill.
1,010,827, Match making machine. Bernard G. Vaughan, Joliet, Ill.
1,010,828, Match box filling machine. Bernard G. Vaughan, Joliet, Ill.
1,011,557, Machine for making tipped cigarette tubes. Mois Avram, New York, N. Y.
1,011,747, Magazine pipe. Wylie S. Clark, Juliette, Ga.
1,011,327, Match box. George H. Deaton, San Antonio, Tex.
1,011,763, Device for forcing vapor through cigars. John C. Duncan, Ensley, Ala.
1,011,633, Smoking pipe. Bertram Mahn, Philadelphia, Pa.
1,011,357, Electric lighter for cigars. Thomas P. Moody, Chicago, Ill.
1,011,252, Cigar bunching machine. John F. Scaife and F. J. Huetger, Philadelphia, Pa.
1,011,650, Producing match composition ingredients. Henry Staier, New York, N. Y.
1,011,517, Cigar cutter. Karl Stenman, New York, N. Y.
1,012,123, Cigarette machine. Peterson H. Cherry, Los Angeles, Cal.
1,011,955, Smokers' implement. Henry E. Hess, New York, N. Y.
1,012,548, Tobacco pipe. Charles D. Hill, Beardstown, Ill.
1,012,494 Humidor. Roland A. Wilson, Tampa, Fla.

Labels.

16,075, "Merry Christmas, Happy New Year" (for cigars), Schmidt & Co., New York, N. Y.
16,054, "Continental Seal" (for cigars), Louis W. Keyer, Dayton, O.
16,025, "Havana Blend" (for cigars), L. Chodat Co., Decatur, Ill.
16,026, "Panama California Exposition" (for cigars), August Sensenbrenner, San Diego, Cal.

Boston Tobacco Dealers Not Complaining

Spring Trade Better Than Last Year—Several New Cigar Companies Are Incorporated—"Girard" Cigar Well Liked In "Hub" City

BOSTON, April 24th.

THE cigar and tobacco business in Boston and vicinity is good. Why shouldn't it be, with the enormous amount of capital invested in the trade. Just double the amount of business is done this spring in comparison to last year.

The State Street Smoke Shop, 144 State street, Boston, J. H. Rankin, proprietor, is meeting with wonderful success, on high grade goods such as "Charles the Great," "Flor de Mendel," "Girard" and Langsdorf goods. The brokers on State street and merchants go out of their way often to get some of his Havana cigars.

Harry Williams, of Langsdorf Sales Co., the popular old scout, is still doing it. "Langos Perfecto" is selling better than ever. They cannot stop him now, as he has a fine trade established, and where he has placed the cigars he can always sell again. For fine flavor they cannot be excelled.

E. A. Kline, of Cleveland, Ohio, has discharged some men and expects the cigar to sell on its merits hereafter. His brands take favorably in Boston.

E. M. Davis, the well-known salesman of Roig & Langsdorf, Philadelphia, is showing a nice increase on "Girard" cigars. They duplicate; that is what a live dealer is looking for. A good many of the Boston dealers handle the "Girard" cigar.

James Fink, the veteran of cigar salesmen, just returned from Maine, reports a large sale on "Charles the Great" Havana goods, and "Flor de Mendel" seed Havana. Most of the hotels and cigar dealers keep them in stock.

Hanover Cigar Co., Boston, incorporated April 9, 1912, with a capital of $5000, 50 shares at $100 each. The directors are: Elmer E. Greenwood, president; John G. Reidt, Boston, treasurer, and Dominick Valcanick.

Red Dragon Cigar Co., Haverhill, filed articles of incorporation April 15, 1912, with a capital of $10,000, 2000 shares at $5 each. The directors are: Treffle J. Robitalilli, president; Fred W. Burrill, treasurer, and Mary Robitalilli.

Frank Swick, Philip Morris' representative in New England, is doing fine work on "P M. Little Brown Box" and the new "Unis." He is one of the most popular and conscientious salesmen ever sent to this territory.

J. C. Dill & Co., of State street, Boston, manufacturers of "Dill's Best Tobacco," say that spring trade is booming and that their customers are well satisfied with the quality of the goods, being kept up to a high standard.

Rosenthal Bros. and Bendelson, jobbers, on North street, report a fine sale on "Havana Ribbon" 5-cent cigar, "La Famosa" 5-cent cigar, and also "Grant City Club," high grade goods, made by Mendel Bros., of New York.

The Nagle Cigar Co, 280 State street, Boston, manufacturers of fine grade cigars, say that business is improving and will compare favorably with any spring trade during the last five years.

Larus & Bro. Co., agents for E. M. Harrington, Richmond, Va., say that business is so good that the firm cannot find goods enough to fill orders. The brands they handle are the "Sensible," "Qboid," "Gold Bond," "Golden Sight," "Edgeworth" and Richmond best Navy tobacco.

"Hoffman House Bouquet" cigars are selling well at the Milk street cigar store. They say that business is fair and general trade is about normal.

The United States Tobacco Co., of Richmond, Va., store at No. 10 Milk street, Boston, report business as fair. When the weather settles they expect it will improve greatly.

At Woodbury's cigar store they are having a fine display of Havana cigars. "El Plano," "Webster," "Earth Cigar, "Lovera," are the leading features and brands that have the call.

G. Frank Davenport, for fifteen years at 422 Washington street, now at 235 Third street, manufacturer of the "Annie Pixley" cigar, is now having a fine box trade, selling to jobbers and the general trade and building up a fine business. The cigar is well known in this locality.

W. P. Kittridge & Co., 232 Milk street, dealers in leaf tobacco, say that business is good and improving. They have received large orders weekly throughout the New England States.

WM. T. HENDERSON.

Best & Russell Introducing "Week End" Cigars

The Best & Russell Co. are coming out with a new Saturday and Sunday cigar called the "Week End." It is not known yet who will manufacture these cigars. This company does a big business with their "Potter Palmer" cigar, which is only sold on the last and first day of the week, manufactured by Storm, Fisher & Co., of New York and Chicago.

Factory Notes

J. Varno & Co., of Houlton, Me., have put a new cigar on the market, called "The Club," the label bearing a picture of the Elks' Home, in that city.

Fred Mickey, of Dubuque, Ia., has started a new cigar factory in that city near the Allawakee Hotel. His brands will be "K. Boy" and "Doc's Leader."

Joseph Dollinger, of Suffield, Conn., has rented a building owned by Mrs. Mary Atwater, of that place, and will remove his cigar factory to the new location.

Charles Blesse, of Jacksonville, Ill, has purchased of Ed De Banerinfield his share in the business of the Co-operative Cigar Company and will run it under the same name.

C. E. Hixson, who formerly operated a cigar factory in Lentner, Mo., has just established a factory in Macon, Mo. The firm will be known as the Hixson Cigar Manufacturing Co.

Robert and Fred Northey have engaged in the cigar manufacturing business at Negannee, Mich. They are both practical cigar makers and will make at first the "May Flower," a ten cent cigar.

The Grand Rapids Cigar Box Company, of Grand Rapids, Mich., has moved into its old quarters on Ellsworth avenue and is working a force of thirty hands. The company was burned out March 5 and the plant has been remodelled since then.

Chambersburg, Pa., is to have a new cigar factory. John A. Forbes, who has been working in that place for thirty-five years with various firms, will open a plant at 335 East Queen street. He will make six brands, the leaders being the "Shamrock" and "The High Line."

Bids for the construction of the new building of the Bloch Bros. Tobacco Company were opened recently in Wheeling, W. Va. The new plant will have four stories and a basement. The building will be of reinforced concrete, with pressed brick inside and out, making it strictly fireproof.

The O. K. Tobacco Company, of Glasgow, Ky., has purchased two lots in that city, and is now erecting a temporary building until the larger building is completed, which will be about September 1. They will manufacture smoking tobacco and will start in their temporary plant about May 1.

Grommes & Elson, the manufacturers of "Ben Bey" Havana cigars, who are now located at 304 North Franklin street, Chicago, will move into their new factory building soon after the first of May. It is on Robey street, near North avenue, and is a three-story-and-basement affair, constructed according to the latest approved standards of modern cigar factory requirements.

The B. F. Adams Cigar Manufactory is now well settled in its new quarters at 34 Mercantile square, Bangor, Me., they having recently removed from State street, that city. The Adams factory comprises three floors of the building. On the second are the office, sorting, branding and shipping departments; on the third the cigar makers' and strippers' rooms and on the top floor the storage and sweat rooms.

Elect Officers for R. J. Reynolds Co.

The board of directors of the R. J. Reynolds Tobacco Company held its annual meeting in the office of the company at Winston-Salem, N. C., on April 9 and elected the following officers: R. J. Reynolds, president; W. N. Reynolds, Bowman Gray and P. R. Masten, vice-presidents; W. R. Reynolds, general manager department of manufacture; Geo. W. Coan, secretary; D. Rich, treasurer; M. E. Motsinger, assistant treasurer; James Sloan, auditor.

R. J. Reynolds, the founder of this large concern, has been at its head since its establishment. His two brothers, Messrs. W. N. and W. R. Reynolds, have been associated with him since the beginning of this enterprise.

The United Cigar Stores Company have filed papers of incorporation with the Secretary of State of Vermont to do business in that State. The capital stock is to be $50,000 and the first retail store will be opened in Burlington.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

TROLLEY EXPRESS:—24,279. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 12, 1912. H. W. Watson, Thomasville, Pa.

SMITH & SON'S 1912:—24,280. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 13, 1912. S. R. Moss Cigar Co., Lancaster, Pa.

1912:—24,281. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 13, 1912. S. R. Moss Cigar Co., Lancaster, Pa.

PUBLIC SAFETY:—24,282. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 13, 1912. Kraus & Co., Baltimore, Md.

OFFICER 666:—24,283. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 13, 1912. M. Scadron & Son, New York.

LADY BEST:—24,284. For cigars, cigarettes, chewing and smoking tobacco. April 15, 1912. Lincoln & Ulmer, New York.

SWEET BRIAR:—24,285. For smoking pipes. April 16, 1912. Manhattan Briar Pipe Co., Jersey City, N. J.

STRAIGHT GRAINS:—24,286. For smoking pipes. April 16, 1912. Manhattan Briar Pipe Co., Jersey City, N. J.

LITTLE OZ:—24,287. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 16, 1912. Seidenberg & Co., New York.

GARRY HERRMANN:—24,288. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 16, 1912. J. Adam Schmidt, Cincinnati, Ohio.

AUGUST HERRMANN:—24,289. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 16, 1912. J. Adam Schmidt, Cincinnati, Ohio.

SNOBS:—24,290. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 16, 1912. Wm. L. Rath & Co., Baltimore, Md.

COUNTRY BOSS:—24,291. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 17, 1912. C. A. Meldrum, Detroit, Mich.

COUNTRY BOSSY:—24,292. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 14, 1912. C. A. Meldrum, Detroit, Mich.

HOGO:—24,293. For cigars, cheroots, stogies. April 17, 1912. Robert Manley, Greenville, O.

EXPORT ROLLS:—24,294. For cigars. April 17, 1912. Sprenger Bros., Peoria, Ill.

MINE HOST:—24,295. For cigars, cigarettes, chewing and smoking tobacco. April 17, 1912. The Moeble Lithographic Company, Brooklyn, New York.

AMERICAN CLUB:—24,297. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1912. Alexander Gordon, Detroit, Mich.

TACOMA TIGER:—24,298. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1912. Schmidt & Co., New York.

EL KELIO:—24,299. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1912. Kaufman, Pasbach & Voice, New York.

MILD FIVE:—24,310. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 19, 1912. Lesher Cigar Mfg. Co., Lansing, Mich.

STONE BRIDGE 5c. CIGAR:—24,312. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 19, 1912. J. Aronson, Newport, R. I.

TACO:—24,316. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 19, 1912. The Tracy & Avery Co., Mansfield, Ohio.

OROSCOS:—24,317. For cigars. April 20, 1912. J. C. Sola, Caguas, Porto Rico.

HOHENO:—24,318. For cigars. April 20, 1912. J. C. Sola, Caguas, Porto Rico.

GENE GREEN:—24,319. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 20, 1912. Detlebach & Beckman, Chicago, Ill.

F. A. H.:—24,320. For cigars, cigarettes, chewing and smoking tobacco. April 20, 1912. F. A. Heacker, St. Louis, Mo.

GET ACQUAINTED:—24,321. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 20, 1912. Heineman Bros., Baltimore, Md.

BOJEO:—24,322. For cigars. April 20, 1912. R. K. Schnader & Sons, Lancaster, Pa.

EL CARVO:—24,323. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 20, 1912. Wm. Steiner Sons & Co., New York.

THROUGH ROUTE:—24,324. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1912. King Bros., Chicago, Ill.

THE NORTHWEST SIDE CLEAN SMOKER:—24,325. For cigars, cigarettes, chewing and smoking tobacco. April 22, 1912. Samuel Tupper, Chicago, Ill.

ARCHIE BUTT:—24,326. For cigars, cigarettes, chewing and smoking tobacco. April 22, 1912. Noah-Foster Co., Buffalo, New York.

MAJOR BUTT:—24,327. For cigars, cigarettes, chewing and smoking tobacco. April 22, 1912. Noah-Foster Co., Buffalo, New York.

CANCELLATIONS.

FOREST BELLE:—24,241. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 11, 1912. Schmidt & Co., New York.

COMMODORE PREBLE:—24,297. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CAPTAIN JANUARY:—24,157. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 19, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

SILENT SALESMAN:—24,212. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 20, 1912. American Cigar Co., New York.

DENDY SADDLER:—24,126. For cigars, cigarettes, cheroots. April 20, 1912. The Calvert Litho. Co., Detroit, Mich.

BARTHOLDI SPECIALS:—24,273. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1912. Wm. Gotthardt & Co., Jersey City, N. J.

TRANSFERS.

IDUNA.—For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 9, 1912. Heywood, Strasser & Voigt Litho. Co., to The American Cigar Co., New York.

ACTIVO.—For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 11, 1912. Heywood, Strasser & Voigt Litho. Co., New York, to Jose Julia, New York.

EL KARO:—24,278. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1912. T. A. Wadsworth, Detroit, Mich., to Howarn Cigar Co., Detroit, Mich.

SIR HENRY MORGAN:—24,300. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1912. B. H. Steifel Cigar Co. to Baum-Jaffe Co., Philadelphia, Pa.

WILSON SPECIAL:—24,301. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1912. B. H. Steifel Cigar Co. to Baum-Jaffe Co., Philadelphia, Pa.

HOLLY GREEN:—24,302. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1912. B. H. Steifel Cigar Co. to Baum-Jaffe Co., Philadelphia, Pa.

VALLEY GREEN:—24,303. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1912. B. H. Steifel Cigar Co. to Baum-Jaffe Co., Philadelphia, Pa.

OLD CHATSWORTH:—24,304. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 19, 1912. From Heywood, Strasser & Voigt Litho. Co., New York, to The Luxfer Cigar Co., Hellam, Pa.

THE BROKER:—24,305. For cigars. April 19, 1912. Estate of J. A. Blessing to The Luxfer Cigar Co., Hellam, Pa.

SIR TOM:—24,306. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 19, 1912. Estate of J. A. Blessing to The Luxfer Cigar Co., Hellam, Pa.

LIL GIRL:—24,307. For cigars, cigarettes, chewing and smoking tobacco. April 19, 1912. W. U. Blessing & Co. to The Luxfer Cigar Co., Hallem, Pa.

LUXFER:—24,308. For cigars, cigarettes, cheroots. April 19, 1912. Estate of J. A. Blessing to The Luxfer Cigar Co., Hallam, Pa.

THE CHANDLER:—24,309. For cigars. April 19, 1912. Estate of J. A. Blessing to The Luxfer Cigar Co., Hellam, Pa.

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Will pay *net cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

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WANTED—Siftings, scraps and cuttings. Cash buyers write us. New York Tobacco Co., 322-324 E. 44th St., New York. 3-15-tf.

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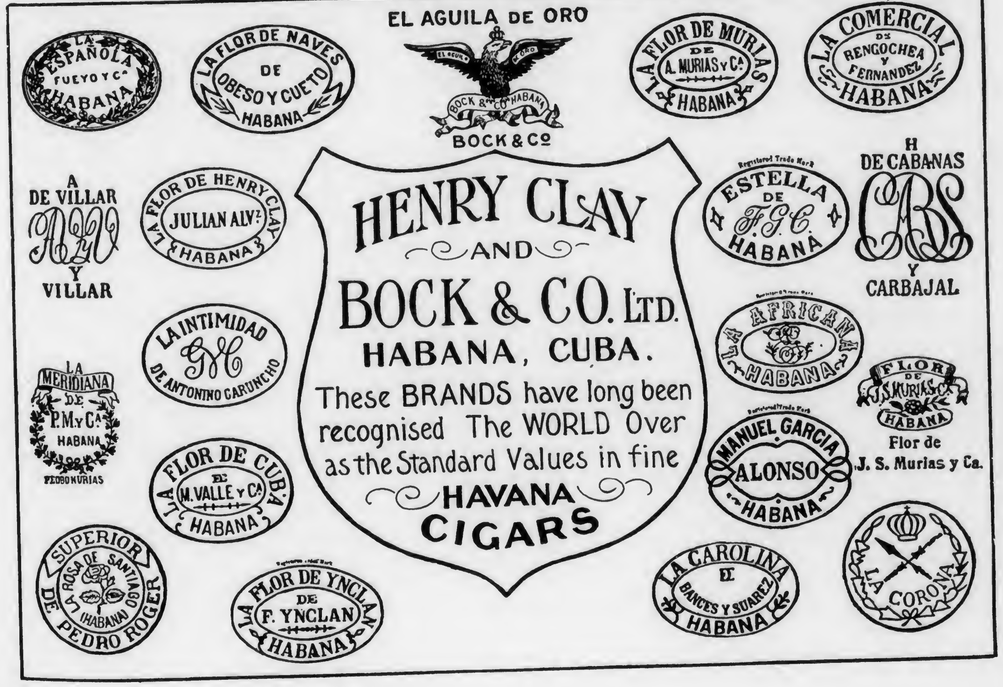

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Manufacturer of Fine Havana and Domestic Cigars

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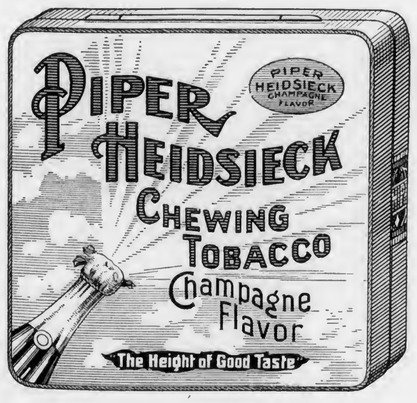

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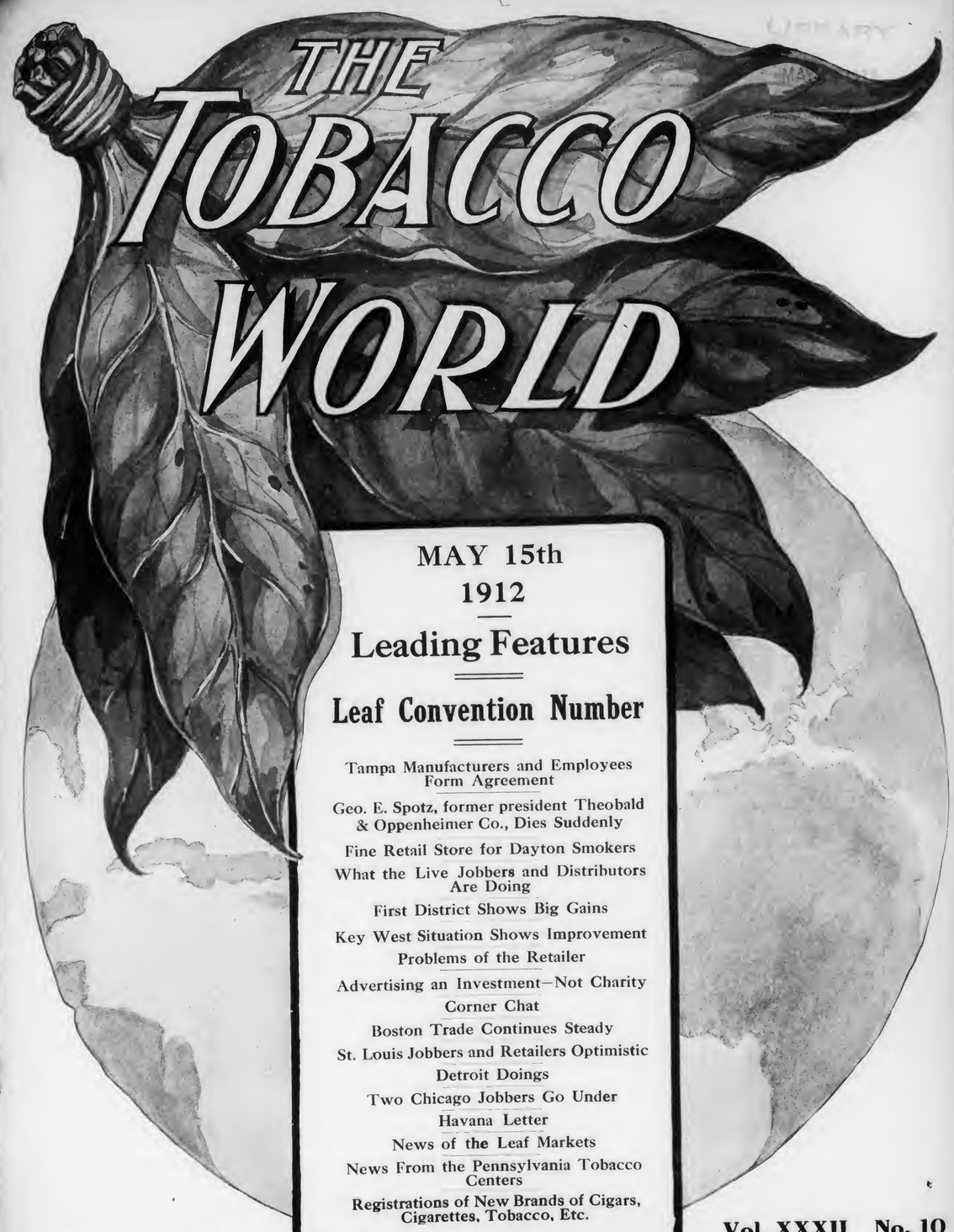

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News of the Leaf Markets

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Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 10

PUBLICATION OFFICES: 102 South 12th St., Philadelphia; 41 Union Square, New York

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¶ This cigar is made up to the standard of **blend, quality** and **workmanship** that has made our cigars famous since 1869. It's a long filler, Sumatra wrapped, free-smoking cigar that is sure to prove a repeater.

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Finest Vuelta Abajo Tobacco Exclusively
No Better Goods Made
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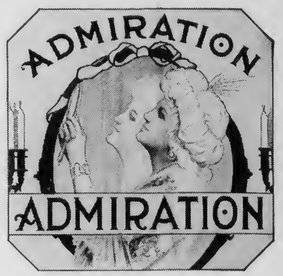

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Established 1857

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Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE OF HARTS
BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

CRESSMAN'S
COUNSELLOR
5¢ CIGAR

Tops
All Nickel
Cigars

The Kind on which to Build
Your Business

MADE BY
Allen R. Cressman's Sons, Philadelphia

Short talks to Dealers

Many cigarette smokers have been smoking Fatimas for years. Business and professional men who received their first introduction to Fatimas in their College days still cling to their old favorite—

FATIMA
TURKISH BLEND
CIGARETTES

A cigarette that can hold men that way for years has something more behind it than mere price or fancy package. It has quality—the quality that makes men go out of their way to get Fatimas in preference to any others.

Such a cigarette not only attracts customers but it *holds* them. And such a cigarette is the one you should make your leader.

Fatimas are already in the front rank—our 1912 advertising campaign will make them more popular than ever.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

CHEW

Climax Plug

The standard of QUALITY for nearly half a century

P. Lorillard Company
Jersey City, N. J.
Established 1760

THE

BOLD
BOBROW BROS.

JUDGE

That greatest and mightiest of judges, **public opinion,** of Philadelphia and many other marts, has placed his ever sought for stamp of approval upon the BOLD cigar. Always on the alert for the best, always insisting on the top notch in quality; and, knowing and appreciating these facts, **public opinion's** decision is beyond recall.

Thus it stands to reason, Mr. Jobber, that public opinion in your territory, like unto public opinion in other territories, knows and knows full well what he wants. Give him the chance. You will be the gainer. Cater to his wants. Write today and learn what public opinion demands.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

Hunt Red Rabbits

In all Seasons

Fine stogie proposition for distributors.

PENN CIGAR COMPANY
2038-40 Bedford Ave. Pittsburgh, Pa

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club — Clear Havana - Made in Tampa

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A LA FAMOSA EQUAL TO ANY MILD 10¢ CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

El Dallo

A Triumph in Cigardom!!
5c. CIGAR

Instead of useless, gaudy bands, that frequently break the cigars, we use a

REMARKABLE AIR-TIGHT WRAPPING

that keeps the cigars

FRESH, FRAGRANT, CLEAN AND PREVENTS BREAKING

And we back it up with

QUALITY NOT EXCELLED AND SELDOM EQUALLED

EL DALLO sells on sight and repeats on merit

Produced by WERTHEIMER BROS., Baltimore, Md.

London Trophies ARISTOCRATS 2 FOR 5 CTS. $2.00 PER 100

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies. in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.
46 Miller Street, Pittsburgh

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

Masterpiece 5¢ Cigars

JEITLES & BLUMENTHAL, LTD., PHILADELPHIA.

YOUR GOODS ARE ADVERTISED IN THIS SPACE

PATENTED JAN. 17 1905

Punch Boards

Sell Everything and Will Sell YOUR GOODS

¶ Punch Boards are used to promote the sale of all kinds of merchandise.

We own the patent upon the board and no one else has the right to manufacture them.

WHOLESALE OR QUANTITY PRICES

25 Hole Punch Boards	at	$ .30	each	400 Hole Punch Boards	at	$ .65	each
50 " "	at	.40	each	500 " "	at	.70	each
75 " "	at	.45	each	600 " "	at	.75	each
100 " "	at	.50	each	700 " "	at	.90	each
150 " "	at	.55	each	800 " "	at	1.10	each
200 " "	at	.55	each	900 " "	at	1.30	each
250 " "	at	.60	each	1000 " "	at	1.60	each
300 " "	at	.60	each				

Terms for approved credit: 30 days net; 2% 10 days, f. o. b. Chicago.
The above prices include punches and boards complete, that is, lab led and filled with paper slips containing serial numbers, which prevents the slips being carried from one board to another. We carry stock labels, also labels having blank headings and upon quantity orders, we make up special labels (containing your own ideas).

Write for further particulars to the

STAR GUM COMPANY
411-17 S. SANGAMON STREET, CHICAGO

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

A Customer Leaving Your Store Must Have Done One of Five Things

1. Bought Goods for Cash

A National Cash Register insures the merchant that all cash will be accounted for and handled correctly.

2. Bought Goods on Credit

A National Cash Register benefits the merchant by preventing loss through failure to charge goods sold on credit or through lost charge slips.

3. Paid Money on Account

A National Cash Register enforces a correct record and this insures the merchant that he gets all money received on account.

4. Collected Money

A National Cash Register benefits the merchant, by preventing anyone paying out money without leaving a record of the amount. This enables him to balance the cash quickly and prevents bills being paid twice.

5. Change a Coin or Bill

A National Cash Register protects the merchant against loss in making change and furnishes the means of advertising to those who ask to be accommodated.

A National Cash Register benefits merchant, customer and clerk on all of these transactions.

The National Cash Register Company

Dayton, Ohio

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

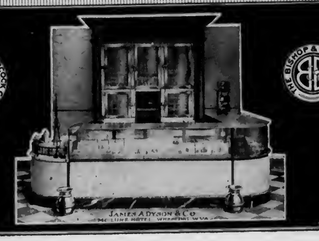
Send me your special Manila offer, without obligation.

Name

Street

City State

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston	New York	Chicago	St. Paul	Minneapolis
Indianapolis	Albany	Atlanta	Cincinnati	Dallas
Milwaukee	St. Louis		San Francisco	Oakland

Mild yet full-flavored

There is the slogan — *our* slogan—that is waking up a big army of smokers and sending them to *you.*

Are you getting your share?

Here is exactly the kind of cigar that the great majority of smokers want. And we *send them to the dealer* to get it.

We do not carry on a mail order business.

Who ever writes us for a sample-box of the *Girard* cigar must send the full retail price and *give us his dealer's name.* And that dealer gets *his profit* on *our sale*—if he will arrange to supply his customers with the *Girard* cigar.

We have no prize scheme to spoil your trade. *We help you to build it up.* This high-grade cigar, our square selling policy, and our strong consistent advertising all work directly *for you.*

Do you read our regular announcements in *The Saturday Evening Post*—with its *two million copies every week*?

Do you meet us half way?

Do you carry a stock of *Girard* cigars to meet all inquiries *on the minute?*

It pays you to have the smoker get what he wants when he wants it at *your store.*

He's bound to get it somewhere.

Better fill up your line of *Girards today.*

Your jobber will supply you or *we will.*

3 ten cent sizes at $70. per thousand

"Brokers"	"Mariners"	"Founders"
5¼-in. Perfecto	5⅝-in. Panatella	5-in. Blunt

Other sizes retailing up to 15 cents straight.

Don't "put off" such a good thing as this. Start something *today* while you think of it—right *now.*

Antonio Roig & Langsdorf, Philadelphia
Established 1871

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

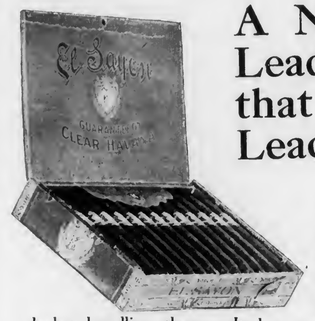
LA TONIA

A Clear Havana Sumatra Wrapped Cigar

¶ Made in sizes and shapes that appeal to men who appreciate **Quality.** It is that particular Cuban blend and aroma that wins favor among the judges of quality cigars.

JOHN STEIGERWALD & CO., Inc., Philadelphia

Makers of EL BORITA and WAHANETAH 20th and TIOGA



A Nickel Leader that will Lead

The "El Sayon" is a truly up-to-date cigar built to produce more business for the dealer handling them. It has quality, style and workmanship—which makes a winner.

"El Sayon" cigars are made on the principle of knowing how.

Write now for special introductory offer.

H. F. KOHLER

MAKER

Nashville - Pennsylvania

Cigars of Distinction Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

Clear Havana Cigars

Office and Salesroom, 23 DUANE ST. NEW YORK CITY

TAMPA FLA. HAVANA CUBA

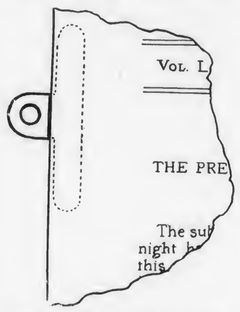
KEEP

THE TOBACCO WORLD

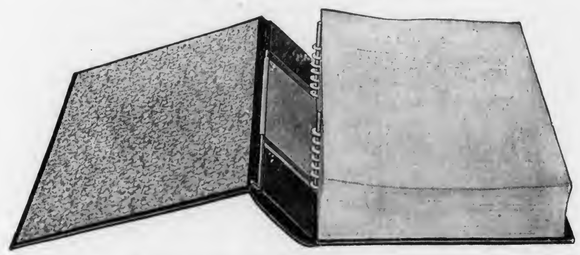
FOR READY REFERENCE IN THE BIG BEN BINDER

Here shown—the only binder that has the appearance of a regular bound book. No punching of holes necessary; all that is required is a slight slit between the pages with a pen knife. Each Binder holds one volume. We can supply these binders at following prices:

Price for one $1.00 prepaid Price for six $5.50 prepaid, Price for twelve $10.00 prepaid



Illustrating the metal clip inserted between pages



Illustrating simple method in binding

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

BARON DEKALB SEGARS

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bulldog by

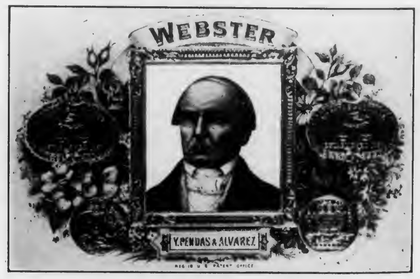
John W. Merriam & Co.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, MAY 15, 1912. No. 10.

NATIONAL LEAF ASSOCIATION SWINGS THE CLUB

Delegates Condemn Taft Administration and Wire Endorsement to Colonel Roosevelt Anti-Coupon Bill Approved—Resolution To Lower Wrapper Duty Defeated—Dayton Gets Next Meeting

THE fourteenth annual gathering of the members of the National Cigar Leaf Tobacco Association which closed at New York on the night of the 14th inst. indicates clearly that the Association is a more potent factor in the affairs of the leaf trade than it has ever been heretofore. The principal work accomplished by the Convention may be summarized as follows:

First.—Condemnation of the attitude of the present national administration toward the interests of the tobacco industry at large.

Second.—Endorsement of the candidacy of Colonel Theodore Roosevelt.

Third.—Unqualified endorsement of the Cummins Bill now before Congress and instructions to the officers of the Association to exert special efforts to have the bill passed.

Fourth.— The change in the rules of the Convention whereby only a two-thirds vote instead of a three-fourths vote of the delegates assembled in annual convention should be binding on the officers in giving them instructions concerning tariff legislation.

Fifth.—The defeat of the proposed resolution offered by the Philadelphia Leaf Tobacco Board of Trade advocating the passage of a measure instructing the officers of the National Association to secure from Congress of the United States a reduction in the rate of duty on wrapper tobacco.

The present board of officers and directors were unanimously re-elected with the exception of Felix Eckerson, the treasurer for some years past, who positively refused re-election. In his stead, Ferdinand Cranz, the well-known New York Sumatra importer and a member of the firm of F. & E. Cranz, was elected treasurer.

Upon invitation of the Dayton Delegates it was voted that the next meeting of the Association should be held next year in Dayton, Ohio.

The First Day's Proceedings.

Through the courtesy of Joseph Cullman, Jr., the owner of the Metal Exchange Building, southeast corner of Pearl street and Burling Slip, the convention was able to hold its business sessions directly in the center of the leaf district and this added greatly to the interest and convenience of the delegates.

The delegates and visitors commenced gathering early, and it was just a few moments after ten in the morning, when president A. B. Hess, of Lancaster, rapped for order. Seated on the platform with him, were Charles Emory Long, secretary, and Fred. B. Griffin, vice-president. First in order was the report of the credential committee, which was accepted without debate, and showed presence of fifty-one delegates.

Following this, President Hess presented his report and the work accomplished, during the year just closed, a condensed summary of which is appended herewith.

The results attained by our Association during the year and the vision of possibility of attainment, by uniting our influence with that of associations of kindred lines, emphasizes the wisdom of the founders of our Association, as has the events of no other year in its history.

Shortly after the last Annual Convention a portion of our membership became very aggressive in declaring for a reduction in the duty on wrapper leaf tobacco. This proposition was indorsed by a scant majority at our last Convention after a very thorough discussion. The vote by which it was indorsed was so close, however, as to prove that the sentiment in favor and against it was very evenly divided. A resolution giving definite instructions to the officers of your Association was lost. The personal interest and preference of your officers is in favor of a reduction, if it can be secured without concession of compensatory measures, to enable the government to get the same amount of revenue from tobacco, that would be more disastrous than the present high rate of duty on wrapper tobacco. In view of the evenly divided sentiment and in view of the possibility of having other legislation fastened upon us, that would be more irksome than the present rate of duty on wrapper tobacco, your officers considered it a wise policy to be conservative, not to follow a sudden impulse, but to give due thought and study to the entire tariff question, so as to be able to defend and maintain our new position, if taken, and to be reasonably sure of attaining what we set out to do. In this spirit we felt a keen interest in the aggressive work done by our friends, who so ardently championed this cause.

On June 17, 1911, while your officers were in the midst of this study and investigation the Honorable Mr. Warburton introduced a bill in the National House of Representatives providing for additional revenue by increasing the internal revenue tax on cigars and by placing it upon an *ad valorem* basis. On cigars weighing more than three pounds per thousand and selling at wholesale for less than $40 per thousand the internal revenue tax to be paid by the manufacturer was proposed to be raised from $3 per thousand to $6 per thousand. On cigars selling at wholesale at from $40 to $110 per thousand, $8 per thousand. Those selling from $110 to $160, $12 per thousand, and on cigars selling at wholesale for more than $160 per thousand he proposed an internal revenue tax of $16 per thousand. It requires no argument to prove that if this bill had become a law it would not only have led to gross deception and misrepresentation, but a minimum internal revenue tax of $6 per thousand would have done more to exterminate the small manufacturer and to drive the business into the hands of a few concerns than any other single piece of legislation that could have possibly been enacted. The excuse for this bill was that it was for the purpose of securing additional revenue. In view of this it seemed to your officers to be very unwise to attempt to defeat this bill and to attempt at the same time to secure a reduction of

Continued On Next Page

Tampa Manufacturers and Employees Form Agreement

TAMPA, FLA., May 13.

THE Clear Havana Cigar Manufacturers' Association, of Tampa, at a meeting held last week, decided on a plan which should insure peace and harmony between the employers and their employees. The meeting was attended by a delegation representing the cigarmakers.

A system of inspection of the factories was adopted to see that all manufacturers are fully complying with the scale of sizes and prices. The scale has been under discussion since the last big strike, which so demoralized the cigar industry in this city. The association of manufacturers had the plan as agreed upon printed in pamphlet

Continued on page 19

President Hess Presents Encouraging Report to New York Convention

almost one-half in the rate of duty on wrapper leaf tobacco. As a result your officers became active in protesting against the Warburton bill, with the result that the bill is still in the keeping of the Ways and Means Committee of the House, to whom it was referred. This issue is now in the hands of this Convention and we trust that before we adjourn you will leave no doubt as to your position upon it.

Action on American Tobacco Company Dissolution.

The event of the year of greatest moment not only to every member of our organization nor to everyone interested in the tobacco industry, but to every American citizen came during the closing days of September, when the American Tobacco Company, who by a decree of the Supreme Court of the land were declared to be an illegal combination operating in restraint of trade, presented to the Circuit Court of Southern New York a petition containing a plan of re-organization. This issue is not a mere business proposition; not a mere circumstance. The principle involved is an issue that has defied the genius and manhood of civilizations. When the provisions of the plan itself became known a meeting of the Board of Directors was called to be held in New York, in conjunction with a meeting of the Board of Trustees of the New York Tobacco Board of Trade. This meeting was held in the Tobacco Board of Trade Rooms on October 3, 1911, and was attended by almost every member of your Board of Directors, as well as by almost all of the Trustees of the New York Tobacco Board of Trade. After a full and complete discussion of the proposed plan suitable resolutions were carefully prepared and adopted. Among their provisions was one authorizing our organization to employ counsel so that we might be intelligently represented, if a public hearing were accorded us by the court. Another provision authorized your officers to appoint a committee to be composed of members from every leaf tobacco district covered by our membership, whose duty it was to raise funds to defray the expenses made necessary by the plan of action determined upon. Another provision of the resolutions adopted authorized your officers to appoint a committee of three, who would at all times be promptly available and who could act in conjunction with your officers and counsel in all matters involving the interest of our members and the trade in general. This committee was composed of Joseph Cullman, Jr., A. Bijur and Charles Fox.

On October 19, 1911, another meeting was called to be held at the same place. This meeting was attended by your officers and numerous members of our Association, also by the officers and numerous members of the Manufacturers' Association of America, also by the officers and numerous members of the Retail Tobacconists' Association of New York City. The National Cigarmakers' Union was represented by its officers, as well as numerous Growers' Associations scattered through the various tobacco growing centres of the country and by officers and representatives of numerous local boards of trade and individual concerns located in all the tobacco centers of the land. It was unquestionably the most imposing array of tobacco interest ever assembled in the history of our business. As a result of that meeting eminent attorneys were employed and the Attorney Generals of four States of our Union became interested in our cause, and then, during the closing days of October, came the hearing. Suffice it to say that even though the parent company was dissolved and divided into four corporations; even though the business and brands were allotted to the segregated parts in such a manner as to allow no one of them to control over 40 per cent. of the entire business, which under the Sherman Anti-Trust Act constitutes a monopoly, when we learned that the plan would be adopted without containing any provision that would guarantee the Independents against one group of men, controlling the four companies by stock ownership, we went back to our homes with a feeling of keen disappointment, and not far removed from actual discouragement. There were those who whispered failure, but fellow-members of the National Cigar Leaf Tobacco Convention, allow me to declare to you most emphatically *we wrought better than we knew*. I have an abiding faith in the sincerity, patriotism and the wisdom of the American people. No issue in this home of the free will ever be finally settled until it is settled right. Might may have its day, but right will eventually triumph. This principle is eternal, and nowhere in human history has it been so sacredly guarded as in this land of liberty.

Demands New Law as to Monopoly.

How can this be accomplished? By placing on our statute books just laws that will fix definite limitations not only as to what shall constitute a monopoly or what shall be in restraint of trade, but that will fix definite legal business practice and make all forms of dishonesty amenable to the law—such laws as are based upon the principle that in all fair bargains both parties profit, and society does not suffer in consequence!

Above everything else we need to elect men to enforce the laws, who will not be so much concerned about how their action will affect them politically, but how will it affect society eternally. Men who are concerned about their own welfare only, and the compliance with the letter of the law, can no longer satisfy the American people. They demand men who conscientiously follow the spirit of right and the law. What are the signs of our efforts not having failed, you ask? My reply is that in spite of our repeated petitions, to the Attorney General, to grant us an appeal from the decision of the Circuit Court, being denied us, on April 22, 1912, the Cummins' Bill *directing* the Attorney General to appeal from the decision of the Circuit Court passed the Senate without a dissenting vote, and every indication points to the fact that it will pass the House with as little opposition. Another provision of this bill is that the independent tobacco interests shall be accorded a hearing and allowed to present argument in the proceedings. The indisputable fact is that our loyalty, our enthusiasm, and the fact that we were in the right, has awakened a public interest from ocean to ocean, which cannot subside until great good, not only for us as tobacco men is accomplished, but for every American citizen, and ultimately for humanity. Its results have been apparent in recent elections.

Allow me to say further that whatever we accomplished was done without a dollar of expense to the Association, and it affords your officers pleasure to advise you that our Association is in a thoroughly healthy condition, financially, numerically and from the standpoint of interest and enthusiasm.

Suggests a Credit-Saving Plan.

In reading through a copy of the Constitution and By-laws of our organization, a new edition of which your officers have recently had printed, I encountered the following language in its object:

"To investigate and disseminate valuable commercial and economic information; to secure and make available to the trade information as to the standing of merchants."

It so frequently occurs that when one of our members learns that he has placed upon his books a worthless account, he soon discovers that numerous other members have the same account on their books. In view of this, we believe it would be profitable for the Convention to endeavor to arrange through the medium of a Bureau or a Committee some plan that would be useful to our members in avoiding these pitfalls. We submit this for your consideration.

The deeply respected treasurer of the Association, Felix Eckerson, of Philadelphia, presented his report which showed a comfortable balance in bank and no liabilities.

The Afternoon Session.

The first session adjourned at 12 o'clock for luncheon. The second business meeting of the convention met promptly at 2 o'clock in the afternoon.

The Hall was crowded to its limit, and every resolution offered or suggested made, brought forth most interesting and earnest consideration.

Roosevelt Is Endorsed.

One of the most notable events of the afternoon, was the attack on the part of the convention on the present national administration, and the signing of two telegrams, one to the President of the United States voicing the convention's views and the other to Colonel Theodore Roosevelt, expressing their belief on the part of the convention in his ideas in as far as they affected the interests in the tobacco industry at large.

William Taussig, of Chicago, offered a resolution with a view toward the organization of a National-Anti-Coupon-Association.

In the motion the judiciary committee of the convention was instructed to watch carefully the Cummins Bill, now before the House of Representatives, and exert special efforts to have the bill enacted.

Lively Tilt Over the Tariff.

The liveliest debate of the afternoon occurred when John R. Young, of Philadelphia, offered a resolution on behalf of the Philadelphia Tobacco Leaf Board of Trade, the purpose of which was to rescind the action of the convention held in Baltimore three years ago, at which time the resolution was adopted, making it compulsory upon the officers of the board, not to enter into any tariff legislation, unless so instructed by a three-fourths vote of the assembled delegates in convention. After much debating this resolution was finally past rescinding the previous action, and immediately thereafter Mr. Haas, of Hartford, offered a new resolution making it compulsory, that tariff legislation can only be effected by the officers of the association of a two-thirds vote of the convention, it was instructed. The debate on this resolution was spirited, but it was finally carried by a close vote.

The Second Day Session.

The second day of the session was called to order promptly at 10 o'clock and opened with a report from the Resolutions Committee. Included in these resolutions was one from the Philadelphia Leaf Tobacco Board of Trade presented by the veteran, John R. Young, who is Chairman of the Resolutions Committee of the Philadelphia Board, and which read as follows:

Whereas, The conditions now existing in the Tobacco Trade are such as to not only cause serious apprehension as to the future of the business, but demand that this Association, composed of representative men of all sections and branches of the industry, shall at this session, not only carefully consider existing conditions, but adopt measures which will be in the interest of a majority of the membership; and

Whereas, The rapidly decreasing number of customers of every leaf tobacco dealer is evidence of the fact that there must be a basic cause for these existing conditions, and, in the opinion of many who have studied the question carefully, this basic cause is the existing rate of duty on wrapper tobacco, together with the high cost of domestic tobacco; and

Whereas, The Philadelphia Leaf Tobacco Board of Trade at its last meeting, after a full discussion of the above conditions, instructed its delegates to this convention to advocate and endeavor to secure the passage of a measure instructing the officers of the National Association to secure from the Congress of the United States a reduction, not only in the rate of duty on wrapper tobacco, but also a uniform rate of duty on all tobacco imported from Cuba. In view of these facts and complying with the instructions of their local board the Philadelphia delegation offer the following resolution:

Resolved, It is the sense of this convention, that in the interest of the greater number of growers of and packers, importers and dealers in cigar leaf tobacco, there should be a decided decrease in the existing rate of duty on leaf tobacco imported into the United States and a uniform rate of duty on the leaf tobacco imported from Cuba; and further be it

Resolved, That the incoming executive officers and the board of directors be and are hereby definitely instructed to immediately adopt measures to secure this reduction; and further be it

Resolved, That the executive officers shall be given the right to use the funds of the Association and to solicit subscriptions from the members and also from the cigar manufacturers to assist in carrying out the instructions of this convention.

This brought once again to the front the agitation which the Philadelphia members of the National Convention have been carrying on for four years past concerning a reduction on the duty on wrapper tobacco.

The rest of the morning session and the better part of the afternoon session were taken up in a discussion of this resolution. Such men as Benno Neuberger, Julius Lichtenstein, William Taussig, B. L. Haas, F. R. Hoisington, E. A. Calves, and John R. Young, who vehemently spoke to the resolution, for and against, and when the votes were called for on an aye and no vote, the volume of ayes led one to believe that the Philadelphia delegation had finally carried their point. On a detailed count of the vote, however, the resolution was lost by a vote of 28 to 22.

The Convention instructed their officers to assist all that they possibly could in the passage of one of the bills now pending before Congress "to allow the cigar manufacturers the use of free smokers for their workmen without the payment of Internal Revenue Tax."

The next in order was the election of officers which had been postponed from its regular course from the day previous. The following gentlemen were proposed to serve for the ensuing year which was the old board intact, with the exception of the treasurer, Felix Eckerson, who has, for several years past, been desirous of relinquishing his position. In his stead Mr. Ferdinand Cranz, one of the most popular of the New York coterie of Sumatra importers, was elected. Mr. Cranz's election met with universal approbation as he is rated as one of the most honorable and able business men in his line in New York City.

Before adjournment, the delegates from Dayton, O., presented a most cordial invitation to the Association to hold their meeting there next year, and this invitation was accepted.

A strong resolution was passed, endorsing the Mott Anti-Coupon Bill now before Congress. The resolution favoring the enactment of a law which would classify all leaf tobacco imported from Cuba as filler tobacco was unanimously adopted as follows:

Whereas, It is the concensus of opinion of the National Cigar Leaf Tobacco Association that tobacco coming from the Island of Cuba is known as, and literally is, filler tobacco, over 98 per cent. of it being used for that purpose; therefore be it

Resolved, That this association favors the classification of all Cuban leaf tobacco as filler tobacco, and will use all fair means to bring about such classification.

Delegates Lavishly Entertained by Hospitable Gothamites

The Social Side.

All the delegates, alternate and visitors to the convention came to New York as the special guests of the New York Leaf Tobacco Board of Trade and of which Charles Fox was the Chairman of the Entertainment Committee, especially appointed to look after the comfort and happiness of the visitors. This committee certainly did its work well and remembrance of the royal time accorded them will linger many a day in the memories of those who were fortunate enough to be present.

With excellent foresight the committee secured some weeks ago 300 orchestra seats for Ziegfield's "Winsome Widow" show at the Moulin Rouge. This is a stunning entertainment and the reigning theatrical success in New York City at the present time, so that the visitors were treated to the very best in this line which the city afforded.

After the performance, a smoker was held at the magnificent new Elks' Club House, on W. 43d street, just around the corner from the theatre, and some hundred or more visitors dropped in there, where they found a royal entertainment of singing, good stories and lots of after-theatre food were abundantly on tap.

Of course, the big feature of the whole convention was the banquet, at the Waldorf Astoria, on the night of Tuesday the 14th. The class of this dinner can be well estimated from the character of the menu which was Tiffany product. The menu was printed in gold on leaf shaped brown leather which had been grained to almost the exact representation of a tobacco leaf. That this souvenir was costly, was apparent to the most ignorant, but the effect was striking and rich and gave promise of the delicious viands which followed.

The dinner was served under the famous Oscar's special direction and it showed the Waldorf management at its best when it comes to a function of this kind. During each course, a rattling fine male quartette sang the up-to-date songs and it is needless to add that the choruses were not neglected by the diners. After the last cork had popped the Entertainment Committee provided an especially attractive bill of vaudeville entertainment gathered from the best sources in New York. Included in this was a quartette from the "Rose Maid" Company, one of the big Broadway successes which was personally directed by the musical director of that company.

Appended herewith is the official list of the diners and the tables at which they were located.

Table No. 1: C. Wobbe, A. B. Hess, Fred Davis, H. Plaut, B. Haas, I. H. Weaver, M. Rose, H. Stephenson.

Table No. 5: John Duys, H. Kraus, John Dellevie, F. Frese, Jr., George Berger, J. R. Young, A. Loeb, H. A. Petit.

Table No. 9: B. Neuberger, S. H. Bijur, J. Wertheim, F. Hirschborn, F. McCoy, B. Rovira, M. Esberg, I. Rosenthal.

Table No. 13: J. Hoffman, A. Ettlinger, J. W. Merriam, I. Weinbaum, John Bain, Jr., William Taussig, M. Adler, Major Newburgh.

Table No. 17: Hon. Frank B. McClain, H. P. Taylor, J. F. Heiland, E. A Calves, A. Fader, S. Lowenthal, S. Grabosky, A. H. Sondheimer.

Table No. 21: Gus. Hartman, E. M. Hartman, M. Hartman, J. H. Steane, J. J. Steane, A. Newfield, W. P. Haas, J. W. Shepard.

Table No. 25: C. Meisner, P. Simon, J. Bernheim, A. Cahn, L. A. Wheeler, E. Ellinger, Ed. Smith, O. Kienbusch.

Table No. 2: S. Mendelsohn, M. Mendelsohn, Abe Mendelsohn, Jake Mendelsohn, E. I. Alexander, M. E. Stern, S. Jaskulek, J. Mendelsohn.

Table No. 6: Frederick Bach, Julian Bach, H. Roviro, J. Roviro, R. Bethner, J. J. Day, A. R. Schmid, T. Deelman.

Table No. 10: Ellis Russel, L. Eisenbrand, M. Myers, Sig. Spingarn, J. Lawton Kendrick, Tobacco World, B. J. Krausman, L. Behrens, R. L. Stix.

Table No. 14: George Mitchelson, F. H. Whipple, J. J. Connor, H. F. Pease, A. H. Grant, L. L. Grotta, H. Sachs, L. Dolphin.

Table No. 18: E. A. Sloane, H. S. O'Neil, M. Rose, Jr., B. Meyer, W. Meyer, A. L. Mendelsohn, H. S. Lowenthal, B. Lowenthal.

Table No. 22: H. A. Kraussman, A. Friesner, R. Nassauer, J. Goodman, C. Acker, E. H. Davis, D. Strasser, G. W. Fox.

Table No. 3: J. Cullman, Jr., F. Cranz, L. Schmid, W. E. Waterman, A. M. Goldsmith, H. Fisher, C. Fox, A. Cueva, O. P. Heigh.

Table No. 7: Frederick Griffin, M. Neuberger, F. Lederer, M. Rosenthal, C. E. Long, A. W. Kaffenburg, W. J. Lukaswitz, J. Waller.

Continued on page 15

PROBLEMS of the RETAILER

Giving the Jobber a Fair Show

MISTAKES are bound to occur, even in the business houses which have the best systems possible to secure.

So when an error has been made by the jobber, the retailer should not fly off the handle and take it out on the house. Look upon the salesman as your friend, see that he gives you a square deal, that he attends to your complaints in respect to goods opening up wrong, that he notifies the house and finally adjusts your complaint. That is the only, and by far the easiest and most equitable, way to adjust claims.

Give your house a fair show and they will make good. They have every reason for satisfying you and none whatever for creating dissatisfaction. Often business men fly in a rage when an error has been made, and promptly throw their trade to another house. The other fellow may not be able to handle your goods to suit you—and then it may be a question of going back to the first man, a humiliating experience which more than one merchant has undergone.

If you decide to change houses, do so after your grievance has been settled, either one way or the other, and then you are in a better position to make a proper selection.

Every retailer makes mistakes, not intentionally, and he feels that his customer is unreasonable if an opportunity to adjust the mistake is not given him. And the retailer should accord the wholesaler the same opportunity to make good.

The man who is in the retail end of any businesss has the opportunity of examining the goods before they go out to the customer, but the jobber, who sells in original packages, does not have that chance, and often goods which he has paid a high price for, and which he purchased after seeing a fine sample line, may not be in the best of condition. The retailer should take that in consideration and if he shows the goods to the salesman, who in turn informs the house, the matter will be adjusted to his entire satisfaction.

Study the Customer

It is a mistake to try to lead public opinion when keeping a retail store. A better way is to be a shrewd follower of it. Fill your stocks with things the people want to buy, and do not run after a will-o'-the-wisp hobby trying to induce your customers to take what you think they ought to have. They know what they want, and if you do not have it they will go where they can get it. Very few persons can set styles. You are in business to make money, and not to work a reform in regard to tastes and appetites. You can't please all the people all the time, but you can please most of them a great part of the time if you study their inclinations and desires.

Some people read their trade paper with a chip on their shoulder, and look only for things they can object to or take issue with; some swallow whole any and everything they see printed. But the man who gets the most out of it is the one who reads for ideas, and then, armed with these, does some thinking for himself.

Advertising an Investment—Not Charity

MANY business men seem to have formed the opinion that the advertising appropriation is one which is nothing but a charity fund, a sort of necessary evil.

Those men want to get over the idea that it is a fund set aside to give away, and awake to the fact that it is something with which to build up the "good will," something which is considered by many people, when buying a business, to be of even greater value than the stock on hand. And when they give the spending of that appropriation the proper attention, the idea in regard to it being a charity fund will soon fade away.

It is the ambition of every retailer, and every wholesaler also, to build up a regular patronage, get a regular following, which can be depended upon year in and year out. Every name added to that list is one more addition to the value of the "good will" of the business.

Good advertising is not the scattering of the advertising appropriation upon the waters. It is the spending of that appropriation, be it large or small, to the best possible advantage, always bearing in mind the two main objects, the desire to get customers and the necessity of holding them. Do not neglect your advertising, for no man can neglect building up this "good will" value. That man may at some time find out that a business which has no valuable "good will" is usually not worth buying, and in most cases is sold through the bankruptcy court.

Window Bulletin Suggestions

MEMORIAL DAY COMES

but once a year. To thoroughly enjoy this holiday, smoke our unexcelled Havana cigars.

10c. and up.

I MAY NOT BE SELLING YOU
YOUR CIGARS
But never mind,
I'LL GET YOU YET.
My cigars are for the discriminating smokers.

DECORATION DAY SMOKES.

For full, unalloyed enjoyment and to round out a good holiday, take home with you some of our cigars.

5c. Straight.

We Don't Sell "Punk"

Our 5c. small "Little Fellows" are guaranteed to contain clear Havana tobacco. And in addition, they are fresh, coming direct from our factory.

New Cigar Store for Fastidious Dayton Smokers

Eisenberger Bros. Open New Stand at Third and Main Streets
Take 10 year lease at $8,000 per annum

AN opening of unusual importance to the tobacco smokers, of Dayton, Ohio, was that recently of the "Cigar Store Beautiful," operated by Morris and Sidney Eisenberger, of that city. The first stand of these ambitious brothers was started twelve years ago, at 33 South Jefferson street. They made such a pronounced success that three years ago they opened another store at 14 South Main street. But they were not satisfied to stop there, and their latest ambition was fully realized, when they secured a ten-year lease on their present store at $8,000 per year. Judging by their past achievements, the new establishment will, before long, be a Mecca for many Dayton smokers.

This new venture of these enterprising men, which is in the Conover Building, Third and Main streets, is the culmination of twelve successful years in the cigar business, and testifies the latest ideas in modern appointments. It is conceded by everyone to be one of the finest in the Middle West, a region having numerous first class stands.

Possibly the best reason for the success of this concern can be ascribed to the wide range and assortment of their stock. They are importers, jobbers and retailers of the following lines of cigars:

In clear Havanas, "Cuesta Rey" (Cuesta, Rey & Co.); "Julia Marlowe" (Corrall, Wodiska y Ca.); "Garcia" (F. Garcia & Co.); "La Venga" (Celestino Vega & Co.); "Henry the Fourth" (Bustillo Bros. & Diaz) and "Lozano" (F. Lozano).

In Broad Leaf, "La Saramita" (Shields-Wertheim Co.); "Royal Laird" (Jos. Weinreich) and "Benedicto" (T. J. Dunn & Co.).

In Porto Rico cigars they feature the line of Cayey Caguas, their "Savorona" being the leader.

Other of their high-grade imported cigars are, "Hoyo De Monterey," "La Carolina," "Romeo & Julieta" (Rodriguez, Arguelles & Co.) and "Bock y Ca." (Henry Clay and Bock & Co., Ltd.)

Their five-cent leaders are the "Bachelor" and "Little Benedicto" (T. J. Dunn & Co.)

In connection with the above mentioned brands, of which they have control in their territory, they carry a complete assortment of cigarettes and tobacco, carrying hundreds of different brands. In pipes they handle the makes of William Demuth & Co. and Kauffman Bros. and Bondy, in addition to the imported lines, Peterson, B. B. B. and G. B. D.

The accompanying illustrations give an idea of the beautiful exterior of the new store and the luxurious appointments installed inside to meet the demands of the discriminating smokers.

Eisenberger Bros. "Cigar Store Beautiful"

Interior View Showing Rich Appointments

Social Side of Leaf Convention

Continued from page 13

Table No. 11: B. A. Kaiser, L. Leopold, Jul. Lichtenstein, W. R. Israel, A. A. Olds, E. A. Hathaway, M. L. Floyd, E. Klein.
Table No. 15: B. Rosenwald, F. McDermot, F. R. Newins, F. R. Hoisington, E. W. Singleton, I. M. Strasser, L. Newburgh.
Table No. 19: S. Weinberg, C. M. Hipple, P. Lowenthal, John Staun, F. W. Miller, D. Ritter, F. M. Dolber, Leo Tuska.
Table No. 23: M. A. Pollak, R. A. Heiland, J. L. Daniels, Roy Nissley, J. J. Nissley, C. A. B. Zook, B. F. Hoffman, J. Eckerson.
Table No. 27: M. Jaskulek, J. Marqusee, H. Cohen, M. P. Hoffman, Jr., E. L. Nissley, M. R. Hoffman, W. E. Fischer, W. H. Gheen.
Table No. 4: L. Kramer, J. Goldberg, S. Goldberg, P. Levy, M. Samuels, C. Duignan, W. Levinson, S. Friedlander.
Table No. 8: J. G. Froelich, H. S. Immel, O. Longenecker, J. W. Duttenhofer, M. Michaelis, H. B. Mumma, J. H. Mumma, L. H. Nolt.
Table No. 12: S. J. Janover, S. H. Furgatch, C. H. Sarlouis, A. Hartman, S. Hartman, W. R. Boyce, H. Rothenberg, I. Mendel.
Table No. 16: C. R. Goldsmith, H. Mendelsohn, R. Gans, B. Rosenbluth, R. Siebel, C. Werner, R. Baum, I. Meyer.
Table No. 20: I. Popper, B. Fryor, T. R. Allen, M. Mandelbaum, P. V. Hoyle, J. E. Rapp, Mr. Leet, Mr. G. Hoffman,
Table No. 24: H. L. Friend, S. L. Friend, M. Weil, Frederick Schuler, J. Frederick Frese, A. Goldschmid, E. I. Haines, A. Bornholt.

The visitors and delegates to the Convention were liberally provided at all times with a bountiful supply of cigars. The Cayey-Caguas Company sent over a number of boxes of "Savaronas," John W. Merriam & Company furnished an adequate supply of their "Baron DeKalbs" and at the banquet "Hoyo de Monterreys" and S. Fernandez & Company's "Admirations" were largely in evidence. Philip Morris & Company were the official purveyors of cigarettes, and in addition to these a number of packages of "Milos" were offered the delegates.

"SOMETIMES," said a friend of mine several days ago, as he stroked his chin reflectively, "it doesn't pay to be too keen after the almighty dollar. You think so, too? Well, I am sure of it. One of my friends is an inveterate cigarette smoker, and like most smokers he sometimes runs short of matches. One day as he was walking along the street he discovered that he had nothing to light up his "coffin nails." He reached a cigar store and took advantage of the lighter which is to be found in every smoke house.

"'I like your monumental nerve,' growled the proprietor of the place, as my friend murmured his thanks and started for the door.

"'My nerve!' cried the smoker, 'why do you say you like it? What's the matter?'

"'Matter!' shouted the cigarman, 'Matter? Why, you wander in here as if you own the place; you help yourself to a light—gas costs me money—and you walk out without spending a cent. And then you wonder why I talk about your nerve.'

"Out my friend walked with a great desire for revenge in his heart. What he wanted was a chance to get even, so we fixed upon a plan. The next night I sauntered in the place and said I wanted to buy some cigars. I needed half a dozen boxes of the best, I explained and I didn't care a rap what they cost. Immediately the proprietor became obsequious. He showed me a lot of cigars, and picking out seven of the most expensive, I told him I would take them and I pulled out a comfortable looking roll of bills.

"Then I walked over to the lighter and lit a perfecto. That was the signal. As I turned away my friend put his head in at the door. I called to him to come in.

"'No,' he said, 'I won't go into this place; I was here last night and I'll never enter the store again. Come here, I want to tell you something.'

"I went to the door," continued my friend, "and we had a short whispered conversation."

"'Are you sure this is the place?" I asked loud enough for the proprietor to hear me.

"'Yes,' declared my friend, 'and that's the man who said it.'

"'Well!' I exclaimed, 'I am surprised. I am glad you told me.'

"Then turning to the cigar dealer I told him in my iciest tone that he need not wrap up the cigars, and before he got a chance to say a word I took my friend's arm, walked out, and banged the door. I bet that fellow didn't talk about nerve when the next visitor got a light without buying anything."

* * *

"How in the world did you ever manage to sell that lot of vile cigars at such a good price?" asked the proprietor of a clerk.

"Hush," returned the clerk cautiously, "I told the man that they were smuggled, and he never asked another question."

Did you ever see Neil Brien, the minstrel man, in his surpassingly funny burlesque fire department scene? If you did, you would appreciate the doings several nights ago in the righteous village of Zion City, Illinois.

Wilbur Glenn Voliva, like Simon Legree, owns Zion City "body and soul," that is we should say he nearly owns it. In fact, did until a few weeks ago, when a host of unbelievers started a manufacturing plant within the smokeless domain. Voliva caused great sign boards to be erected, terming the newcomers "tobacco skunks" and other terms far from complimentary.

One set of sign boards has been burned by the insurgents, but the dauntless Voliva and his cohorts immediately erected two more, larger and more pronounced than before. It was too much for human nature, so while a big prayer meeting was in progress the other evening, the followers of "Goddess Nicotine" started a little bonfire of their own. They soaked the sign board with cotton waste and applied thereunto a match.

Voliva immediately notified the fire department, which same organization was in sympathy with the rebels.

"Can it be possible that there is a conflagration in fair Zion?" asked the fearless fire chief of his sturdy henchmen.

"The royal courier has come into our lines with sealed despatches to that effect," was the reply of his henchmen.

The face of the intrepid fire fighter showed the terrible strain under which he was laboring.

"Very well, men, haste away to supper that you may be refreshed in body and mind to combat with the fire fiend," spoke the chief. After which the department ambled leisurely down the street and sat on the fence until the fire was out.

Nothing daunted Voliva says he will erect steel sign boards, that the devil himself can't burn down.

* * *

Hearing two red hot socialists discussing their belief on a street corner the other day, reminded me of a story a friend told me, alleging that many socialists professed belief in a theory of which they had neither understanding nor sincerity.

It appears that two casual acquaintances were discussing politics. One announced that he had turned socialist.

"I don't know what a socialist is," said the other.

"A socialist is one who believes in dividing up with the other fellow."

"Does that mean that if you had two houses you would give me one?"

"Sure I would."

"And if you had two automobiles?"

"I would give you one."

"And," said the one, with a twinkle in his eye, looking at the other's waistcoat pocket, "that if you had two cigars, you'd give me one?"

"Ah, gwan!" said the would-be socialist, "you know I have two cigars."

THE ONLOOKER.

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The defeat of a motion to have the Independent Retail Tobacconists' Association take legal action to revoke the licenses of the small soda water and fruit stands of New York City selling cigars, cigarettes and tobacco, suggests a topic for live discussion among the trade in every part of the country. Individually, these stands do not have any appreciable effect on trade conditions, since the volume of their business is negligible; but, taken as a whole, they provide a tremendous outlet for the cheaper grades of "smokes," especially for cigarettes.

How to Drive Out Cigarette Peddlers

It seems unfair to the legitimate tobacco dealer who pays a heavy rent, provides modern facilities for the display and protection of his products, and hires expert clerks to serve his customers, that he be compelled to compete for trade with the low-rent fruit stands, which handle cigars and cigarettes only as a side line.

But the same argument could be applied in the case of the legitimate fruit-stores versus the fruit peddler, and the whole question is one which dealers affected should weigh carefully before proceeding to legal action.

While Mr. Retail Cigarist righteously resents the invasion of his field by fruit peddlers, the question of how best to remedy this question should be taken up on a broad scale, based on the legal rights of all concerned. The problem is one that is bound to force itself to the front from time to time and ought to be solved once and forever, if such a thing is possible.

The agreement just concluded by the Tampa Cigar Manufacturers' Association and the cigarmakers promises to go far towards insuring industrial peace and harmony.

Peace Pact in Tampa

The terms agreed upon are eminently fair to the cigarmakers and give them every protection against violation that might work injury to them. On the other hand, the manufacturers' interests are safe-guarded by having local disputes as to sizes, prices and other conditions, handled by a joint committee instead of by hot-headed individuals. The system of inspection should solve the many perplexing problems that are daily arising between the employer and the employe and obviate such misunderstandings which would lead to a complete paralysis of the Tampa industry such as occurred last year.

If the cigarmakers live up to the terms of the agreement, they can be reasonably sure that the manufacturers will do the same. After all, the interests of the two parties are so closely allied, that one cannot be harmed without injury to both.

It is to be hoped that time will prove the wisdom of this agreement and the word "strike" will never again be found in the vocabulary of the Tampa cigarmakers.

Let the slogan be "a million a day every day."

The First District's Fine Showing

Cigar manufacturers in the First District of Pennsylvania are to be congratulated on the showing made for the month of April. There were more cigars manufactured in that month than in any April in the history of the Revenue Office, the nearest approach being in 1907, when the figures were within 2,000,000 as large.

In view of this showing it would seem that the tide of trade has set in a favorable direction, and that many of the idle hands who have been seeking work in the First District will now find themselves steadily employed.

The gain for April of 3,045,580 reduces the deficit for the first four months of this year to 1,411,390, and, according to reports received so far during May, it is very likely that this deficit will be wiped out entirely when the returns for May are tabulated.

What "The World" Thinks

¶Now that the Iowa State Penitentiary intends to use dried peaches in the manufacture of smoking tobacco, it will be up to some bob-haired convict to register the title "Peacherino" as the leading brand. Alas! We doubt whether he could get this title, since we know of some "peaches" that are already on the market in this line.

The shipment of Manila cigars to the United States dropped from 83,931,000 to 22,974,000 in the year 1910-1911. This is not surprising when you consider the amount of "junk" that was dumped into this market when the tariff was first lifted. The Philippine manufacturers have learned the lesson that if you want the business you must have your product right, and the shipments now being received are living up to this standard.

¶Beginning October 1st of this year, manufacturers making more than 50,000 pounds of tobacco, 250,000 cigars and 1,000,000 cigarettes annually, will be asked to make semi-annual reports to the Government of the amount of unmanufactured tobacco on hand. This is provided by the Cantrill bill, which has just been signed by President Taft. Another evidence that the Government is aiming to convert the tobacco trade into an industry of bookkeepers!

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Imported Price Cut Has Little Effect

Some Retailers Taking the Added Profit—One Manufacturer Announces Defiance

THE reduction in price of imported cigars, made by certain Havana manufacturers, on the two popular sizes, "Perfecto" and "Puritan," has so far had no appreciable effect in increasing their business in this country. Some retailers and jobbers openly resent the new scale of prices and are taking advantage of the situation to maintain their retail prices and garner the increased profit.

The profits on imported cigars have not been excessive, and if the retailers find that a reduced cost to the consumer will not increase the volume of their box trade, they would be foolish not to take their added profit.

One manufacturing firm who have refused to meet the cut is Calixto Lopez & Company, who have notified their distributors that the prices on all sizes of "Eden" cigars will be sustained, and that they are prepared to fight the issue to a finish.

Consolidated Cigar Co. Have Fine Stand

The first store of the Consolidated Cigar Co., located at Seventh avenue and Forty-seventh street, was opened on Saturday, May 4th, and proved to be one of the best appointed stands in this city. All the arrangements have been under the personal direction of Manager A. B. Woythaler.

Mr. Woythaler recently stated that they expected to close the leases for several more desirable locations, negotiations being now under way.

Miltiades Melachrino, head of M. Melachrino & Co., who has been in Egypt for more than a year, arrived in this city on Tuesday, May 7th. Mr. Melachrino appeared to be in the best of health and spirits, and spoke glowingly of the cigarette business, particularly of the prosperous condition of his firm's trade.

"Quevedo Cigar" in Large Demand

The Tampa Co-operative Company, Tampa, Fla., which has recently opened a branch office, at 23 Duane street, New York, is reporting a marked improvement in orders, on their main product, the "Quevedo" cigar.

Their brand is much in evidence in Brooklyn, and a number of dealers in that borough are making it their leader. Many attractive window displays of the "Quevedo" have appeared lately, and their sales are reported to be steadily increasing as the brand is making friends wherever it is introduced.

Leo F. Weiss Entering Business

UNDER the name of L. F. Weiss & Company, Leo F. Weiss and Eugene Levy have formed a partnership. Mr. Levy has been identified with the cigar manufacturing business for a number of years. He is a man of wide experience and a good judge of leaf tobacco. He is well posted on all the details of the manufacturing end, and will look after the factory interests exclusively.

Mr. Weiss has been for the past ten years connected with the selling staff of the American West Indies Sales Company. He has proven himself a worthy representative and salesman, and has travelled over nearly every part of the United States establishing a very large following from the Atlantic to the Pacific. Congratulations and good wishes were sent to him from his large number of friends.

The firm will manufacture mild Havana cigars of the highest quality. The location of their factory is 212-214 99th street, New York. Their leading brands are the "Wanda" and the "Fidelia" packed under very handsome labels. The company have already on hand, a large number of advance orders, and with the active support of their friends, should have a very prosperous future before them.

The Cuba Cigar Co. have removed their offices from the fourth floor of 4 Park Row and leased the entire floor of that building.

D. M. Frank & Co. are introducing a new five-cent cigar to the trade. It is styled the "Marconi" and will be made in all the popular shapes and sizes.

H. J. Rose, who gave up his position with Max Gans & Son last year, owing to ill health, is again with this concern acting as their general manager in Porto Rico.

Al Zieling, well-known to the city trade, recently took over the cigar stand in the drug store, 46th street and Broadway. Mr. Zieling is carrying almost everything in clear Havana cigars, in addition to a large assortment of cheaper lines.

Joseph Frankfort, of Calero & Company, is using glass humidor jars, for the packing of fifty cigars. A small moistening appliance is attached to the metal cover. Mr. Frankfort says, that this device for packing, keeps the cigars in perfect condition, and they do not require any attention whatsoever. He has been experimenting with these humidors for several months.

New York City Items

H. Straus has removed his office from 1 Liberty street to 36 Gold street, this city. Mr. Straus' new telephone number is John 2492.

George L. Symons, of Symons-Krausman Company, has returned from the West after an extended trip calling on most of their trade. He finds business conditions out there in fine shape.

M. W. Berriman, of Berriman Brothers, has returned from Tampa, on a three weeks' visit. Mr. Berriman did not continue on to Havana, as he originally intended, but now plans to visit the Island some time in June.

Sol. Gans left New York, last Saturday, for Porto Rico, for the purpose of bringing home Mrs. Max Gans. On account of the lateness of the crop, Max Gans, who is down there in the interest of the firm has decided to extend his trip.

The Republic Tobacco Company has been incorporated in Jersey City. They intend to buy, cure, treat, manufacture, and sell tobacco. The capital stock is $375,000, and the incorporators are C. F. Haight, Jersey City; W. E. Hayatt, New York City, and R. B. Nicholas, Brooklyn.

The strike at the cigar factory of F. D. Graves, at New Haven, Conn., has been adjusted and the employes have again gone back to work.

A committee was appointed by the Cigarmakers' Union No. 39, of New Haven, after the men walked out on Tuesday, May 7th, and asked for an interview with Mr. Graves. Mr. Graves granted a conference last Thursday, at which time the trouble was settled. The differences were largely the result of a misunderstanding.

Zionists Have Cure for Tobacco Habit

WHAT is hoped will prove a sure remedy for the tobacco habit has just been found. Its discoverer is Wilbur Glenn Voliva, self-appointed successor to John Alexander (Elijah) Dowie, of Zion City, Ill. "My Lady Nicotine" is to succumb to the power of prayer, according to the deep laid plans of Wlbur Glenn.

Wilbur Glenn Voliva, be it known, is everlastingly opposed to smoking and chewing in Zion City, and as he has pretty completely conducted the destinies of the town heretofore, his wishes were law.

Then came the upheaval. A few weeks ago Cook's electrical plant was established in Zion. The employees of this concern, were, in the main, from Chicago, and they were firm diciples of "Lady Nicotine." They refused to respect the laws of Zion and Voliva and went to and from work with cigars and pipes, smoking vigorously.

There could be but one result. Voliva called upon his cohorts to drive the "tobacco skunks" from the smokeless precints of Zion. Pitched battles resulted with first a victory on one side and then another.

Long bearded "Elders of the Church" went about nursing bruised optics and the invading electricians did not escape unscathed.

Then Voliva caused huge signs to be erected which were far from complimentary to tobacco users. The latter retaliated by making night raids with buckets of black paint.

Riot followed riot, men were injured by flying bricks and stones. The local police were powerless and Mayor Miller threatened to call out the State troops.

This contemplated procedure awed the pugnacious Voliva and he announced that he would call off the "minions of war" and that he would conduct prayer meetings morning, noon and night in the hope of converting the tobacco users of the plant.

Meanwhile the case has been taken to the Circuit Court of Lake County, Illinois, and a legal decision of the matter is expected any day.

Paris, Tenn., Warehouse Burned

Fire of an unknown origin destroyed the large loose-leaf tobacco warehouse of Eaker-Ezell & Company, of Paris, Tenn., on the morning of May 2nd. The building contained nearly three-quarters of a million pounds of tobacco, valued at from 7 to 14 cents per pound, and approximating in value $65,000, which is partly covered by insurance.

Charles A. Sperry, 39 yeas of age, a cigar merchant, of Nephi, Utah, died in Salt Lake City recently, following an operation for appendicitis. He was well known among Mormon circles, having served on the Australian Mission Board of that church.

Manufacturers and Employes Form Agreement

Continued from page 11

form and it has been widely circulated among the cigarmakers. It appears to have met the general approval of the men.

The circular reads in part as follows:

"The prices, sizes and thickness adjusted by the cigarmakers and manufacturers of Tampa, will be maintained in accordance with the equalization of 1910.

"The cigarmakers will appoint a representative from each factory in the following manner: They will nominate different candidates from the shop, out of which, by a secret ballot, they will elect one, and he will be the representative. If neither of the nominees should draw a majority of votes, or better stated, one-half plus one vote of the votes cast, the other two obtaining the most votes will again be voted on. The representatives, in this manner elected, will meet within seven days after having been elected, and will nominate candidates, of which five representatives will be elected by a secret vote, they constituting the vigilance committee.

(1) This committee of cigarmakers will cease every six months, at which time new elections shall take place and the new committee will act in the same manner as the former one.

"This committee will meet with that of the manufacturers; they will decide on what date they will begin to act, which date will be not later than seven days after their election. They will obtain information from the factories existing in this city and its surrounding territory, and will start with the general scale of prices of 1910, to revise the sizes comparing them with the private list of each factory which was adjusted in 1910, estimating the new sizes which may be in each one of them, and the sizes in general in those factories in which they were not examined in 1910, binding them to the general scale of prices.

"The operatives, cigarmakers, who may have any complaint to make about the lack of enforcement of said adjustment, will go to his representatives and explain to them the reasons of their complaint. The representatives, if they find the complaint is just, after investigating and finding signs of veracity, they will call on the manufacturers' committee and they, together with the said representatives, will form a commission which will go to the factory in question and will investigate the case.

"The manufacturer will present to the joint committee the total amount of cigars made of the size or sizes in litigation, made the day before, together with the pay roll book and the list of prices of the factory. If the amount of cigars made is not complete, the manufacturer will show them the size or sizes on the picking table. The proven fact that a size exceeds the length stipulated will be considered a decrease in the price, and the manufacturer incurring in this fault will pay for the cigars made during the last seven days at the rate paid for the similar size and of a higher class than the one the manufacturer is considered to have wanted to substitute, or has substituted, plus two dollars extra per thousand. The manufacturer who may consider the decision of the joint committee unjust will appoint a member of the Manufacturers' Union to represent him and will proceed to the investigation of the truth with the said commitee.

(2) But, in the meantime, the size or sizes will be discontinued until duly adjusted.

"The size not adjusted to the number of thickness marked by the scale of prices of each house, will be considered out of order, not taking into consideration the exceptions that may exist, but considering the average of the size as a whole.

"The shortage which the cigars may suffer, according to the opinion of the manufacturer (in case of litigation), will be verified by the committee, comparing the measurement of the average boxes of this size with those of the same size in the factories where the committee found the said size correct.

"No factory or firm shall make at a branch factory, or branches, which they now have or may have in the future, any size which does not conform to the list of prices, thickness and sizes adjusted in Tampa."

First District Shows Big Gains

3,000,000 More Cigars Made in April Than Last Year

REVENUE returns from the First District of Pennsylvania for April show a gain of 3,045,580 cigars over the same month of last year. This gain is very gratifying in view of the fact that the production of cigars in the First District for the first four months of this year showed a deficit of 4,456,907. The gain of April reduces this deficit to 1,411,390. The figures for April, compared with last year, are as follows:

	April, 1912.	April, 1911.
Large cigars	59,742,900	56,696,320
Little cigars	14,540,000	26,900,000
Cigarettes at $3.60	20,700	20,600
Cigarettes at $1.25	8,623,600	7,864,000
Snuff at 8c.	.....	1,200
Manufactured tobacco at 8c.	87,223	86,342

Joseph W. Levy & Co. Open New Store

Joseph W. Levy & Company, for the past two years Philadelphia distributors of the well-known "Vasko" cigars, have moved their office from the Central Trust Building to 1536 Market street, where they have opened a retail store in connection with their jobbing business.

May 4th was opening day, and to properly celebrate the event, pocket lighters were given away with each purchase of $1.00 or over. A complete line of local nickel cigars are on display, as well as the higher priced Key West, Tampa, Havana, Porto Rico and Manila cigars, as it is the intention of Mr. Levy to cater to all classes of smokers.

Fifteenth "Cinco" Factory in Operation

THE constantly growing demand for their famous "Cinco" brand of cigars has made it necessary for Otto Eisenlohr & Bros. to open another factory for the production of this popular piece of goods.

This new factory, which is the fifteenth in which "Cincos" are produced, is a three-story brick building and basement, located at the corner of Fourth street and Philadelphia & Reading Railroad, Pennsburg, Pa.

Extensive alterations have been made, and this factory, like all of the other Eisenlohr plants, is thoroughly up-to-date in the way of equipment, sanitation and arrangements for the comfort of the employees.

About two hundred hands will be employed.

George Edward Spotz Dies Suddenly

Former President of Theobald & Oppenheimer Co. Succumbs at Atlantic City

GEORGE EDWARD SPOTZ, who was well known to the cigar manufacturing trade for the past thirty years, died at Atlantic City, Saturday evening, May 11th, as the result of heart failure which seized him while he was walking on the Boardwalk. Mr. Spotz had gone to Atlantic City several months ago to recuperate and seemed to be steadily improving. On Saturday evening he was walking with a friend when he suffered the attack and before he could be removed to a hospital he died.

Mr. Spotz was 62 years old and is survived by a wife and one daughter, Mrs. James Lallou. He was the son-in-law of Adam Theobald, one of the founders of Theobald & Oppenheimer Co., Philadelphia, and was connected with that firm, first as a salesman and later as president of the company, which position he resigned in 1908 when the corporation was reorganized.

Mr. Spotz was quite popular, not only in Philadelphia, but on the road among the cigar trade. His many friends in all parts of the country regret to hear of his sudden death.

The funeral services were held Tuesday evening, May 14th, at the residence of the deceased's brother-in-law, B. Frank Raule, 3536 N. Broad street, Philadelphia, and interment was made the following day in West Laurel Hill Cemetery. Among the mourners who attended the funeral was J. A. Rigby, of Mansfield, O., a life-long friend and associate of Mr. Spotz.

Doings of the Bayuk Men

BUSINESS on "Havana Ribbons," for the first half of May, is running considerably ahead of the expected figures, and indicates that this will be Bayuk Brothers' banner month on the brand. Orders are arriving from the Western and Coast trade with pleasing regularity and increased shipments to the jobbers in those sections are convincing evidence of the "Ribbons'" duplicating qualities.

Local sales are showing a steady increase, and Frank B. Stanton, who has charge of the local force, predicts that his showing for May will cast all previous figures in the shade. Mr. Stanton, in company with George W. Pruitt, South Jersey representative, is at the present time in Atlantic City looking over conditions. K. E. Rockefeller, who has control in "The City by the Sea," claims that he will show an increase of over one hundred per cent. over last season.

Quaker City Briefs

John King, of Cuesta, Rey & Company, Tampa, Fla., was booking orders in Philadelphia recently.

Mr. Charles spent several profitable days in Philadelphia recently in the interest of G. S. Nicholas & Company, New York.

Albert R. Clayton, Philadelphia representative of the Cuba Cigar Company, New York City, makers of the "Kings Club" Havana cigars, paid a flying visit to headquarters last week.

"Doc" Ansley, of the Peabody Importing Company, was showing some unusual qualities in "High Life" cigars to the trade in Philadelphia this week.

Jacob Labe, of the large importing and packing leaf house of Benj. Labe & Sons, informed that firm by cable last week that he had purchased 75 bales of Sumatra tobacco at the May 10th inscription in Amsterdam.

L. M. Walters, formerly of the G. H. G. Cigar Company, is now assisting in the sales of the "Bold" and "Discriminator" cigars, for Bobrow Bros. He will cover Pennsylvania, Delaware, New Jersey and Maryland.

E. C. Howlett, who has charge of the advertising in the United States of the "Tom Keene" cigar, with headquarters in Chicago, was a recent visitor in Philadelphia. H. N. Goldsmith & Company are the local distributors of the "Tom Keene."

F. J. Donnelly, retailer and jobber, 4225 Germantown avenue, is enlarging his business and will hereafter pay more attention to the wholesale side. Mr. Donnelly is pushing the "Bold" cigar as his 5-cent leader and is enthusiastic as to the outlook for this well-known brand.

The Rey Oma Base Ball Club, composed of workers in the Sig. C. Mayer establishment, will shortly play what should be one of the most highly interesting and entertaining ball games of the season with the Sheip & Vandegrift Base Ball Club. The event is scheduled for Saturday, May 18th, and will be played at Twenty-second and Tioga streets.

Mr. Watson, of Sig. C. Mayer & Company, will captain the Rey Oma team, and under his able management they should make the boxmakers hustle if they expect to win. Sig. C. Mayer, it has been announced, will be one of the umpires, and his friends and well-wishers are hoping Mr. Mayer will lose none of his popularity in filling that difficult position to every one's satisfaction.

TOO LATE FOR CLASSIFICATION.

WHO CAN USE
Completely Equipped Cigar Factory?
First Pennsylvania District, near Philadelphia, town 40,000. Help plentiful, experienced suction and hand workers, 10,000 to 25,000 square feet floor space, light and airy, centrally located, one-half block from freight depots. 80 Wiberman suction tables, 40 Borgfeldt bunchers, gas engine motors, presses, office and cellar equipment. Long lease. Low rental to good firm, or owner will take an interest. Speak quick. A snap. Owner, Care of the Tobacco World.

Benjamin Labe & Sons, large packers and importers of leaf tobacco, 236 N. Third street, recently received a cable from Jacob Labe, of that firm, stating that he had purchased 100 bales of tobacco at the May 3rd, Amsterdam inscription. They also bought 50 bales of tobacco at the Rotterdam inscription, on April 25th.

The "Counsellor" cigar, made by Allen R. Cressman's Sons, is on the upward trend and going fast, according to its sponsors. The coal strike does not appear to have materially affected this popular brand in that region, and sales are up to their usual standard. Harry Larish, a recent addition to the sales force, is doing excellently in the local territory.

M. S. Frechie, of 507 Arch street, has been in the cigar manufacturing business, in this city, since 1857, and in his present location since 1900. The leading Frechie brands are "Flor de Frechie" and "Exquisites," ten-cent cigars, and "Phil-Avana" and "The Economist," nickel goods. He does a large business in the Eastern and Southern States on his own brands of cigars.

A new cigarette manufacturing company to be known as the Supreme Manufacturing Company have opened temporary offices, at 1034 Real Estate Trust Building, Philadelphia. The company is composed of B. R. Mahn, son of Godfrey S. Mahn, and L. W. Harrington, both young Philadelphians. They will manufacture 25c. goods under the brand of "Vogue Supreme."

The affairs of the M. J. Dalton Co., which lost the two active heads by death recently, have not been completely settled, but it is stated on good authority that the several retail stores will continue under the control of Mrs. M. J. Dalton, who, in conjunction with the son, control practically all the shares of the company.

It is believed that the present managers will still continue as the active heads of the several stores, making their reports to Mrs. Dalton or her representative.

Willard W. Goldsmith, who recently took charge of the selling end of the business of Dusel & Goodloe, is doing very well in pushing their brands. Mr. Goldsmith has a reputation as a first-class salesman and, as president of the local concern, should infuse new life into it. He was formerly vice-president and sales-manager of the Federal Cigar Company, of New York. Mr. Goodloe, who retired from the concern when Mr. Goldsmith took charge, is now on a pleasure trip to his former home in Kentucky, and will join the forces of the Havana-American Company about June 1st.

Daniel Ostrow Purchases Downtown Stand

Daniel Ostrow, who has been conducting a retail store, at 16th and Diamond streets, has purchased the retail stand of Max Arndt, at 7th and Chestnut streets, known as the "City Cigar Store." Mr. Ostrow stated to a TOBACCO WORLD representative that when he takes over the new store, on June 1st, he intends making numerous changes.

The Chestnut street store will be Mr. Ostrow's headquarters, although he will retain the Diamond street location, of which his brother will have charge.

Chicago--The Great Central Market

United Secures Choice Site—Monroe Company Celebrate 30th Anniversary
Jacob Goodman Dies as a Result of Injuries; His Assailant Confesses

From the Western Office of
"The Tobacco World"
H. E. Rodenbaugh, Mgr.
118 North LaSalle Street.

CHICAGO, May 11.

THE continued mild weather has proved of material benefit to the retail tobacco trade. The open door of the various shops offers a silent invitation to enter and dealers appear to be more satisfied than in several months past.

Attendance at the ball games has a marked effect on the afternoon trade, but this is counterbalanced by increased business in the hours after supper.

Jobbers report collections better and money much easier since the first of the month, and the volume of business has taken a jump upward. Everything points to a splendid May and June in tobacco and allied lines.

United Secures Another Choice Site

The United Cigar Stores Co. have secured the lease of the old Hannah & Hogg saloon, S. E. corner of Clark and Randolph streets, and will open up a store there this month. They have leased the entire corner, and will sublet the other stores. They have already leased one of these stores, and it will be turned into a saloon. The United have also leased the corner and adjoining stores in the new Mallers Building, S. E. corner of Randolph and Wabash, and will open up this month at that corner. According to reports, this company has lost their lease on their store in the middle of the block directly opposite the Mallers Building. Another location just taken by the United is S. W. corner Fifth avenue and Jackson Boulevard. Heretofore, this location was not considered particularly good, but is considered valuable now as traffic will be increased from the Aurora and Elgin line to the New Insurance Building, S. W. corner Jackson Boulevard and Sherman street. The United will lose their lease on their present stand on Jackson Boulevard, between LaSalle street and Fifth avenue, next May. The United store, at the S. W. corner State and Harrison streets, was destroyed by fire recently. The store is being remodeled and made smaller and will be opened this month. The United store, at 168 W. Adams (old Rand-McNally Building) has been closed and another opened at 159 W. Adams street.

Thirty Years at One Address

The W. F. Monroe Cigar Co. celebrated their thirtieth anniversary May 1st. Mr. Monroe, who was at one time an employe of the Best & Russell Co., opened up at his present location 30 years ago, and has been there ever since with the exception of one year a decade ago when the Tribune Building was rebuilt, at which time he was located in Monroe street The Company was incorporated three and one-half years ago, at which time George A. Renaud was admitted as secretary, and is in charge of the store. The company signed a ten-year lease beginning with May 1st at an advance rental. In addition to looking after the interests of the store, Mr. Renaud is building up a live jobbing business.

Powers & Gilbert, proprietors of the buffet and cigar store south of the Planters' Hotel, in Clark street, will, this month, dissolve partnership, and Mr. Powers will continue in business at 162 W. Washington street, where he will open up on or about June 1st. It is reported that Mr. Gilbert will also locate in the Loop shortly. The firm's old stand will be turned into a motion picture house, conducted by Harry Moir, of the Morrison Hotel.

Punch Boards Stimulate Trade

The Star Gum Co., of Chicago, are offering a line of punch boards, which greatly stimulate the sale of cigars and other goods. The boards are of all sizes, ranging from 25 to 1,000 holes, and are priced at 30c. to $1.60 each. This price includes punches and boards complete; that is, labelled and filled with paper slips containing serial numbers, which prevents the slips being carried from one board to another. The company carries stock labels, also labels having blank headings, and makes special labels for quantity orders. As this company owns the patent on the boards, no other company has the right to make them.

Female clerks are being replaced by male clerks in a great many of the stores since Mayor Harrison ordered dice shaking discontinued in the stores where women were employed. A few of the dealers thought that the mayor's order would be forgotten in a few days, but on learning that this would not be the case, promptly made the change.

John J. Dolan has leased the store in the new City Hall Square Building from John Righeimer, who some time ago leased the entire ground floor, and will open a buffet next door. It was at first reported that Righeimer would open a cigar store himself. This building is directly opposite the City Hall and is considered an excellent site.

"Billy" Maas Heads Chas. Barker Co.

Contrary to previous reports that the business of the late Charles Barker would be continued by the heirs, it was learned this week that Billy Maas, with others, had secured an interest in the firm, which will be continued along the same lines under the old title: namely, Charles Barker Co. Mr. Maas when seen by your representative stated that no radical change would be made in the business and said that he could not, at this time, give the names of the other parties interested. This move was a complete surprise to many as Mr. Maas had been with Clarence Hirschhorn & Co. for more than thirteen years as city salesman.

Local detectives, this week, arrested Louis Hammerman and A. Znckerberg, in Indianapolis, for distributing cigars in that city which are thought to be part of a $75,000 loot stolen by a gang of men, since last January, from the cars in the Northwestern, Grand Trunk and B. & O. freight yards, in this city. Dealers in Indianapolis bought about 15,000 cigars at greatly reduced prices, but became suspicious and reported the matter to the police. Most of the stolen property belonged to J. & B. Moos, of this city.

Since W. G. Anderson has taken charge of the cigar department, of The Fair, he has cleaned out all the old time stock and taken up the brands of the day such as "La Venga," "La Soneda," "Conexo," "Sanchez," "Hermanos," "Lucius," "Robert Burns," "Tom Moore" and "Tom Palmer." The Fair still continues many private brands especially featuring "Emilo Lopez," "Monteza," "Josetta" and "Palacio."

It looks very much as though the smokers in this section are becoming more and more in favor of the pipe and the home-made cigarette. Comparing cigar and tobacco stamp sales, as given by the district collector of internal revenue, there is shown a constant increase in tobacco sales while cigars and cigarettes occupy very much the same position now as they did two years ago, in corresponding months.

A study of the following receipts for April, in this district, during the past three years will furnish much food for thought.

	1912.	1911.	1910.
Tobacco	$121,891.91	$108,978.82	$85,877.94
Cigars and Cigarettes	56,014.19	51,406.51	56.582.16
Snuff	31,445.82	36,329.49	24,076.21

George C. Knight, with E. A. Condaz, is booming the "Frat," 20 for 15c. cigarettes, by the use of slide advertising in motion picture and vaudeville theatres and by effective window displays.

George Yocum, of Yocum Bros., Reading, Pa., was in the city this week. He appointed Rubstrat-Cowley Co. distributors for their "Spana Cuba," 5c. cigar.

A. J. Knepley, of Louis Ash & Co., New York, has returned from an eight weeks' business trip, covering territory from Chicago to the Pacific Coast. Mr. Knepley makes Chicago his headquarters, having moved here form Minneapolis the first of the year.

Both looking and feeling fine, William Best, Sr., president of the Best & Russell Co., returned to Chicago this week from an extended pleasure trip through the South.

Kraus & Co., of Baltimore, have placed the "Rob Roy," 5c. cigar, in both stores owned by W. R. Eagle.

The lure of the country proved too strong for Joseph Swatek and he has closed out his store in North Clark street.

Reiss Bros. & Co., dealers in paper and smokers' articles, have just purchased the John V. Clarke property, at Rush and Erie streets, and will erect thereon a four-story building for their own use.

E. B. McKenzie, in charge of the "El Roi Tan" distribution campaign here, made a pleasure trip to French Lick, Ind., last week.

Attractive window displays are proving a great asset in the boosting of the "New Abbey" cigar now featured by Best & Russell Co. The "New Abbey" is a ten-cent smoke manufactured by Theobald & Oppenheimer, a branch of the United Cigar Manufacturing Company, Philadelphia.

Although it was stated at the time of the severance of the United Cigar Stores Co. from the American Tobacco Co., that the United would install brands of independent cigars, "Gato" and "Optimo" seem to be the only makes of the latter kind that are carried on the United shelves.

Roseman & Strippelman, new owners of the store at the Southwest corner of Lake and La Salle streets, are featuring Lipschutz "44," a Philadelphia cigar. The new owners took possession May 1st and have installed a nice, clean lot of new goods.

Franklin McVeigh & Co. are pushing the "Diamond Crown," a five-cent cigar, manufactured by the United Cigar Manufacturing Co.

The United Cigar Stores held their double certificate day, Saturday, May 11th.

Dealers Not Pulling Together

Independent cigar dealers, of Chicago, seem to be doing but very little toward assisting in the passage of the bill now in Congress for the abolition of coupons or presents now given away with cigars, cigarettes and tobacco. The only active work done thus far in the matter has evolved upon the Anti-Coupon committee of the Chicago Leaf Tobacco Merchants' Association who have sent out personal letters urging those interested to take the question up with their representatives in Congress and the United States Senators.

Wohl & Comstock Co. have torn down the old building and broken ground for their new factory at 1462-64 West Madison street. The structure, barring accident and strikes, will be completed in the early part of autumn. It will be three stories in height, and in the basement will be provided quarters for the storage of tobacco. The main floor will be divided into six stores, which are already rented. Two of the floors will be used by the company for its offices and factory.

Albert Falk, of the Falk Tobacco Co., was in town the second week of the month, at which time he called on J. A. Anderson, manager of the cigar department of Grommes & Ullrich.

In the last issue I stated that L. Jacobs had leased the corner store next to Simon Lichtenstein's present stand at 230 North Fifth avenue, but have since learned that the owner of the new store is Charles R. Josephs. Mr. Josephs has fitted up the store with the latest improved fixtures, and is carrying a strictly high-grade stock. As Mr. Lichtenstein's lease expired May 1st, No. 230 store has been taken by a firm in another line of business.

The arrival of the moving season made little or no difference with the Loop cigar dealers. A few of the old buildings will be torn down this summer and dealers having leases in these buildings, of course, had to vacate. Spector Bros., who were for the past four years at 119 West Madison street, were for the above-mentioned reason compelled to vacate and moved to 107 South Clark street, in the Rector Building, where they took an eight-year lease. It is not known what rental they are paying, but $5,000 per annum was asked for the location. Spector Bros. manufacture the "Queen Carolina" cigar at 1141-43 West Jackson boulevard, which brand they feature in their retail store.

Perfecto Garcia & Bros. vacated their plant at 136 West Lake street and are now located in the Northwestern Building, in Fifth avenue, between West South Water and Lake streets. This firm manufactures a high-grade line of Havana cigars, which are big sellers in Chicago and elsewhere.

Newmann & Gach, leaf tobacco people, have moved from 175 North Franklin street to 315-17 West Randolph street, where they occupy three floors and basement.

Windy City Briefs

A recent corporation is the Adison Cigar Co. for $6,000. The incorporators are Edward N. D'Ancona, A. J. Pflaum and W. W. Johnston.

Julius Fernbach, senior member of the firm bearing his name, cigar manufacturer, 203 East Thirty-first street, has returned from a stay at West Baden.

Frank M. Lopez, Middle Western representative for Garcia & Vega, Tampa, called on the local trade here the first week of this month.

Mr. Rothschild, of Rothschild Sons & Co., 214-16 North LaSalle street, has returned from a few weeks' stay at West Baden.

M. Linkman & Co., pipe manufacturers, are making a special effort to interest the trade in their Nuvo briar pipes, with celluloid and rubber mouthpieces.

O. L. Myers, Western representative of the 44 Cigar Co., was a recent visitor, having stopped off on his return trip from the Pacific Coast.

Benjamin Rosenstein has taken possession of Harry Zolla's cigar store, 2577 Lincoln avenue.

W. H. Munson, a Melachrino representative, has returned from a successful Western and Southern trip and is spending a fortnight in this city, which place is Mr. Munson's headquarters.

C. A. Paulson opened his new store in Logan Square the first week in May.

The Windsor Clifton Hotel cigar privilege has been taken over by the Oppenheimer Cigar Co., of Saginaw, Mich. A number of new brands are being introduced and an increased business is already reported.

Until July 1st John J. Dolan's headquarters will be at his New Hamilton Club stand. In the meantime his store at Washington and Dearborn streets will be remodeled and placed on the level with the street.

William Tansig, of Tansig & Co., attended the convention of the National Cigar Leaf Association in New York.

M. L. Hall has sold out his cigar privilege in the Oxford Building, 118 North LaSalle street, to B. McGurr.

J. E. Burns, of Burns & Goldfuss, proprietors of the Hampton buffet cigar store, State and West South Water streets, has returned from a ten days' stay at French Lick Springs.

Jorge Leon, representative of P. St. Martin & Leon, Tampa, was here the first week of May looking after the interests of his firm.

The "Peerless," a new store in the coming Logan Square section, has just been opened by C. A. Paulson, at 2457 Dedzie Boulevard. The location of the store at the terminal of the "L" makes it a logical winner.

The latest, outside the loop, addition to the chain of United Cigar Stores will be opened some time this month, on North Clark street, a short distance from the Clark street bridge.

The effect of the freight handlers strike is being felt here to a considerable extent. Many dealers state that they have shipments from Tampa and the East now in the yards and are unable to secure the goods which in some instances are badly needed.

Clarence Hirschhorn & Co., featuring "Bank Note," 5c. cigar, made by the United Cigar Manufacturing Co., has been successful in securing a number of prominent window displays. Certificates are given away entitling the holder to a free cigar in all stores having these displays.

H. R. Sweezy, 118 North La Salle street, is offering inducements to his trade by selling standard ten-cent straight cigars, such as "El Roi Tan," "La Preferencia," "La Azora Bismarks," "La Venga" and others at three-for-a-quarter.

John C. Nash, one of the loop salesmen for the Capitalista Company, 227 North Michigan avenue, reports splendid success with the firm's "Capitalista" and "Scotia," Havana cigars, placing them in the best stands.

John J. Dolan opened his newest store in the City Hall Square Building, May 11th.

Saturday, May 18th, will be opening day at the enlarged establishment of M. H. Weiss, 3125 Logan Boulevard, who now has one of the best equipped cigar stores in the city. The entire second floor of the building is used as a billiard room. On the first floor is the handsome cigar stand and a club and lunch room. All the leading brands of cigars are carried in stock.

Best & Russell Co. are distributing sanitary leather drinking cups advertising the "Lovera" cigar, made by José Lovera Co., Tampa.

Burglars effected an entrance to the safe of Emil Griefen, 130 West Randolph street, and made their get-away with $90 in currency.

Rutherford B. H. Cook's cafe, in the rear of the cigar store, at 117 South La Salle street, opened May 8th.

The Kadison Cigar Co., of which Joseph Kadison, a well-known cigar salesman is at the head, is located at 417-18 Ashland Block. The leading brands handled will be those of the Persevero Cigar Factory, New York.

W. J. McAtee opened a buffet in the new Insurance Building this week. The cigar supplies were all purchased from Best & Russell Co. Leather pouches advertising the "El Geneo" cigar, manufactured by P. Verplanck & Co., Tampa, were given away as souvenirs.

Charles Pennell, formerly with the Fair cigar department and now manager of Hillman's, has increased business in his department materially. All the popular brands are carried and some cuts are made on the 5- and 10-cent brands sold by Chicago distributors. They are featuring the "La Somo," made by Storm, Fisher & Co.

J. Superfine, who has had charge of the Best & Russell Co.'s stock for some years, was placed in charge of the new Best & Russell store, in the Otis Building, which opens next week. In all probability the inside stand will not be open until about June 1st.

"Uncle" George Anderson, of Reid, Murdock & Co., is pushing the "El Roi Tan" cigar, manufactured by Seidenberg Bros.

The ocean steamer "Carpathia," which recently came into prominence through the "Titanic" wreck, will have a namesake in the form of a cigar and cigarette, manufactured by the Irving Halpern Cigar Co., with offices in the Hearst Building, Chicago.

The week end cigar which I spoke of in the last issue, in connection with Best & Russell Co., will be made by Grommes & Elson, of this city. The cigar will be made in one size only, and will sell two-for-a-quarter.

Retailer Shot and Dies from Wounds

Jacob Goodman, proprietor of a cigar store at 426 S. Clark street, was probably fatally shot by a hold-up man who entered his store about 6.30 o'clock, Sunday evening, May 5th. Two guests of the Mayflower Hotel, which is directly across the street, heard the shots and rushed to Goodman's assistance and found him lying in a corner back of the showcase with a bullet wound in his right temple. Scattered over the floor was a number of small coins, nickels, dimes and quarters, which had been dropped by the fleeing bandit. About $20 in the cash register remained undisturbed.

Mr. Goodman, unconscious, was removed to St. Luke's Hospital, where he died on Sunday, May 12th, just a week after the shooting.

Robert Schultz, aged 22, was captured, after a struggle, by the police on suspicion of being connected with the crime and was locked up on the charge of carrying concealed deadly weapons. Later the police produced witnesses who identified Schultz as one of the men seen running from the store after the shooting, and Schultz upon being confronted with this evidence weakened, and his confession of the crime followed.

Jacob Goodman was married and leaves a widow and four children. He resided at 555 West Taylor street.

all that's new with JOBBERS and DISTRIBUTORS

Two Chicago Jobbers Go Under

Charles H. Gore Has Many Creditors—Henry W. Wagner Shows Nearly 300 Firms on His List

CHICAGO, May 11.

THE failure of Charles H. Gore, wholesale dealer in cigars and tobacco, 1415 S. Halsted street, Chicago, whose bankruptcy schedule was filed on the 8th of May, presents a peculiar condition; a condition with which it would seem a man could have weathered the storm. The reputation of Mr. Gore must have been very good, for about 100 excellent firms were carrying him on their books. At the time of his petition for bankruptcy Gore's total liabilities amounted to $15,940.43, while his assets were within $900.00 of this sum. Referee Wean will appoint a receiver next week.

The total outstanding accounts held by Gore amounted to $8,500.

The following is a list of the principal creditors:

Franklin McVeagh & Co., Chicago, $1191.08; Wm. Paley, 1058 W. Jackson Boulevard, Chicago, $114.44; S. Anargyos, Jersey City, N. J., $994.50; Liggett & Myers Tobacco Co., St. Louis, $734.23; Charles Colof, 626 Center avenue, Chicago, $566.20; Khedival Co., New York City, $603.86; Sprague, Warner & Co., Chicago, $612.02; Mrs. Morris Miller, Chicago, $450.00; Turco American Tobacco Co., New York City, $391.06; I. B. Krinsky, Brooklyn, $350.00; Schinasi Bros., $396.04; E. O. Eshelby Tobacco Co., Cincinnati, $280.72; Grossfield & Roe, Chicago, $250.00; Steele Wedeles Co., Chicago, $232.88; B. F. Zarfo, Red Lion, Penna., $158.87; Peter McGuigan & Son, Red Lion, Penna., $182.62; Reynolds Tobacco Co., Salem, N. C., $146.77; Penn Cigar Co., York, Penna., $152.25; Samuel Cupples, Chicago, $131.30 J. Chuckerman, 982 W. 12th street, Chicago, $350.00; Spaulding & Merrick, Chicago, $270.09; Weyman Benton Co., New York City, $141.12; M. Meerschaum Co., Washington, Mo., $148.25; Union Crown Cigar Co., Pittsburgh, Pa., $206.94; William Duke Sons & Co., Durham, N. C., $590.00; P. Lorillard Co., Jersey City, $141.87; Clarence Hirschhorn & Co., Chicago, $234.00; American Chicle Co., Chicago, $158.40; Scotten-Dillon Co., Detroit, Mich., $414.72; A. Kerr & Co., Chicago, $117.00; Prudential Tobacco Co., New York City, $134.95; William Wrigley Co., Chicago, $138.26; G. S. Gabel Cigar Co., York, Pa., $100.00; T. D. Heine, York, Pa., $94.33; B. S. Taylor, Yoe, Pa., $98.17; A. Gordon, 1426 Halsted street, Chicago, $59.23; A. Koharey, Pittsburgh, Pa., $52.12; A. W. Kohler, Yoe, Pa., $70.00; Cohan Bros., 114 Franklin street, $7.84; M. Linkman & Co., Chicago, $35.38; J. J. Bagley & Co., Detroit, $98.13; E. Hoffman & Co., Chicago, $84.88; Gluckman & Sons, New York City, $90.06; Strater Bros. Tobacco Co., St. Louis, $25.92; American Playing Card Co., Kalamazoo, $85.80; Levin Bros., 337 N. Ada street, Chicago, $13.35; Spector Bros., Chicago, $75.60; Metropolitan Tobacco Co., New York City, $28.61; Allen Bros., 1414 S. Halsted street, Chicago, $57.05; Nathan Kanter, 621 S. Halsted street, Chicago, $37.95; J. Davidson, 40th and Armitage, Chicago, $75.90; Globe Tobacco Co., Detroit, Mich., $56.76; U. S. Tobacco Co., Richmond, Va., $25.56; U. S. Playing Card Co., Cincinnati, $47.18; Pritikin & Bros., 927 S. Robey street, Chicago, $12.71; William Pollock & Son, Cleveland, O., $66.38; Union American Cigar Co., New York City, $61.65; First National Bank, Chicago, (Note due May, 1912) $1,000.00.

The assets which totaled $15,005.00 showed that accounts due petitioner as per books amounted to $8,500.00; $5,000 was the valuation placed on stock; cash on hand in possession of the Referee, $421.00. Three horses were given a valuation of $75.00. Other items included $437.00 insurance policy. Fixtures, wagons, machinery totaled $300.00 more, and other minor assets including personal property claimed as exempt.

Continued on following page

Claude Howell Absorbs Salomon Cigar Co.

THE E. Salomon Cigar Company, Detroit jobbers and distributors, have passed into the hands of Claude E. Howell, of that city. During the brief years of the life of the Salomon Cigar Company the boys labored faithfully and conscientiously to gain a foothold, but they lacked the necessary capital to swing successfully a jobbing business. Mr. Salomon will retire from the cigar jobbing business altogether. His associate, William Thornton, has joined Claude Howell's staff of salesmen and will cover the east side of the city. The only brands of the former firm which Howell will continue to exploit are "Savarona," "Richard Mansfield," and "Bella Mundo."

Bier, Saalberg & Co. Pushing "Ruy Lopez"

A lively campaign is being waged by Bier, Saalberg & Co., of San Francisco, on the "Ruy Lopez" clear Havana cigar, which they took up about a month ago. Although the brand is known among the Coast trade, they are not satisfied with the past records, and are working hard to establish new ones. Window displays are being used extensively in the work.

Wayne Tobacco Co. Receives Large Order

The Wayne Tobacco Co., of Fort Wayne, Ind., recently received the largest shipment of pipes ever sent to that section. It was the result of a trip by Albert H. Buuck, of the firm, to New York, at which time he placed the order with the Manhattan Briar Pipe Co.

The Wayne Tobacco Co. was founded in 1908 by Mr. Buuck. Under his management it has shown a large dividend from the start, and is today recognized as one of the largest wholesale tobacco houses in the Middle West.

Brannon-Signaigo New Texas Jobbers

A new wholesale cigar firm has been formed at Dallas, Texas, which will do business under the name of the Brannon-Signaigo Cigar Co. They will handle only the better grade goods.

J. Harper Brannon, one of the partners, will have charge of the selling end. He was formerly with the American Tobacco Co. for sixteen years. George Signaigo, the other member of the firm, will be the office executive.

Harry Karger, Baltimore Distributor, Fails

A petition in bankruptcy has been filed by Harry Karger, retailer and jobber, of West Baltimore street, Baltimore. F. A. Davis & Sons, the Karger Cigar Co. and the Neudecker Tobacco Co. are some of the creditors named. Mr. Karger has given bond and G. Ridgely Sappington has been named as receiver.

The Richard Rassfeld Cigar & Tobacco Company, in business for many years in St. Louis, as jobbers, are retiring from the field and their affairs are being wound up.

Jobbing Trade Items

The Niles & Moser Cigar Company, of Kansas City, is reporting a big trade on "Cinco" cigars, and report that there is an exceptionally active demand for the "Panatelas."

Deiches & Co., large distributors of Baltimore, Md., are featuring the "Havana Ribbon," made by Bayuk Bros., in that city, and report increased sales on this brand.

The Straus Cigar Co., of Richmond, Va., report a record-breaking business on the "Rey Oma" and "El Wadora" cigars, of Sig. C. Mayer & Co., of Philadelphia.

The Duluth Cigar Company, of Duluth, Minn., is finding a healthy demand for its special brands, the "Elcora" and "Mataafa," in the Northwest.

The "José Lovera" line of cigars has been taken on by the Wise El Santo Cigar Company, of St Louis, who will be the distributors in that section.

C. H. Stratmeyer, of 1710 W. North avenue, Baltimore, Md., has been working the region adjoining Washington, D. C., in the interest of his new brand of smoking tobacco, "Worker."

Abraham Pareira, a well-known Albany jobber, reports his leading 5c. brand, the "Masterpiece," of Jeitles & Blumenthal, Philadelphia, as being one of the best sellers at this time.

Dan Wolf, 407 Main street, Cincinnati, Ohio, reports a fine business for "El Wadora," made by Sig. C. Mayer & Co., of Philadelphia. Mr. Wolf has had the agency for three years and has been very successful with the Mayer lines.

The E. A. Saunders' Sons Co., of Richmond, Va., have installed a new up-to-date humidor in their store. They have added another wagon to handle their increased trade. All wagons used by this firm carry signs advertising the "Cinco" cigar. Another big seller with them is the "El Verso," made by the Deisel-Wemmer Co., of Lima, O.

Hershberger & Sloan, a jobbing concern, of Kansas City, recently dissolved. J. M. Hershberger sold his interest in the firm to H. E. Sloan, which went into effect May 1st. Mr. Hershberger, who was formerly a salesman, has not announced his future intentions. Mr. Sloan, the remaining partner, who purchased his interest in the firm several months ago, will run the business alone.

A new wholesale concern was recently organized in Newark, N. J., to distribute cigars under the name of Jeffreys Bros. The organizers, Edwin J. Jeffreys and William Jeffreys, were formerly salesmen and have had a wide experience.

They will make the "Optimo," clear Havana cigars, manufactured by A. Santaella y Ca., and the "Five of Harts" and "Hearts Ease," cigars of T. H. Hart Company, of Philadelphia, their leading lines. A new automobile has been purchased to deliver their goods.

Salt City Cigar Company Organizes

The Salt City Cigar Company is the name of a new concern in Hutchinson, Kansas, which will manufacture cigars and also do a wholesale business. The manager is D. N. Kelly, an experienced cigar man, who has been representing the Parker-Gorden Cigar Co., of that place. The executive offices have been placed in the Hoke Building in Hutchinson.

Lang, Jones & Co., New Portland Jobbers

A new jobbing firm has been organized in Portland, Oregon. It is Lang, Jones & Co., who formerly did a brokerage business in that city. They have been made the Oregon distributors of the "Bold" cigar, made by Bobrow Bros., of Philadelphia, and expect to take on several Havana accounts shortly.

H. Grinberg Cigar Company Moves

The jobbing firm of H. Grinberg, of Pittsburgh, announce to the trade that they are now occcupying their new quarters, at 817 Fifth avenue, that city. They are distributors of cigars, pipes, smokers' articles and general merchandise.

J. B. Moos Co. Introducing New Cigar

A new nickel cigar, styled the "Contrivo," is being introduced to the trade by the J. B. Moos Company, of 240 Fifth avenue, Cincinnati. It is made in the Ninth Pennsylvania District and sells to the retailer at $35 per thousand.

Increased Demand for "London Trophies"

The Wabash Cigar Co., of Pittsburgh, Pa., have been compelled, on account of their increasing business, to utilize an additional floor at their factory, 48 Miller street. They are a live, up-to-date concern handling a complete line of 2 for 5c. and 3 for 5c. stogies, and will send samples of their goods to any interested jobber or broker.

The Hancock Cigar Co., of Richmond, Va., has moved its headquarters to 1319 Main street, that city. They recently added two wagons to care for their increased business. One of them bears the advertisement of the "44" cigars, which are among their best sellers.

Chicago Jobbers Go Under

Continued from preceding page

Credit System Brought H. W. Wagner to Grief.

With liabilities of $9,985.25 and assets of $8,520.63, the schedule in bankruptcy, filed May 8th, by Henry W. Wagner, cigar jobber, 186 S. LaSalle street, showed a number of outstanding accounts, there being something like 300 in all. The debts due amounted to $5,060.88; ranging from $1.75 to $100.00, and some of them dating as far back as 1906. A receiver will be appointed by Referee Eastman next week.

The list of creditors comprises firms in the East, no Chicago houses being hit by this failure. Wagner listed real estate at $4,000, secured, however, by a claim of $3,833.75 held by Luckett, Luchs and Lipscomb, of Philadelphia. Here are the figures in the failure:

Jeitels & Blumenthal, Philadelphia, $900.00; M. Steppacker Cigar Co., Reading, Pa., $2,727.50; M. Steppacker Estate, Reading, Pa., $600.00; Henry Traiser & Co., Boston, Mass., $525.00; J. A. Poist Co., McSherrystown, Pa., $399.00; C. E. Wagner, 3002 N. Kedzie avenue, Chicago, (Note) $1,000.00; Luckett, Luchs & Lipscomb, Philadelphia, $3833.75.

The assets include Stock, $937.25; Household Goods, $95.50; Machinery, $27; Debts Due $5,060.88; Property Claimed Exempt, $400.

Order Files in Factories Show Trade Improvement

Large Plants are Hiring Additional Cigarmakers — Steamships Bringing Larger Quantities of Leaf Tobacco with Each Shipment

KEY WEST, FLA., May 7.

THE past two weeks have shown some slight improvement all along the line in the cigar situation, and it is fully anticipated by the manufacturers that the increase in the demand will be steady from this time on. Several of the factories have seated additional cigarmakers, and it was stated that more would be given work next week.

The order files also show the improved conditions. There are several new customers on the list, and those who have been ordering small amounts as fillers have increased the size of their orders for the different sizes and have also added some which have not been handled for some time.

Another indication of the improved conditions is the increased shipment of leaf from Cuba. The P. & O. steamers are bringing larger quantities of tobacco with each shipment, and the withdrawals at the Custom House have been heavier.

While the manufacturers of Key West have naturally been inconvenienced by the slump in the business, they have none of them been hurt to any appreciable extent, and if the present increase continues, it is fully expected that the year will measure up favorably with former years in point of output.

For the past few days a representative of a well-known factory, who would not allow his name to be used, has been in Key West and has been making a thorough investigation, with a view of establishing a large branch of his factory here. This gentleman stated to THE TOBACCO WORLD representative that he was not in a position to make any statement at present, as he had not completed his investigation.

The Ruy Lopez Ca. continues busy, and satisfactory progress has been made for several days past. This firm has not felt the depression to any appreciable extent and has been working with a good force throughout.

The E. H. Gato factory still maintains the working force of over 500, and the demand for their goods continues satisfactory.

At the Ferdinand Hirsch Co. a good force of cigarmakers is constantly employed, and the output has increased.

The Cortez factory is one of the busiest shops in the city. They have increased their force considerably during the last few days, and orders in large quantities are coming in by every mail.

President Luis Martinez, of the Martinez-Havana Co., is now in New York, and he writes that conditions there are very promising for his factory. He has had a talk with the New York representatives and has forwarded some very good orders. The force in this factory has also been increased, several cigarmakers having been seated today and more will be seated next week.

N. B. RHOADS.

Boston Tobacco Trade Continues Steady

Dealers in "Hub City" Optimistic as to Outlook Despite Unfavorable Weather Conditions— Chas. T. Ellis Opens New Offices for "Nestor" Cigarettes

BOSTON, May 7th.

THE cigar and tobacco industry, in Boston and surrounding towns, remains steady. More than $3,000,000 will be paid out this year for wages alone. All the wholesalers are working their factories to full capacity, including H. Traiser & Co., Inc., manufacturing the "Traico" in four popular shapes, which can be found at all clubs, cafes, and hotels. Waitt & Bond, Inc., who manufacture the famous "Blackstone" and the "Totem," 5c. cigars; A. B. Smith & Co. the popular "3-20-8"; Goldsmith, Silver & Co., the "M. C. A."; Alles & Fisher, the "J. A.," and Breslin & Campbell, the "Quincy."

Fred Suss, with R. Steinecke & Co., who has been in Boston for the last few weeks, started on his Western trip this week. He ranks as one of the best salesmen in this locality.

Estabrook & Eaton are having a brisk demand for their "Lords of England," a 15c. cigar, straight Havana "El Principe de Gales," selling from 15c. to 40c. straight, and their popular "Rockefeller" perfectos, three for 25c. size, which are used extensively among brokers and State street business men.

W. S. Luckett, of Luckett, Luchs and Lipscomb, manufacturers of the "Luxello" cigars, was in town this week looking over trade conditions, etc.

S. S. Pierce Co., one of the largest importers of clear Havanas in the world, are enjoying a normal amount of activity in such well selling brands as "J. A. Mendendez y Cia," "J. Valley y Cia," "Alvarez y Garcia," and "Fernandez y Menendez." Their line of "Overland" cigars is very popular with those who prefer domestics. "Las Perlas," (F. L.) Fabulossos Havanas retailing at one dollar a piece, and packed in individual boxes, are much used in payment of base ball bets.

Charles T. Ellis has opened new offices, at 88 Broad street, Boston, Room 420, where he will make his headquarters for the sale of "Nestor" cigarettes.

The United Cigar Company will open another store near the South Station, on Federal street, very soon. Their business in all of the stores now running is very good. They keep every brand known to the trade and suit everyone.

C. H. Wright, formerly New England representative with E. A. Kline, "Rigolleto," has taken charge of the cigar department of E. G. Hall Co., Brockton, Mass.

Hamilburg, of 7 Essex street, Driscoll and Fitzgerald, manufacturers of the "Elcho" cigar, Clark's Hotel, American House, Young's Hotel, Boston Tavern, Essex House, and all the retail cigar stores on Washington street, Milk street, Broad street, Federal street, and Bowdoin square, report business as very good considering the weather.

The leaf tobacco business is normal. The manufacturers on State street, Milk street, Atlantic avenue, Long Wharf, and Broad street, say that business is steady and improving and with the demand constantly increasing will give them all they can do to fill orders.

One reason why Boston is not a better market for five-cent cigars, is that the Boston-made cigars intended to be sold at three-for-a-quarter are sold so low at the cut-priced stores that the demand for the cheaper cigar has changed to that of the cut-priced ten-cent cigar. Outside of Boston there is a large demand for Boston-made five-cent cigars and the manufacturers have increased their sales on these cigars each year.

Charles Rowley, with the "Havencia" Cigar Co., spent a few days in Boston last week.

There has been some shortage on "Perfection" cigarettes during the last few weeks, due to the popularity of the motto buttons enclosed in each package.

WM. T. HENDERSON.

Retail Trade Notes

J. J. Dauntler & Son, of Dixon, Ill., have moved their cigar store at that place to the Opera block.

The retail cigar business of the late Herman Jaedecke, of Ishpeming, Minn., has been disposed of at auction.

The Stanley Cigar Company, of St. Louis, have taken the cigar privileges at Fontaine Ferry Park, that city, which opened May 12th.

R. F. Burnham has rented a store in the Hotel Schuyler, Rushville, Ill., and is making plans to open a cigar stand there. The place will do business under the name of The King B Smoke House.

The cigar stands at the Dunlap and Pacific Hotels, Jacksonville, Ill., have been bought by Messrs. Franks and Randal, owners of the Drexel Hotel.

Henry R. Ackermann, of Louisville, has taken a lease on the cigar privileges in the Realty Building, that city, which was completed recently. "Romeo y Julieta" and "La Preferencia" are some of his higher grade lines of goods.

San Francisco Trade Not Up to Mark

Business Expected to Improve as Exposition Work Progresses—Death of Lem Peiser—Bier, Saalberg & Co. Waging Lively Campaign on "Ruy Lopez"

SAN FRANCISCO, May 10.

WHILE the Coast business has been gradually improving for the last two months, a good many local retailers say that the spring trade is not turning out as well as they expected. As far as the retailers are concerned, this might be accounted for by the fact that many of them have gone to considerable expense in improving their stands, or are paying more rent than is justified except in unusually good times; but the jobbers also notice a rather quiet tendency to the city trade. Of course there are a number of new brands struggling for recognition, but the real difficulty seems to be more fundamental, and little real improvement is looked for until the present building activity has continued several months. Just now many business men are rather sparing in their cigar purchases, while the working people are taking strongly to cheaper classes of smokes. A strong element of encouragement is found, however, in local building records, the contracts recorded in April being the largest in over a year, though the Exposition work has hardly started.

The trade was shocked this week by the announcement of the death, on May 1, of Lem Peiser, who has been prominent in the cigar business here for the last twenty-five years. Much of this time Mr. Peiser spent on the road for the Wm. Cluff Company, a local wholesale grocery house, though for a number of years he was in business for himself as the Lem Peiser Cigar Company, representing several well known lines of cigars. Mr. Peiser was a native of Stockton, Cal.

Emil Judell, of Emil Judell & Co., is calling on his numerous Nevada customers this week, and will remain in that territory until about the 10th.

A. I. Esberg, of M. A. Gunst & Co., who has been active in the work of the Panama-Pacific Exposition from the start, has been appointed a member of the Exposition Committee having charge of exhibits. M. A. Gunst & Co. last week opened their new retail stand at Broadway and Twelfth streets, Oakland, which they have remodeled on their own characteristic lines.

I. I. Hess, Coast representative of the "Optimo" cigar, of A. Santaella & Co., returned a few days ago from an extended trip through the outside territory, and reports a good business in most sections.

The United States Tobacco Company, Richmond, Va., has placed its agency for the Northern part of the State with C. A. Scott, formerly with the Pacific States Tobacco Company.

The Lovera base ball team, conducted by men connected with Wellman, Peck & Co., distributors for the "Lovera" line, is distinguishing itself this season, having won victories over some of the best amateur teams in this vicinity.

Arthur Meyer, Pacific Coast agent for Bustillo Bros. & Diaz, has just returned from a long trip through the Northwest.

J. Auerbach has taken over the stand formerly conducted, at 249 Montgomery street, by M. Ascheim, who recently failed.

A. H. Wagner, the well-known retailer of the Russ Building, on Montgomery street, has started a branch on Market street, near McAllister. This part of town is proving rather attractive to the trade, being only a block from the Postoffice and near the new Civic Center, on which work will begin this summer.

John C. Connor, the retailer, at California and Davis streets, who has built up a fine business with the fastidious business men of that vicinity, is again improving his stand. The place is being completely remodeled, the principal feature being the large display windows, which Mr. Connor expects to put to good use in the exhibition of favored lines.

C. L. Richards now has the agency for the Pacific Coast for the East Tennessee Tobacco Company, and is giving special attention to their granulated tobacco under the "Gold Leaf" brand.

John Gerdts, of Frankel, Gerdts & Co., the local manufacturers of clear Havana goods, has returned from a two weeks' tour of the Southern part of the State, stopping in on his return trip at several towns along the Coast.

Mr. Nelson, who has been looking after the "Schinasi" cigarette interests on the Coast, is now on his way to New York.

The United Cigar Stores Company opened its new store in the Hotel Sutter, at Sutter and Kearny streets, a week ago, and has had a lively business at that place ever since. This is one of the busiest corners in the city away from Market street, and with several new office buildings going up in that vicinity the indications are for a great increase of trade.

I. Mendelson, formerly a retailer of Oakland, has taken charge of the pipe department of Horn & Co., the local wholesalers, and will look after this end of the business throughout their territory.

Bier, Saalburg & Co., who took up the "Ruy Lopez" clear Havana last month, have lost no time in starting a lively campaign. The line is not unknown to the local trade, but this firm is determined to increase the sales above former records, and has not only made sales to the best dealers all over the State, but has taken particular pains to have fine displays made wherever possible.

It is reported that a distributing agency will soon be placed here by the George A. Kent Company, Binghamton, N. Y., whose representative, Mr. Willard, is now in the city.

The Editor's Letter-Box

Wishes Names of Phila. Retail Stores

April 20, 1912.

Dear Sir:

Would you kindly oblige us with the names and addresses of two or three retail tobacco stores in Philadelphia who do the highest class trade?

Yours truly,
Editor "Tobacco,"
London, Eng.

Answered by letter.

Manufacturer of "Bella Carmina" Cigar

April 20, 1912.

Editor THE TOBACCO WORLD.

Kindly inform us of the office address of the firm manufacturing the "Bella Carmina," Porto Rico cigar.

Aufderheider & Son,
Third and Walnut streets, Philadelphia.

Answer.—Payon, Alvarez & Co., 294 Pearl street, New York City, is the name and address of the firm that markets a brand of Porto Rico cigars under the title "Bella Carmina."

Old Timer Registers Kick

May 3, 1912.

Editor THE TOBACCO WORLD.

Dear Sir: Regarding your request for opinions to the Richardson bill, and the allegation referring to the drugging of smokers' materials, allow me to reply as follows:

First. The manufacturer of high-grade cigars is successful only by using and blending the best tobacco the market affords. No drug will improve the quality of a good tasting cigar. The smoker, be he whom he may, would tire and throw aside any drugged cigar after smoking it once or twice. As a manufacturer of cigars for forty years I know of my own personal knowledge that a drugged cigar would make my head ache and could be instantly detected. There is no chemist in the government employ who has the knowledge and educated taste of a smoker of good cigars of twenty-five years' standing. Any manufacturer of good cigars positively knows it would not aid the sale of his cigars.

Now allow me to divert this article into the present burden imposed on modern cigar manufacturers, not alone that by the United States Government, but conditions forced upon him by the present state of the market.

The government employs many people who have no knowledge of actual experience of manufacturing, and they impose endless, useless labor and annoyance to men who follow this business. An inspector who is employed by the government for monthly returns to wait on cigar manufacturers ought to have been connected with the cigar manufacturing business beside being an accountant.

Take for instance the buying of leaf tobacco from dealers of that article. The government allows 25 pounds of tobacco for 1,000 cigars, but time and again the manufacturer buys 100 cases of tobacco. When that is used up he has lost 10 pounds on the case, because wood was marked up on each case, and he is charged 1,000 pounds tobacco, part of which was wood instead of tobacco.

The government allows 13 pounds tare on Havana when the bales of Havana are used up. The average tare was 15 pounds.

When he has spent the best part of his life building up good cigars the cigarmakers strike and his profit is gone. Who is the cause of this strike? Some walking delegate who wants to make a showing. The consequence is the manufacturer must reduce quality or raise the price of cigars.

Take the new men as collectors and deputy collectors, who have absolutely no knowledge of this business, and if we move a case of tobacco over the dead line (description in the bond) this unfortunate is fined from $50 to $100.

I am in favor of a law that all tobacco should be sold on the scale. Then the victim of the market weight system would get something for his money—it is not uncommon for a leaf dealer to charge a manufacturer 60 cents a pound for market weight tobacco costing 30 cents a pound.

Is there any other business where a manufacturer must give up $1,000 to $5,000 each year for free smokers—it depending upon how many men he has—and pay them besides? I believe that the average cigar manufacturer is as honest in his methods as in any line of merchandise known to man, and with the expenses constantly increasing to run modern business we should have only practical men in the saddle—men who can successfully guide and protect the interests of the United States Government.

OLD CIGAR MANUFACTURER.

Made in Detroit

Weather in Hustling Detroit Retards Trade

Ollesheimer Brothers Amalgamate with H. B. Cigar Co.—Central Cigar Store Announces Opening

DETROIT, May 10.

THE weather has not been altogether to the liking of shopkeepers and has probably retarded sales. Retail cigar stands report a fair trade nevertheless. Jobbers report local sales satisfactory. The cigar and tobacco factories have maintained uninterrupted progression, and once more the labor problem confronts the overworked factory superintendent. The sale of cigar and tobacco stamps for the month of April, as compared with last year, is as follows:

	Cigars.	Tobacco.
1912	$66,359.83	$147,927.97
1911	54,688.82	127,363.19

These figures show a big gain in both divisions. I have heard it stated that Detroit is the only large centre in the country that has shown an uninterrupted gain in tobacco products since the first of the year.

Ollesheimer Bros., cigar manufacturers, have amalgamated with the H. B. Cigar Co., 719 St. Antoine street. With this change Louis Ollesheimer withdrew from the manufacturing field, and will seek other lines of endeavor. In the new combination Marks Horwitz, of the H. B. Cigar Co., will continue to look after factory and city trade, while Theodore Ollesheimer will devote his attention mainly to outside sales.

Charles Holton, failing to find a suitable down-town location (for the price) prior to May 1st, was forced to seek temporary shelter where best he was able to find it. Hence he is camped, with part of his wares piled up about him, in the partially completed building which he is erecting on the corner of John R. street and Adams avenue. In response to some display advertising which he perpetrated some weeks ago, Charlie had nearly all the real estate men in town trying to lasso a central location for him, but they captured nothing that didn't have a rental attached that looked bigger than the City Hall to Charlie. Now he solemnly declares it was his intention all along to move into his own building, right where he is now, and that the place was built to fit his fixtures. But then Charlie is quite a "Kidder."

Announcement is made by the Central Cigar Co. of the opening of their "up-to-the-minute" segar shop, at the corner of Broadway and Gratiot avenue. The location is splendid and the store, stock and fixtures are all of the most pleasing appearance. The partners in this new endeavor are Henry Lucking and Julius Robinson. Mr. Lucking was for seven years with Jno. P. Lieberman, No. 92 Gratiot avenue, and more recently with Dietsche, corner Woodward and Larned streets.

Alterations at Café Grande, 150 Woodward avenue, afford the cigar stand double the space formerly allotted it, and also more and better window space. Today a hand lettered card in the window draws the attention of passers-by to the fact that the well-known "Webster" cigar is carried inside in twenty-four sizes.

Fred Harris, of the Best & Russell stand, has been visiting in Chicago for several weeks, taking a well earned vacation. James Broder is temporarily in charge and Fred will be on the job again about June 1st.

Frank M. Knott, whose connection with Jno. T. Woodhouse & Co., of this city, covered a period of eight years, is now in charge of the sales department of Messrs. H. Traiser & Co., Boston. Mr. Knott is now covering his firm's various centres of distribution. He advises that their "Traico" is being extensively featured in New England and elsewhere, and that results have been exceptionally gratifying. A campaign in this section is planned for the near future.

A very handsome show case, of the elbow type, has just been placed in the G. & R. McMillan Compnay's cigar department by the Detroit Show Case Co. The case, which is a "Silent Salesman," embodies some novel features suggested by Bert Johnson. The doors at the rear are a succession of panels of prism glass, each about 14 in. x 14 in. This arrangement effects a fine distribution of light throughout the case, showing the back rows as clearly as those further to the front. To further heighten the back row display there is a slight pitch to a false bottom, or rack, that sets in the case. Between this and the real bottom is ample space for moistening cans. Anyone contemplating an order for cigar cases in the near future might profit by taking a look at this one.

Among good sellers at Kinsel's, corner Michigan and Griswold streets, is Surety Cigar Company's "Charles VIII," which is carried in three sizes. This excellent cigar is steadily growing in favor with smokers of Havana goods.

A recent addition to Kinsel's five-cent line is "Nickel Value," made by L. S. Kent Cigar Co., South Bend, Ind., and distributed through the A. D. S.

Richard Helms, of San Telmo Cigar Manufacturing Co., and Charles Davison, superintendent of Banner Cigar Manufacturing Co., are with the Detroit party of Shriners that left here May 1st for Los Angeles. They are having one grand good time. When they return next week they will probably be able to write another story entitled "Three Weeks," but of a different variety, of course, than the famous original.

Collector McLeod left for Washington on the 7th inst., on business connected with the Department of Internal Revenue. Conrad Bettinger, the veteran deputy clerk under Collector McLeod, who suffered a slight stroke of apoplexy early in April, is once more at his desk.

About May 20th, the Superia Cigar Co. expects to begin moving into their new building, 684-690 Hendrie avenue, between Dubois and Chene streets.

George H. Mahon, to whom M. Melachrino & Co. assigned the job, last June, of following in the path of Archie Hiscott, has done effective work in this section. Mr. Mahon covers all of Michigan and part of Ohio.

Joseph Duys, the well-known Sumatra importer, spent several days here in company with Howard Kinney, the representative of H. Duys & Co., who had been paving the way for several deals. It was a safe bet that before Mr. Duys left the city something would be put across, and I hear it reported that he took with him an order from one prominent manufacturer for 125 bales.

Mr. and Mrs. Victor Ettlinger have returned from their honeymoon and taken up their residence here. "Vic" declares he is ready and fit for work.

Recent travelers here were Louis Eisenbrandt, Cullman Bros.; J. Fred Frese, Frese & Son; C. S. Sorley, F. & E. Cranz; H. L. Jobson, Antillas Tobacco Co., N. Y.; Charles Baswitz, Gonzales & Sanchez, New York and Jacksonville, Fla.; Frank Horning, H. Anton Bock & Co.; E. R. Briody, S. R. Moss & Co.; Thomas H. Call, H. C. Nolan & Co., Philadelphia; W. T. Taylor United States representative of Romeo y Julieta factory; Hiram Hammer, Corral Wodiska y Ca.; A. Korn, Furgatch & Co., N. Y.; Charles Bock, R. & W. Jenkinson Co.

S. F. HEAVENRICH.

Iowa Convicts to Manufacture Tobacco

ACCORDING to a western newspaper, orders will shortly be issued for the establishment of a soap factory and tobacco factory at the State Penitentiary at Fort Madison, Iowa. Hereafter prisoners will be given a chance to learn the art of soap and tobacco making.

Warden Sanders, who has been conducting a series of experiments at the prison in the manufacture of all kinds of soaps and of smoking and chewing tobacco, has found that he can make them so much cheaper than these articles can be purchased that the Board of Control has decided to go into the business. Warden Sanders was before the State Board of Control recently explaining the results of his experiments.

His experiments in making plug and smoking tobacco prove that the State can save large sums of money in them. A grade of tobacco, which usually sells at 39 cents, he can make for 12 cents for use at the penitentiary. When it is made for other State institutions there will be a revenue tax of 8 cents per pound, making the extreme cost 20 cents as against 39 cents, the regular price.

He has compounded a smoking tobacco of unusually fine quality, although very strong. The stems of the tobacco plant are ground up and other ingredients added. A new ingredient, never before found in tobaccos, is used. That is dried peaches. One-sixth of the weight of the tobacco is dried peaches. The sacks for the tobacco will also be made at the penitentiary. He will also make a pure plug tobacco which has a finer odor than any found on the market at the present time.

The prisoners who learn the soap and tobacco trades will receive a small pay, which will go to their families after the new prisoners' wage system has been worked out in that State.

Boston Retail Notes

The United Cigar Stores Company have leased the store on the corner of Federal and High streets, Boston, and will open up there shortly. It is considered a very desirable location, being close to the South Station.

I. H. Goldsmith, who operated a retail store at Washington and Dover streets, Boston, for a number of years, recently made an assignment for the benefit of his creditors.

Charles S. Perkins, retail cigar dealer at Boston, is opening a cigar and news stand in the Wendell Hotel, that city. A Miss Hale and Miss Kelly will have charge of the stand.

St. Louis Jobbers and Retailers Optimistic

The New "Mazda" Cigar Being Introduced by Stickney is Making Headway Fast

ST. LOUIS, May 11.

LOUIS P. SUTTER, of the Louis P. Sutter & Bros. Co., leaf tobacco dealers, sailed from Amsterdam on May 7th for this country. Mr. Sutter has purchased extensively for his firm in foreign markets, and part of his purchases have already been received here.

F. P. Baldwin, who represents the American Cigar Company in Missouri, Kansas and Nebraska, came in on May 6th from Joplin, Mo., after making the rounds over his territory. He reports a successful trip, and good prospects throughout the section of the country visited by him.

Mr. Garcewich left here Monday, May 6th, with his crew of men who cover the State of Missouri, for another vigorous campaign. Mr. Garcewich and party arrived here a couple of weeks ago from his trip and covered the city. He says he is very well satisfied with the work done here on the "Egyptian Prettiest."

Al. Alcorn succeeds Mr. A. B. Scott as representative of the Blackwell-Durham Tobacco Co. in this territory, to which has been added Southern Illinois.

Eduard A. Sutter, who has charge of the Chicago house of Louis P. Sutter & Bros., will visit the St. Louis office next week.

"Bill" Nye, the Kansas City broker, who represents several eastern cigar factories in this section, was calling on the trade in St. Louis this week.

The William A. Stickney Cigar Co., of this city, put on the market recently a new 5c. cigar, called the "Mazda." It is made in two sizes, Brilliants and Electrics, and the cedar boxes in which they are packed bear a plain but striking and attractive label of a dark blue background, with white lettering. The new cigar will undoubtedly prove a worthy addition to the Stickney line.

Julian Garrene, representing the William A. Stickney Cigar Co., and C. P. Stein, representing the F. R. Rice Mercantile Cigar Co., will attend the State Convention of Elks at Joplin, Mo. They leave Tuesday, May 14, and expect to put in four strenuous but pleasant days with their antlered brothers.

Mr. Harms, of the Peter Hauptman Tobacco Co., says that business with his concern started out well this month and has been increasing daily. He remarks that "it begins to look like old times again."

Mr. Sheldon, of the F. R. Rice Mercantile Cigar Co., reports business quite satisfactory. The office and salesrooms of the Rice establishment were in the hands of the painters and decorators this week, receiving their spring renovation.

Mr. Curtis, of the Fred Opp Leaf Tobacco Co., says that business conditions are very favorable and that trade is quite satisfactory.

The cigar store of George F. Huffington, No. 412 North Seventh street, was entered by burglars early Tuesday morning, and $50 taken from the cash register. A large quantity of high-grade cigars were also stolen.

Manager Mitchell, of the A. J. Mitchell Cigar Co., is conducting an extensive advertising campaign on the "New Batchelor" cigars, which is booming the sales of the well-known brand and livening up business all over the city.

Mr. Julius Swartz, of New York City, on May 1st was made manager of the newly created division of the United Cigar Stores Corporation, with headquarters at 612 Olive street, St. Louis. This new division is known as the Southern Division, and includes the stores as far north as Burlington, Ia., and south to and including Atlanta, Ga. Handsome offices have been fitted up at the above location for the accommodation of the force in charge of the work of the new division.

Mr. Taussig, of the American Leaf Tobacco Co., says that both sales and collections are especially good with his concern, and the future outlook is most encouraging.

Colonel Nicholas M. Bell, president of the Christian Peper Tobacco Co., says that his company is doing a fair business and trade is up to that of last year and getting better right along. Colonel Bell has always been a prominent figure in politics, having been superintendent of foreign mails at Washington during Cleveland's administration, and takes a lively interest in public affairs. He has no patience with calamity howlers and says, "they ought to be shot" for the good of the country. He also sees no reason why the election of a president should in any way affect business. He is big enough and broad enough to believe that the people of this country can be absolutely trusted to select a man for that high office who will always have the best interests of the people at heart and will see that our institutions are not menaced nor destroyed. A bond brokerage firm of this city had written Colonel Bell a letter, in which the expression "The Presidential campaign is now the principal thing hanging over us," to which the Colonel took exceptions and replied in his characteristic vigorous style as follows: "I have to differ from you in this, as that is part of our institutions and system of government, and in my judgment an exaggerated mythical compound.

"God reigns and the people rule, and the gray matter of the American people is not going to destroy integrity and fair dealing. And gentleman, in your line of business, who prate questions of this kind for political effect, do great harm to commercial development and, in my judgment, if this talk was stopped all advocations of business would be materially benefited."

Hearing on Free Smoker Bill

The Ways and Means Committee of the House of Representatives gave a hearing to everyone interested in the Reilly, Griest and Sparkman Free Smoker Bills, on May 1st. Internal Revenue Commissioner Cabell was one of those who spoke against the bills. A number of representatives of cigarmakers' unions spoke for the measures, and letters were filed from a number of manufacturers. The National Cigar Leaf Association also filed a brief.

Some of the employees' representatives argue that the use of the smokers, free of charge and tax, was recognized by custom and should not be interfered with at this time. Commissioner Cabell calling attention to the revenue lost that way, said that the cigars not taxed should be consumed on the premises. The employes in turn claimed that their smoking in the factories was unsanitary and should not be allowed.

W. D. Sharpe Cigar Co. Changes Name

The W. D. Sharpe Cigar Co., of North avenue and Esplanade, Pittsburgh, composed of W. D. Sharpe and G. Henry Schmunk, manufacturing cigars and stogies, has been reorganized. The business is now styled the Pittsburgh Stogie & Cigar Company, Inc., which will continue at the same place. All debts due by the W. D. Sharpe Company will be paid by the Pittsburgh Cigar & Stogie Company.

The new corporation will be under the same management as was the partnership and its best efforts will be devoted to the continuance of the trade.

United Cigar Stores Enter Montana

The United Cigar Stores Company filed articles of incorporation with the Secretary of State, of Montana, on April 29th, to do business in that State. The company is incorporated with a capital stock of $50,000, starting with a capital of $12,500. O. W. McConnell has been appointed State agent of the company, with offices in the Union Bank and Trust Building, Helena. The directors named are C. A. Whelan, of Orange, N. J.; Elliott Averett and Edward Wise, of New York.

Late Factory Items

G. C. Barber has started a cigar factory at Belle Fourche, S. D.

Charvat & Hanus have engaged in the cigar manufacturing business in Wilbur, Neb.

Wm. H. Schulz has removed his cigar factory from Ludington, Mich., to South Milwaukee, Wis.

J. H. Roberts has succeeded to the business of the Gate City Cigar Company, of Rapid City, S. D.

George L. Fay, of Pierre, S. D., a pioneer cigar maker, has disposed of his factory to the Vilas-Hanigan Cigar Co., and will retire from business.

Messrs. Kleineman and Edelstein have secured quarters for a cigar factory at Racine, Wis. Both hail from Milwaukee.

Harvey Haltmeyer recently bought the Rice cigar factory, at McGregor, Iowa, and immediately started operations.

Retail Briefs

The Men That Blaze the Trail

James Kelly has opened a cigar store at Rochester, Minn.

Limbert Bros., of Independence, Iowa, have sold their business to Luther Bros.

F. Ellenberg, of Wagoner, Okla., has sold his cigar store to J. F. Werfelman.

C. H. Henderson has purchased the cigar business of H. E. Case at Alden, Minn.

Chas. Tasker has disposed of his cigar business at El Dorado, Kan., to Logan Bros.

A. Zelazey, of Livingston, Mont., has sold his cigar store to Phillips Bros., of that place.

The Fort Findlay Cigar Store was recently opened in Findlay, Ohio, by John Ritter, of that place.

J. G. Butler has purchased the cigar and confectionery store of Charles L. Mead at Battle Creek, Mich.

Fred R. Prozesky has purchased the Aberdeen Smoke House, Aberdeen, S. D., from A. C. Fishback.

John McGinley, of Bellefonte, Pa., has rented a building on High street, that city, in which he will open an up-to-date cigar stand.

The cigar store of John Burggraff, Portland, Ore., was recently destroyed by fire, the loss amounting to $500, which is covered by insurance.

The Ricker-Jaynes Drug Company, of Boston, opened its eleventh store in that city several weeks ago. This is their twenty-fifth stand in New England.

E. S. Swanson, of Salina, Kan., has moved his cigar store at that place to the south half of the building formerly occupied by the White House barber shop.

John R. Corey, of Hastings, Neb., has purchased a wholesale and retail cigar business at Fairbury, that State. Mr. Corey formerly traveled for several Hastings cigar firms.

John Flaherty, of North Adams, Mass., has sold his two-story building and a pool room business on Center street, that city, and will hereafter devote all his time to his cigar business.

Maurice Ziegler, owner of the Columbo Cigar Store, Wilkes-Barre, Pa., has purchased the three-story building adjoining his place on Public Square, that city, and will occupy it as a cigar store.

Mitz Bros., who operated two cigar stores in Boston, have filed a voluntary petition in bankruptcy, disclosing liabilities of $11,700 and assets of $1,605. Local jobbers are mostly involved in the bankruptcy.

Samuel A. Sopher & Son, of 713 Pennsylvania avenue, Baltimore, Md., have taken over the stand at 2 North Howard street, formerly conducted by Wm. C. Hoffman. Mr. Sopher used to manufacture cigars at the Pennsylvania avenue address.

Mrs. Fred Schneider, of 1024 Calhoun street, Fort Wayne, Ohio, will continue the cigar store at that place, which was conducted by her husband until his death several weeks ago. This is considered one of the best paying retail stands in that city.

Frank J. Bleile, president of the Cashatt Cigar Company, of Columbus, Ohio, recently sold the cigar store at 116 North High street, that city, to the United Cigar Stores Company, which has taken possession. The Cashatt company will retain its store at 4 North High street.

O. W. Gustafson, who has conducted a cigar store at 629 Seventh avenue, Rockford, Ill., for a number of years, is vacating that stand, owing to the erection of a building at that location in the near future. Mr. Gustafson will retire from business until he can secure a suitable location elsewhere.

Joseph Snyder's new cigar stand in the Lafayette Hotel, Buffalo, N. Y., which was opened a short time ago, is one of the best in that city. Arthur S. Fraenkle is manager and his assistants are John M. Macfarlane and Mr. McIntyre. The formal opening of the stand will take place on May 20th. Mr. Snyder is also opening a store in Akron, Ohio, in the Hotel Portage.

What Brands Are Selling Well In Milwaukee

Jobbers and Retailers Report Fair Business—"Cinco" Pushing to the Front

MILWAUKEE, WIS., May 10.

BUSINESS with Milwaukee wholesalers and retailers has been quite good during the past few weeks.

The Cuba Rico Cigar Co. are doing their usual business. The "El Planco" is being displayed in the show window along with smokers articles, and tobaccos.

Leo Abraham reports a slight gain over last year. The "Charter" and "Tampa Jacks" are moving well as are also "Lovera" and "Tadema."

At Fay Lewis & Bro. Co., "The Masterpiece" continues to move well while the "Webster," "El Sidelo" and "Tom Moore" are steady favorites. Sales on this brand increasing right along. Mr. Fay Lewis, president of the firm, is visiting this city for a few days, having come up from Rockford, Ill. Harry Lewis has just returned from a business visit in New York.

The Wisconsin Wholesale Grocers' Association held their annual meeting a few days ago, an informal luncheon was served at noon while in the evening the members were entertained at a banquet by the American Specialty Manufacturers' Association. Officers elected were: C. J. Dexter, of Romdy, Peckham & Dexter, president; William Hoffman, of John Hoffman & Sons Co., and Mitchell Joannes, of Green Bay, were named vice-presidents; F. J. Rickert, secretary, and A. F. Inbush, treasurer.

A. S. Goodrich Co., report that "Cinco," "Equity" and "San Felice" are moving very well. This week the company disposed of their horse delivery wagons, and installed an electric delivery car.

Speaking of the "Cinco," I am informed that Chambers & Owen are doing very well with this cigar through certain sections of the State, which they cover. This firm is showing big gains and is rapidly coming to the front.

A. O. Mesiter is doing a nice business at East Water and Mason streets. When the new First National Bank Building, now being erected directly opposite him is completed his trade should increase considerably. He is featuring the "San Felice" in his display window.

On May 9th the Rexall Club, composed of Wisconsin members of the Rexall United Drug Co., held their meeting with one hundred members present. Thomas E. Wooten, director of the department of Rexall Clubs, was a speaker. A number from this State will attend the annual meeting of the United Rexall Clubs which will be held at St. Louis this summer.

On May 16th, an order will go into effect prohibiting smoking on the city street cars. Heretofore smoking was permitted on all open platform cars, but these are rapidly being supplanted with the "Payne" type on which smoking is barred.

The defeat of the socialist administration last April by a non-partisan ticket has finally reached the cigar industry. The names of Bading, Carney and Kotecki, who were elected, will be used as part of a label for a cigar which will be manufactured by a proposed non-partisan cigar company.

A meeting was held here to arrange for the convention of the National Associaton of Retail Druggists, which will be held here the week of August 12th. Among those who attended were Charles H. Huhn, of Minneapolis; Thomas H. Potts, of Chicago; John H. Schmitt, president of the Milwaukee Pharmaceutical Association, and S. A. Eckstein, of the Wright Drug Co., who is president of the Wisconsin Pharmaceutical Association. Mr. Eckstein, who is head of one of the leading drug stores in the city and who do a large cigar business, both wholesale and retail, is vice-president of the National Association.

D. J. Shanks has opened a cigar store and billiard parlor, at Altoona, Wis. N. E. Murphy, formerly in business at Eau Claire, will be manager of the new establishment.

At Merrill, Wis., Walter Linder bought the interest of his brother, Arnold, in the cigar manufacturing business thereby becoming sole owner.

E. H. Connell, who conducted a cigar store, at No. 3 West Milwaukee street, Janesville, Wis., for twelve years, disposed of the business to Miller & Schubert, who were formerly in the same line here.

O. A. KROMRAS.

Burley Society Takes Over Strater Plant

The formal transfer of the Strater Bros. Tobacco Company plant, in Louisville, to the Burley Society, took place on May 2nd. The purchase of this plant will not affect the plans of the Burley Society regarding another, and larger, factory, which is to be erected in Lexington. Harry Vedder, assistant secretary of the Burley Tobacco Company, is in charge of the Louisville plant.

In taking over the establishment the Burley Society also purchased the rights on the following brands of smoking and chewing tobacco: "Kismet," "Index," "Helmet," "Strater's Natural Leaf," "Natural Leaf Twist," "Roll Call Smoke," "Hindoo" and "City Club."

Los Angeles News of Interest

Blanchard & Liipfert, New Firm of Tobacco Brokers—Klauber-Wangenheim Move into New Quarters—Oscar Baer Sells Factory

LOS ANGELES, CAL., May 4.

J. R. BLANCHARD and C. H. Liipfert, two veterans of the tobacco business on the Pacific Coast, have formed a partnership and will be known to the trade in the future under the name of Blanchard & Liipfert, tobacco brokers and manufacturers' agents, and have secured offices in the Bryson Block, 145 South Spring street, Los Angeles, Cal. While they intend covering the entire Pacific Coast, their main offices will be at the above address.

While one could go on at length regarding the admirable qualities of both men, it is sufficient to say that J. R. Blanchard, for a number of years, was a member of the firm and director of J. F. Bagley & Co. Since severing his connection with this firm he has devoted his time and attention to independent brands of tobacco. It would be hard to find a cigar and tobacco dealer on the Pacific Coast who does not know Col. Blanchard.

C. H. Liipfert was connected with the F. R. Penn Tobacco Co. for 10 years previous to January 1, 1912, severing his connection with this firm, owing to the fact that they were taken over by the American Tobacco Co. Mr. Liipfert is equally as well known to the cigar and tobacco dealers of the Coast. They number their friends by the thousands, and a concern with such a personal following should prove a factor in the cigar and tobacco business on the Coast.

Klauber-Wangenheim Co. have moved into their new home and are now settled in these fine quarters, of which they can certainly feel proud. As an exclusive cigar and tobacco concern, there is perhaps no finer establishment in the West. Everything has been carefully considered and the convenience of their customers has been tactfully and splendidly taken care of. One of the features is a salesroom in which are to be shown samples of all goods carried by them. This firm reports a very big demand for all their leading brands, particularly "Post Dispatch" and "Pippins" in the 5c. cigars and "Chancellors" and "Optimos" in the higher priced lines.

Ed. G. Hookstratten Cigar Co. are having elegant window displays of the Klingenstein Company's cigars, "Y-B," "Admiration," "Webster" and "The American," and featured for a center piece, "Milo M Caprice Cigarettes," which are undoubtedly the most beautiful windows seen. This firm operates six stores. Eisenlohr's "Cinco" is their 5c. leader here, and in Porto Rico their 10c. leader is the "La Turina" and 5c. is the "El Proviso," manufactured by the American West Indies Cigar Co.

The following circular has been issued by the Klingenstein Co.: "Office of the Klingenstein Co., Incorporated. On the twenty-ninth of April, 1912, by an order of Court, duly made and entered, the name of the 'Kingshaker-Klingenstein Co.' was changed to 'The Klingenstein Co., Inc.' We will continue to do business at the same old stand, where we will at all times be happy to meet you. The officers of our Corporation will be the same as heretofore. Yours very truly, The Klingenstein Co., Inc., Isi Klingenstein, President."

The Klingenstein Co. has a very handsome display in the Owl Drug Co., at Fifth and Spring Streets, of the "American Havana" cigar.

The above firm are agents for "The American," "Webster," "Y-B," "Admiration" and Eisenlohr's "Cinco," 5c. cigar, and exclusive agents for the Surbrug's cigarettes and tobaccos.

C. W. McCormick, representing Y. Pendas & Alvarez, who has been with the Klingenstein Co. for the past ten days, just left for San Francisco.

Oscar Baer, of the Baer Cigar Co., after having been in the cigar business for the past 20 years manufacturing the "El Templo" cigars, has sold his factory to Mr. A. Kloeb. It is Mr. Kloeb's intention to manufacture union made cigars only, and as he is very well known in the city, it is positive that his brands will be a success.

Morris Burke, representative of Eitel & Cassebohm, Louisville, Ky., has just returned from a business trip to San Diego, and has the suburban towns in that territory well placed with the "Post Dispatch" cigars. Many windows in San Diego are dressed with the "Post Dispatch." This cigar is moving right along and is making a big hit for the short time that it has been on the market.

W. F. Engel, formerly manager of the M. A. Gunst Cigar Company's Fourth street store, has now gone into business for himself, having bought out Harry F. Gadeky, at 218 West Fourth street. Mr. Engel is quite popular, and success looks bright for him.

The Morgan Cigar Co. have a window display this week which certainly stops the traffic. It is of "Oxford" cigarettes and particularly attractive. It was fixed up by John Morgan.

E. M. Vallens, for the past six years connected with Fred Barman, has just purchased two of Mr. Barman's stores, one at Second and Spring streets and the other at 223 West Fourth street. Mr. Vallens will continue handling the same lines as before.

Ike Wentworth, representative of José Villa, of Tampa, Fla., reports a steady increase on "Lovera" all over the country and has the cigar well placed in the city.

"Lawrence Barrett," manufactured by Bondy & Lederer, of New York, and distributed by J. J. Gans Bros., is very well placed in this market, especially in the clubhouse size. Gans Bros. are also distributors of the "Tom Keene," "La Natividad" and "Imp" cigars, and are doing a big business in all their lines.

The Southern California Tobacco Association held their first monthly banquet on Wednesday evening, April 17th, at the beautiful new café, "Brink's," and it is needless to say that it was a "howling success" from start to finish. Several fine speeches were given, toasts tendered and covers were laid for 150. The association wishes to thank the banquet committee for their efforts in making this the success that it was.

R. F. Vogt, of San Diego, who recently visited Los Angeles, informs us that he has taken the lines of "Ponce de Leon," "Nolanco," "Waldolf" and "Jno. Brown," and is going into the jobbing business. He is at present looking about for a good auto delivery car. Mr. Vogt being well known in San Diego, we feel assured that as a jobber he will do well. . .

M. B.

Factory Notes

Two large concrete warehouses will soon be built at Tenth avenue and Harrison street, Nashville, Tenn., by the Weyman-Bruton Snuff Company, to cost about $40,000.

The Chester Cigar Factory, of Elkhart, Ind., has just introduced a new cigar which has been styled the "Kiss." The company is owned by Mayor E. M. Chester, of that town.

The Washington Tobacco Company, of Washington, D. C., has taken out a permit to erect a three-story fire-proof building at 917 E street, Northwest, that city, to cost about $26,500.

S. Joseph & Co., cigar manufacturers, at 218 East Court street, Cincinnati, whose building has been acquired as part of the new Court House site in that city, will vacate the property within six months. No definite location for their new factory has as yet been decided upon.

A fire starting in Augustus Schoenbachler's cigar factory, on Eleventh street, Astoria, Ore., destroyed the building. The damage was estimated at $15,000, partly covered by insurance.

Walter Linder, of Merrill, Wisc., has purchased the interest of his brother, Arnold, in the cigar manufacturing establishment formerly run by both.

Robert Schuster, of Lincoln, Ill., has retired from the cigar manufacturing business, and has left the plant in charge of his son, Paul Schuster. The factory was started in 1877 and has been operated continuously ever since.

Active Demand for "La Tonia"

The "La Tonia" cigar, manufactured by John Steigerwald & Co., of Philadelphia, is one which is winning favor with jobbers and retailers everywhere. It is a clear Havana, Sumatra wrapped cigar, made in fifteen sizes and is an attractive seller.

The Steigerwald nickel brands "Walmetha" and "El Bonita," well-known through the East, through the large advertising campaign waged by the manufacturers, are two of the Steigerwald "best sellers" and are deserving of their widespread popularity.

Middletown, Conn., Retailer Fails

Paolo Gervasi, who conducted a retail tobacco store in Middletown, Conn., filed a petition in bankruptcy on May 6th. His liabilities are listed as $4175, and of this amount $4050 is unsecured. The available assets will be in the neighborhood of $1600, including stock, machinery and cash on hand.

Paul W. Cuisack, of Rochester, a Bankrupt

A voluntary petition in bankruptcy was filed recently in Buffalo, N. Y., by Paul W. Cuisack, a cigar manufacturer, of Rochester. The liabilities stated were $2185, with assets of $1383.

Kadison Cigar Co. Secures Quarters

The Kadison Cigar Company, recently incorporated in Chicago to do a jobbing cigar business, have secured quarters in the Ashland Building, that city. Their leading lines are those of the Persevero Cigar Factory, New York.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Reading Trade Improves Substantially

READING, May 13th.

THAT there is a substantial improvement in the cigar trade in this section is verified by the statement of a number of manufacturers who report that their sales are showing some gains as compared with last year.

Local dealers are showing their enterprise by some neat and attractive window trims. Among those especially worthy of mention is that of Charles Brenciser's Sons, 7th and Penn streets, where the "Chief Joseph" is the centre of attraction this week.

The "Chief Joseph" is a nickel brand which the firm advertises as being the best 5c. smoke in the world. The line-up of customers in front of the counter, as noticed by the writer the other day, should convince even the most skeptical that the above statement has its virtue.

A steady progress is experienced by Henry Heymann's Sons, since they became domiciled in the new factory, at 3rd and Greenwich streets.

The Fleck Cigar Co. is among the few factories which have found the sales of their product increasing thus far this year, and yet their energies are directed largely to the sale of a very few brands, viz.: the "Rose O'Cuba," a nickel cigar and the "Royal Bob," a 10-cent product. A healthy trade from the Middle West has much to do with the gain in volume of business.

The Porto Vana Cigar Factory is now working more steadily than they had been and sales of their "Sheik" brand are showing some gains.

The A. R. Orth estate is continuing the business of the late A. R. Orth and will keep the "Pompey" brand on the market.

H. G. Burkey, for the past few weeks, has operated his factory on full time. While he does not find the demand for goods particularly strong, orders are coming in at a rate that keeps his stock down to a moderate quantity.

Philip Pretzfeld, of Pretzfeld & Co., New York, was in this city, last week, showing a line of new Sumatras.

Frank Rader, of Ibach & Rader, Newmanstown, left last week on a short business trip which may take him as far as Baltimore.

Klopp Bros., at Richland, have forged ahead steadily this year with their several factory leaders.

Despite the disturbances in the coal regions, which has, to some extent, affected business with local manufacturers, the Jacob B Schoen Cigar Co., of Pottsville, makers of "Schoen Bros. Stag" and "Schoen Bros. No. 7" cigars are keeping well up to their average volume of business.

Quite an active jobbing business is being done, at Shenandoah, by A. Naum, at 239 E. Centre street. The fact that Mr. Naum has found it necessary to secure larger quarters is an evidence of progress. He will shortly remove to South Main street.

Stein's Drug Store is an important dispenser of standard cigars. The display included such brands as the "Havana Ribbon." Schoen Bros. "Stag" and other well known nickel and 10c. goods.

Lancaster Revenue Receipts Show Decrease

LANCASTER, May 13.

THERE was a brief misunderstanding between the management of the United Cigar Manufacturers' Company and their employes last week. They have enlarged their plant on Elm street and it was their intention to transfer several of the employes to that location. The girls objected strenuously, particularly about working in another part of the city.

The Internal Revenue Tax report for this district gives the receipts on cigars in April as $162,348.90, being on the production of 54,116,300 cigars. The revenue receipts for March were $174,694.08, the tax on 58,231,360 cigars. This report shows a decrease in the April production as against March of over 4,115,000 cigars. Compared with April of last year, last month's output shows a decrease of 180,000 cigars.

The tobacco warehouse, on Elm street, owned by Morris Levy and occupied by the Lancaster Cigar Co., is being enlarged by the addition of a fourth story.

William Levy, the large leaf man and manager of the S. R. Moss Cigar Co., sailed from New York, on May 7th, on an extended trip through Europe. Mr. Levy has not been in the best of health lately, due to overwork, and felt that a rest at this time would be very beneficial.

The tobacco growers are fairly well along on growing their plants, but are anxiously awaiting warmer weather in which to transfer them to the fields. Owing to the continued rains all the crops will be late and it can be taken as a certainty that the 1912 tobacco crop will be a late one.

The stripping factory, at Paradise, occupied several years by Otto Eisenlohr & Bros., was destroyed last week by fire.

J. F. Sherrick, of the Our Principal Cigar Company, has returned from a trip through the coal regions of the State, looking after the interests of his firm.

York County Growers Dispose of Burley

YORK, PA., May 12.

The work of rebuilding the Myers & Adams box factory, on East Mason Alley, which was destroyed by fire, in January, will be started in several days. The plans and specifications are in the hands of the contractors and bids are being secured for the erection of the new plant. The factory will be built on the old site and is to be three stories high with basement. The walls which is all that is standing of the former concern will first be torn down. The new plant will be thoroughly equipped with all the latest machinery for the manufacture of cigar boxes and cigar labels.

G. W. Bowman, a former cigar manufacturer of Hanover, but for the past year located, at Portland, Ore., is in the city and will open a cigar factory on North Penn street in a short time. He intends to employ ten cigar workers at first and increase the force as his business warrants. Mr. Bowman left Hanover six years ago for the West, finally settling in Oregon, but wishes to again work in the East.

Letters of patent of the Eugene Gallagher & Bro. Company, of Dallastown, were entered for record there recently. The object of the company is to deal in articles of commerce manufactured from tobacco. William A. Miller, T. McChesney Miller and George S. Love are the incorporators. The capital stock was given as $12,500. The company at present occupies the building of Emanuel S. Seachrist, on West Maple street, Dallastown.

W. G. Krout, cigar manufacturer, who recently moved into the Seachrist apartment house, Franklin and Main streets, Dallastown, is removing to Glen Rock, where he will open a cigar factory.

The cigar factory of A. F. Fix & Co., at Dallastown, has been closed for a time.

The growers of Burley in York County until very recently had much of their 1911 crop on hand. Most of it has been sold at this writing, but at prices which made the planters feel as though they were giving it away. Many of the growers received from one-half cent to one cent a pound for it, and none got over three cents for wrappers. There is no likelihood of York County farmers again trying to grow Burley tobacco. Last year's experience was too costly.

Mahanoy City an Important Centre

MAHANOY CITY, May 13th.

THERE is probably not another town in the entire anthracite region that is the size of Mahanoy City, that will compare with it in its importance to the tobacco trade. There are about two score of cigar stores in Mahanoy City and every one of them is apparently prospering.

It is estimated that at least 5,000 pounds of "Miner's Extra" tobacco is sold in Mahanoy City weekly, and "Hassan" are simply selling by the thousand.

The new "Zira," Turkish cigarettes, are now also being introduced and indications are that the brand will be a permanent feature.

Tom Ryan, well-known in the tobacco trade and a former American Tobacco salesman, now a district representative with Luckett, Luchs & Lipscomb, Philadelphia, is headquartering here, and does a fine volume of business on L. L. & L. brands.

One of the coming jobbing establishments, of this section, is the J. Ryan Co., who have the distributing agency for "Luxello" cigars and are doing well with them. This house has just added to an already large line of goods, the "Flor de Girard," of A. Roig & Langsdorf, the first shipment of which has just been received.

The house also has taken an active interest in the new "Zira" cigarette, and are pushing its sale vigorously. Of course they are friends of "Belt," of the Liggett & Myers Tobacco Co.

A strong newspaper advertising campaign is on on the "Luxello" cigars, and the daily announcements are being personally looked after by Mr. Ryan.

To show that the J. Ryan Co. is carrying an exceptional line of goods, we might mention "Wm. the Fourth," (Gans Bros., N. Y.); "El Principe de Gales," (Havana-American Co.); "Flor de Girard," (A. Roig & Langsdorf); "Reynaldo," (Luckett, Luchs & Lipscomb); "E. E. K." (E. E. Kahler Cigar Co.); "Rigoletta," (E. A. Kline Co.); "White Chief," (E. E. Kahler Cigar Co.) and others of higher grade products. Prominent among the brands of nickel cigars are, of course, "Cincos," "Luxellos," "Havana Ribbon," "El Rocco," "Vandalia," "Castle Hall" and others.

Linder Bros., well-known cigar manufacturers of Merrill, Wis., have dissolved partnership by mutual consent, Walter H. Linder purchasing the interests of his brother, Arnold, in the business. The change will not affect the business in any way.

OBITVARY

Edward Manrara, Tampa Pioneer Manufacturer

Edward Manrara, one of Tampa's pioneer cigar manufacturers and influential citizens, died at his New York home, 511 East 72nd street, recently. He had been ill for several weeks and leaves a widow and four sons.

Mr. Manrara was 70 years of age. He was born in Camaguey, Cuba, and came to Tampa in 1885, after living in Key West for a number of years. He was associated in the cigar business at that place with the late V. Martinez Ybor. Later they went to Tampa and established the first cigar factory there, their special product being the "El Principe de Gales." It was their wish to make Tampa one of the big clear Havana cigar manufacturing centers of the country, and both Mr. Ybor and Mr. Manrara lived to see their hopes realized.

Mr. Manrara was connected with leading Tampa institutions and at the time of his death was vice-president and a director of the Exchange National Bank. His death is universally regretted, particularly in Tampa, where he was looked upon as being largely responsible for that city's present position in the cigar manufacturing trade.

William T. Barker

William T. Barker, of Baltimore, died, in that city, on May 4th, after a brief illness. Mr. Barker was considered an expert on snuff manufacturing and had been with R. Starr & Company for thirty-five years. When the Starr concern was taken over by the American Snuff Company, Mr. Barker stepped out, and in 1907, went in business for himself, at 323 West Pratt street, Baltimore. He became very successful in marketing his own brands and has left the plant to his son, William C. Barker, who will continue the business under the same name.

William L. Rand, a well-known business man of Carthage, Ill., died at his home, in that city, on April 26th, after a brief illness. He was 67 years of age. Mr. Rand was president of the Rand-Milborn Cigar Company, of Carthage, and represented that company on the road.

William G. Pond, who had been in the tobacco business, at 1316 F street, Washington, D. C., for over thirty-three years, died at his home, in that city, recently. He was prominent in Masonic circles and leaves a widow, two daughters and a son.

Jacob E. Wissler, a retired tobacco grower and dealer, died recently, at Warwick, Pa., aged 83 years.

Frank Bonkofsky, one of the oldest cigar manufacturers of Louisville, died at his home, in that city, recently, at the age of 70 years. He is survived by a widow, four sons, and two daughters.

Henry Thode, of Dubuque, Iowa, died recently, aged 78 years. He was a veteran in the tobacco business and is survived by three sons.

David H. Hall, at one time a member of Horn & Co., who were said to have manufactured the first cigars in San Francisco, when that city was a mere town, died recently in Reno, Nev., from infirmities due to old age. He was a prominent Mason, having attained the rank of thirty-third degree.

Fred G. Schneider, a well-known cigar manufacturer, Fort Wayne, Ind., died recently on a train taking him from Colorado Springs to his home in Fort Wayne. He was 47 years of age and is survived by a widow, a son and daughter.

Julius W. Meier, for a number of years a tobacco merchant, of New York City, died recently, at his home in Brooklyn. He was 34 years of age and left a widow and two sons.

Eugene Huck, a cigar manufacturer of Brooklyn, died, at his home in that city on May 8th. He was 72 years of age and leaves a widow, six sons and two daughters.

R. H. Woodrum, of Roanoke, Va., connected with the Bonsack Cigarette Co., died, recently, at the age of 56 years. He leaves a widow and one son.

Morris Warschauer, a retail cigar manufacturer, living at Bay Ridge, Brooklyn, died there last week. He is survived by a widow and four sons.

James McKaigney, manager of the Metropolitan Tobacco Co., died last week in New York. He was 43 years of age and is survived by a widow, daughter and three sons.

Cantrill Bill Becomes Law

The Cantrill bill, providing for the collecting and publishing of statistics in respect to the amount of tobacco leaf in factories and leaf houses was signed by President Taft last week, making it a law.

The bill compels reports regarding the stock of tobacco in bond and its publication twice a year, April 1st and October 1st. The first statement will be issued next October.

Tobacco growers claimed that they were selling leaf at a disadvantage, since the packers and manufacturers had a fair knowledge of the crops and their conditions, whereas the planters knew little or nothing regarding the amount of unused tobacco still lying in the factories and warehouses

George H. Greenwood, Boston Dealer, Fails

George H. Greenwood, the Boylston street cigar man and one of the oldest dealers in Boston, filed a voluntary petition in bankruptcy, on April 26, disclosing liabilities of $16,403 and assets of $2,204. Boston jobbers and New York cigar and pipe manufacturers are the principal losers.

Samuel Besuner in New Quarters

Samuel Besuner, a stogie manufacturer, formerly at 817 Vine street, Cincinnati, recently moved to his new factory, at 26 West Court street, that city. The old building was leased over his head and he moved to larger and more commodious quarters.

Keiser & Boasberg, leaf dealers of Buffalo, N. Y., have purchased the northwest corner of Chippewa and Franklin streets, that city. It is said they have no immediate plans concerning the site, but have bought the property as a likely corner for future improvements.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, May 9th.

WHILE during the first eight days of the past fortnight the weather continued dry, we have had some light rains in different parts of the country during the past week, but we cannot say that the rainy season has set in for good. Nevertheless owing to the anxiety of the vegueros to market their goods, some of them have started to bundle their dry leaves, and throw them into pilon, while others that had some tobacco previously piled, and which had undergone some fermentation, have commenced their packing operations. As the leaf this year is mostly of a very light nature it does not require so much time in the piles to ferment, which is certainly a saving of time. However, the majority of farmers of the old school will not take down their dry tobacco until we should have some heavy rains for a few days at least, and until the atmosphere has become thoroughly soaked with moisture, or what is called here until the true "blandura" has set in. Rains are predicted, and as the month of May is usually a wet one here it is to be hoped that we may not be deceived. Still before the bulk of the packings will be in operation it will be the mouth of June. This refers to Vuelta Abajo as well as Partido and Remedios.

The leaf, that has come to hand so far, indicates that the crop in general will be very good for clear Havana cigar industry, which always wants light fillers, that the burn is unexceptionable, and that the crop has a fine aroma. There may be hardly any heavy quality tobacco to speak about, and as far as the colors of the wrappers are concerned they will be either mostly dark, or, if light, they will have many spots and not of a clean texture, as in former years.

The above is about all that can be said for the present, and later on perhaps, when the bulk of the crop should arrive, we may either confirm our good opinion or possibly be forced to modify same in some particulars.

Our leaf market has been very dull from the American standpoint, as there were hardly any buyers, but the movement for Europe and also for home consumption, by our cigarette manufacturers principally, has been fairly active. Whether the German exporters will continue to pay the present ruling prices remains to be seen yet.

There is a great deal of uncertainty still on the part of our leaf packers with respect to the new Remedios crop, as to whether they will go in heavily this year, or let the vegueros do the bulk of the escogidas. Unless there should be a larger proportion of some heavier bodied leaf, in some districts, it almost looks as if it should be a very risky business to pack the light tobacco, as owing to the high charges of an escogida, and the probability of low prices for these classes, in consequence of the abundance of this year's growth, the preliminary calculations show a dead loss from the start. The farmers on the other hand have been complaining that the first figures of $8 to $10 per qq. do not leave them any profit at all, and they are now insisting upon $12 to $15 per qq., which unfortunately has been reported as having been paid by one house. Whether this report is correct, or whether possibly these vegas did contain a very heavy bodied leaf, and therefore may have been justified, we are unable to ascertain at this moment. In any event the situation is very mixed, but may clear itself when the vegueros should find out that our leaf dealers are not over anxious to buy in order to make an escogida.

Sales from April 15 to May 4, 1912, were 6191 bales in all, or divided by origin as follows, viz: Vuelta Abajo, 2880; Partido, 210, and Remedios, 3101 bales.

Buyers were: Americans, 932; exporters to Europe, 2302, and our local cigar and cigarette manufacturers, 2957 bales.

Receipts of Tobacco From the Country.

	For three weeks from April 15 to May 4, 1912.		Since January 1st, 1912.
Vuelta Abajo	2141 bales		5788 bales
Semi Vuelta	236		541
Partido	397		8618
Remedios	3616		982
Mayari	11		
Total	6401 bales	Total	16443 bales

Exports of leaf tobacco, from the port of Havana, for three weeks from April 15 to May 4, 1912, were:

To all ports of the United States	9801 bales
To all ports of Europe	1990
To South America	409
To Melbourne, Australia,	1
Total	12201 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals—From Tampa: Enrique Pendas, of Y. Pendas & Alvarez; Francisco Bolaña, of Francisco Bolaño & Co.; Celestino Vega, of Celestino Vega & Co.; José Arango, manager of the Havana-American Company.

From Key West: Wm. H. Lightbourne, of the Cortez Cigar Company.

From Porto Rico: August Kuttnauer, of Rothschild, Sons & Co., of Chicago.

From Boston: Levi W. Scott, of L. W. Scott & Co.

From New York: Allie L. Sylvester, vice-president of the American Cigar Company; Valeriano Gutierrez, representative of the Hoyo de Monterey Cigar Factory in the United States and Canada.

Returned—From Havana: Edgar J. Pollack, of Mark A. Pollack.

Departures—For Tampa: Enrique Pendas, José Arango, Francisco Bolaño, Celestino Vega, Allie L. Sylvester and Gus Martinez.

For Key West: Wm. H. Lightbourne.

For Chicago: August Kuttnauer.

For New York: Mr. and Mrs. Max Stern.

For London: M. P. Troy.

For Europe: L. S. Houston.

Cigars.

It seems that we are still on the downward grade in our exportations, if we compare them with the same period of last year, as the following figures, taken from the official custom house returns, will demonstrate:

From April 1 to April 30, 1911,	14,694,037 cigars
From April 1 to April 30, 1912,	12,794,245
Total decrease in 1912	1,899,792

The two chief countries which have imported less from us were: England, 1,958,028, and the United States, 933,684 cigars. On the other hand the following countries have imported over 100,000 cigars more during the month of April, viz: France, 452,016; Canada, 149,977; Argentine Republic, 135,700, and Spain, 130,825 cigars.

The total exports during the first four months compare, as follows, viz:

From January 1 to April 30, 1911,	59,116,066 cigars
From January 1 to April 30, 1912,	51,698,874
Total decrease in 1912	7,417,192

One reason of the present falling off in our exports may be that the importers, having learned of the excellent fine taste of the coming cigars from this year's crop, are now holding back their calls, and are only forwarding orders to supply the most pressing needs of their customers. This explanation sounds reasonable enough, and for want of a better one ought to deserve credit.

Our larger factories do not seem to complain, as we are now always in the dull season, and therefore they are prepared to look at matters philosophically, knowing that better times are bound to come around again.

H. Upmann & Co. have nothing special to say, except that their factory is working well upon a good order file.

Partagas has made its regular purchase of the four vegas in San Luis (Vuelta Abajo) of the four Plasencia Brothers, amounting in all, when packed, to about 2000 bales, and the reported contract price is said to be from $90 to $100 per bale. These vegas are in the so-called crackerjack class, which they have been buying for the last twelve years.

Romeo y Julieta is working quite normally upon good orders. Don Pepin Rodriguez had the usual good send off when he sailed from here in the French liner "Espagne" on the 28th of April, as the number of his friends is legion, who are always sorry to see him leave, but do not fail to wish him bon voyage. The steamer had a rough trip, as known by aerograms, but had arrived safely at Coruña, Spain, on the 7th inst. Don Pepin stated he had left a little earlier this year, but he expected to return earlier also.

Sol is never without orders, although Behrens & Co. would not object if they were larger just now.

Castañeda is working along at a fair clip, considering the season.

La Diligencia is getting its full share of business that is to be had at present.

Don Felipe Rodriguez has been hustling for orders in New York and sent some good ones for "Flor del Fumar" and "Elite" to the Flor de P. A. Estanillo Factory.

Mr. L. S. Houston, a director of the Henry Clay & Bock & Co., Ltd., sailed by the S. S. Esperanza on the 2nd inst. for New York in order to take the S. S. Victoria Luise for Hamburg and visit all the principal cigar centres of Europe. He expects to return here in July.

Mr. M. P. Troy, the representative of the Henry Clay & Bock & Co., Ltd., in London, left here on the 30th ulto. via the United States, for his post of duty.

José R. Sanchez, who represents the Romeo y Julieta Factory, as well as La Flor de A. Fernandez Garcia, in the South American Republics, with headquarters in Buenos Aires, left on the first inst. per Spanish liner Alfonso XIII via Spain, for Buenos Aires.

Buying, Selling and Other Notes of Interest.

The widow of the late Don Luis Muñiz has issued a circular, under date of the 2nd inst., that she has formed a partnership, and will conduct a leaf dealers' business, at 102 Amistad street. The partners, with power to sign the firm name, of "Viuda de Luis Muñiz & Co., are Mrs. Maria Josefa Gonzalez (widow of Muñiz), Mr. Antonio Gonzales Rivero and Ramon Gonzalez Garcia. The latter is the father of the widow, and who was formerly connected with the firm of Muñiz Hns. & Co., while Don Antonio Gonzalez is the brother of Narciso Gonzalez, and his former partner in the firm of Sobrinos de Venancio Diaz.

The firm of Muñiz, Hns. & Co. had expired by limitation, and a new society had been formed, as per circular of the 28th of March, 1912, under the style of Muñiz Hns., and of which are the active partners: Don Manuel Muñiz and Diaz, and Hilario Muñiz and Diaz. Don Venancio Diaz and Muñiz is a silent partner, while Don José Muñiz and Diaz has an interest in the profits of the society, but without power to sign the firm name, or what is called here an industrial partner. This firm continues at the old stand of Reina 20.

Sylvester & Stern were large buyers, during the past three weeks, as they purchased 1812 bales of leaf.

Gonzalez & Benitez were sellers of 870 bales of old and new tobacco.

H. Upmann & Co. bought 913 bales of new leaf for export to Germany.

Cancjo & La Paz sold 545 bales of Vuelta Abajo, since the last report.

J. F. Berndes & Co. operated to the extent of 777 bales of new Remedios and Vuelta Abajo, for account of their German customers.

José Menendez disposed of 423 bales of all kinds of leaf.

The E. H. Gato Cigar Co. has been buying already some 500 bales of the new crop and is still on the lookout for further good suitable lots.

José C. Puento closed out 418 bales from his recent receipts of the new crop.

Adolfo Moeller was a buyer of 352 bales of new Remedios in our market.

Sobrinos de A. Gonzalez were sellers of 370 bales of old and new leaf.

Romeo y Julieta made several purchases of new Vuelta Abajo to the extent of 300 bales.

José F. Rocha disposed of 300 bales of his old Vuelta Abajo holdings to his customers.

Leslie Pantin bought upon cable orders, for account of his customers, 300 bales.

Herrera, Calmet & Co. sold 120 bales of new Remedios, and among which there were some first capaduras already.

Silveira & Co. have come into our market again, as exporters of leaf tobacco, as they secured already about one hundred bales, for a trial shipment to Germany.

August Kuttnauer, who we thought had left for the Windy City last month, had made a flying trip to Porto Rico instead, and returned here by the S. S. Legazpi on the 3rd inst. However he did not tarry long, as he only picked up a few small parcels, and sailed finally for his home, on the 5th inst., by the S. S. Havana, via New York.

The pending strike here between the stevedores and lightermen is beginning to look ugly, as the cartmen threaten to strike likewise tomorrow, out of sympathy, and other labor associations may follow suit. In the meantime the steamers cannot discharge their incoming cargoes, being obliged to carry them to other ports, nor can they load their cargoes in Havana. Unless the question of higher wages is settled soon, there might be some bloodshed in store for us.

Gus Martinez made some purchases of old and new leaf for the J. M. Martinez Co.

A. M. Calzada has gone to the country to prepare the opening of his escogidas.

Suarez Hns. have not commenced their escogidas yet, waiting for blandura.

The principal shippers above 300 bales during the last three weeks were: Sylvester & Stern, 1339; J. Bernheim & Co., 1185; H. Upmann & Co., 1156; Leslie Pantin, 1060; J. F. Berndes & Co., 1076; Mark A. Pollack, 1037; Rodriguez, Menendez & Co., 636; M. Suarez, 407, and Adolfo Moeller, 352 bales.

ORETANIV.

New Orleans Retail Trade Quiet

American Tobacco Company Refused New Trial in Case With People's Tobacco Company—The "San Felice," Deisel-Wemmer Cigar Taking Well

NEW ORLEANS, May 10.

JUDGE RUFUS E. FOSTER, of the United States District Court, last week refused a new trial in the case of the People's Tobacco Company vs. the American Tobacco Company. Last month, after a trial lasting nearly a month, the jury awarded the People's Tobacco Company a verdict for $8,728.06. Judge Foster trebled the verdict of the jury awarding damages against the American Company of $26,184.18 with $5,000 additional for attorneys' fees. It was stated that an appeal would be taken to the United States Circuit Court of Appeals. There is still another suit filed against the American Tobacco Company by the People's Company that has not yet been tried.

Sidney Leopold, representing A. Falk, reports a good business, in Texas, on the "Alisia" cigar.

The Englo, Garcia and Bachia brands controlled by Laz Michel, 117 Royal street, are meeting with favor with the trade. Mr. Michel says his business on these brands is increasing daily.

Mayer Bros., Canal & Rampart streets, have exclusive sale of the "Gato" cigar for this market and are well satisfied with the business they are doing on same. They are assisted in promoting the sale of the "Gato," by Meyer Gerson, a popular and well-known salesman.

C. S. Foster, with U. Koen & Company, has spent the past month in Georgia.

Charles Meyer, of Charles Meyer & Company, after several weeks stay out of the city for his health, has returned much improved by his trip.

The "San Felice" cigar, manufactured by the Deisel-Wemmer Co., of Lima, O., is taking well here; the sales of the Southern Cigar & Tobacco Company, agents for the brand, are far ahead in their business over last year.

L. M. White, State agent for Best & Russell, is in the city. He states that he has had an exceptionally good trade on "Owl" cigars.

J. M. McIntyre, a widely known cigar salesman in Mississippi, after a two months' journey through his territory, is in the city.

Juan M. Gonzalez has just received from Sobrinos de A. Gonzalez, of Havana, several bales of Havana tobacco of last year's crop. This shipment is a part of the tobacco purchased by Mr. Gonzalez on his last trip to Cuba. Other shipments will follow.

The continuous rains of the past month have made business rather quiet with the retail trade.

PELICAN.

Retail Trade Items

M. F. Olson has engaged in the cigar and confectionery business at Moose Lake, Minn.

Lenahan & Endaily is the name of a new retail cigar firm, which will soon do business in Dewey, Okla.

George Conway, of Sioux City, Ia., will shortly open a cigar store in the new Martin Hotel, 407 Fourth street, that city.

The Sol H. Cohn Co., of Coffeyville, Kan., will open another store on July 1st, at Eighth and Walnut streets, Kansas City, Kan.

C. Jevne & Co., jobbers and retailers of Chicago, recently had a fire in their building, which damaged considerable cigars carried for the wholesale trade.

A five year lease on the three-story building at Second avenue and Nineteenth street, Birmingham, Ala., was taken by the R. D. Burnett cigar store, and they will soon open another of their stores at that location. The lease calls for an annual rental of $40,000.

LEAF TOBACCO MARKET

New York City Conditions Show Improvement---Prices Drop Slightly on New Pennsylvania Crop---1911 Wisconsin Tobacco Being Absorbed Slowly

NEW YORK.

NEW YORK CITY.

The situation in the local leaf market continues fair, although dealers admit conditions could show considerable improvement. Trading is going along in a fashion, with the larger sales not so much noticeable. There has been a brisk demand for the shade-grown and the primed Connecticut leaf, and as a result the supply has been pretty well overhauled.

Dealers show an active interest in the new Sumatra, although the trading has not been of a large volume. Buyers of Sumatra evidently have decided to take their time about purchasing, possibly owing to the fact that each succeeding inscription shows excellent leaf, a good supply and no increase in prices. Here, as at most of the other eastern points, the binders remain extremely scarce, and dealers are speculating as to whether they will be able to meet the demand, even at increased prices.

PENNSYLVANIA.

PHILADELPHIA.

The situation in the local leaf market remains about the same. The factories as a rule are not running with their full force of hands, and the majority are buying only for immediate needs. Binders at this time are very scarce and dealers are looking for good binders in the new crops. The local dealers are looking forward to the new Sumatra tobacco with interest. At the May 3rd inscription Otto Eisenlohr & Bros. purchased 692 bales, and Benj. Labe & Sons, 100 bales.

The following delegation attended the National Cigar Leaf Tobacco Association, held in New York: Adolph Loeb, E. A. Calves, S. Weinberg and Samuel Grabowsky. Julius Vetterlein, who it was expected would attend as a delegate, was unable to go, owing to illness in his family.

LANCASTER.

The last two weeks have been extremely dull in the local leaf tobacco market, so far as sales in old grades were concerned. A number of sales were reported in 1909 goods, which were sold around 15 cents. But since few buyers come to pay that price for leaf, the sales were few and far between.

There appears to be quite a little new leaf left in the planters' hands, but there has been little buying. The packers are busy putting away what they have secured and many say they will purchase very little additional tobacco at this time. Prices as a rule are down a few cents, the farmers being apparently anxious to get the leaf off their hands, owing to the attention their farm work demands.

The farmers have been busy with their seed beds, and from different sources of information the acreage will possibly be increased this year.

YORK.

There appears to be much unsold tobacco in York county. The low prices which have prevailed have had little effect on hastening the sales to the packers. Growers have decided to give up Burley as a poor leaf for York county and will return to the old leaf. The prices which a few planters received for some of their tobacco, two cents per pound, were the lowest ever known here.

E. K. Hibshman and Otto Oslon, the government tobacco experimentalists, are planning their work for the summer. Mr. Oslon was only recently assigned to the station at Landisville and will assist Mr. Hibshman. The tobacco seed being sent out by the Federal Plant Bureau at Washington comes mainly from Lancaster county, and is of the Pennsylvania broadleaf variety.

CONNECTICUT.

SUFFIELD.

The tobacco growers in this section are beginning to feel discouraged by the unseasonable weather they have been experiencing. The plant beds are in nice shape, but the farmers have been tied up in their farm work, the soil being usually too wet to allow ploughing. The scarcity of tobacco plants last year has stirred some of the growers to double the size of their beds, and plants will apparently be plentiful.

The Florida Sumatra Company has a force of almost one hundred men with fifty horses and mules at work cultivating more than one hundred acres of land in the south part of Southwick and northerly part of Granby, which hitherto had been considered practically worthless. It is the intention eventually to have more than 500 acres in Southwick and Granby devoted to the cultivation of tobacco. For this year all the tobacco to be grown on the tract now being developed will be grown in the open, but it is the intention of the company eventually to have all of the tobacco under cloth. The grade of tobacco grown is to be as near the original Sumatra leaf as possible.

KENTUCKY.

LEXINGTON.

Indications point to slightly renewed activity in the leaf market at this place. Yet the demand has decreased somewhat and a number of the packers have quit buying loose leaf tobacco. Hogshead tobacco is now entering the "sweat" and will soon be ready for definite sampling as to its condition.

The recent rains through the tobacco growing districts of the State have added to the already unfavorable conditions. On account of the ground being so wet that cultivation is an impossibility the farmers are at a standstill. In many places large tracts of land were under water and some wheat fields were ruined. Only here and there has any farmer planted any corn or tobacco, and unless the rain soon stops the situation will be a serious one for the planter.

OHIO.

CINCINNATI.

The local leaf market has been fairly active. The new tobacco offered was principally of common grades and in some instances in soft condition. Bright tobaccos were very scarce. Anything bordering on color sold at good prices.

The Burley Tobacco Society began to dispose of the balance of its pooled 1909 holdings, offering 106 hogshead at the various local warehouses. These brought an average of $8.10. Unless there is a slump in the market it is understood that the Burley Society will continue its sale until the balance of its 1909 holdings is disposed of.

WISCONSIN.

EDGERTON.

The remainder of the 1911 crop is being absorbed slowly at prices considerably lower than have been prevailing. Much tobacco has been purchased near Sun Prairie, both for the account of the stemmers and for sorting purposes.

Considerable tobacco has been received by the Lorillard Company at Stoughton and the goods shipped to Madison for handling.

The growers have been experiencing very poor easing weather and in some localities steaming has been resorted to, using threshing engines for the purpose.

The larger operators have been doing considerable warehouse handling, but the end of the work is soon expected. Seed beds have not been doing as well as desired, owing to the unseasonable weather.

Claims Remedy for "Black Rot"

James Johnson, an assistant horticulturist, attached to the government experiment station, at the University of Wisconsin, claims that the officials at the station have discovered a remedy for "black rot" which will save the tobacco industry millions of dollars.

"Our experiments," said Professor Johnson, "have brought some important results which will not be given in detail to the public until placed in bulletin form. Black rot can be controlled by proper sweating and curing. Our remedy when announced will not be in the care and growth of the plant, but in showing the proper methods for curing tobacco, so that this variable loss, reaching as high as $2,000,000 in 1902, can be eliminated."

A meeting of the tobacco planters, of that region, was held in the court house of Hopkinsville, Ky., on Monday, May 6th. The object of the meeting was for the growers to get together and discuss the present tobacco situation.

Manuel Suarez, the leaf man of Havana, Cuba, forwarded, on May 2d, on the S. S. "Esperanza," twenty-five bales and four barrels of Havana tobacco to Victor Fernandez, of Toronto, Canada. On the same steamer he shipped sixty-eight packs of Havana tobacco to Wengler & Mandell, of Chicago, Ill.

Leaf News of Interest

Pennsylvania Growers Victims of Swindle

TOBACCO growers of Pennsylvania were recently the victims of a swindler who was disposing of stock to them of the "C. & H. Co. operative Cigar & Tobacco Co.," of Allentown, Pa. P. A. Young, the alleged president of the concern, was arrested in New York, on May 1st, charged with selling the bogus certificates.

According to leaf growers, Young's scheme was an attractive one. He sold certificates of stock at $1 per share upon the company, which was supposed to have been incorporated under the laws of Pennsylvania. He claimed that the concern already owned a number of factories and that another was to be established in Allentown. In addition to the dividends on their stock, the stockholders were to receive twelve cents a pound for their tobacco, unstripped.

From a book of stubs, found in Young's possession, it was learned that he had also been operating in Massachusetts and New Jersey, in addition to working the tobacco growing districts of Pennsylvania.

Fifth and Sixth Sumatra Inscriptions

Prices at the May 3rd Sumatra inscription, at Amsterdam, had become nearer to normal than heretofore. The Sumatra was of a fair quality and gave general satisfaction. Most of the best leaf was purchased by American buyers.

A number of the larger sales follow: E. Rosenwald & Bro., 750 bales; H. Duys & Co., 800 bales; G. Falk & Bro., 400 bales; S. Rossin & Sons, 200 bales; A. Cohn & Co., 170 bales; M. Rosenberg & Co., 100 bales; Pretzfeld & Co., 83 bales; Joseph Hirsh & Son, 75 bales; Otto Eisenlohr & Bros., 680 bales; American Cigar Co., 650 bales, and Benj. Labe & Sons, 100 bales.

At the sixth Amsterdam Sumatra inscription, held on May 10th, the bidding was fairly lively and was mostly among the American buyers who purchased over 4300 bales. The tobacco continues to be of a uniformly good quality and prices ranged at the previous high levels.

The following were some of the largest American buyers and the number of bales secured. E. Rosenwald & Bro., 1,250 bales; A. Cohn & Co., 822 bales; H. Duys & Co., 450 bales; S. Rossin & Sons, 350 bales; Hinsdale Smith & Co., 150 bales; Joseph Hirsch & Son, 100 bales; Benj. Labe & Sons, 75 bales; and American Cigar Co., 400 bales.

March Exports of Tobacco

Exports for the month of March and the nine months ending with March, 1912, are given by the Bureau of Statistics, Department of Commerce and Labor, in its monthly statement issued the latter part of April.

The reports of tobacco for March, 1912, are given as 26,000,000 pounds, as against 25,700,000 pounds for the same month of 1911, an increase of 300,000 pounds. The exports for nine months ending with March, 1912, are given as 288,000,000 pounds, compared with 270,200,000 pounds for the same period in 1911, an increase of 17,800,000 pounds.

Philippine Tobacco Trade Situation

Explanation for Falling Off in Imports to the United States Given in Report by Bureau of Insular Affairs

IN a general review of Philippine commerce for the year ended June 30, 1911, the bureau of insular affairs of the war department says that the great export activity in the cigar trade that followed immediately upon the passage of the free trade legislation, and was continued in 1910, showed a sharp reduction, and exports to the United States that amounted to 83,931,000 in the first year of free trade declined to 22,974,000 in 1911. The report says that "an overstocked market" caused by undue eagerness to take advantage of the new field without a proper estimate of American taste, is an explanation for the decline. To overcome "an unfortunate impression concerning Philippine cigars, believed to have been created by the character of earlier shipments," the bureau says that measures were adopted for the limitation of the proportion of low grade goods destined for the American market. The figures for the year show a substantially higher price, and there are indications in the returns for the closing months of a recovery in trade. Continuing the report says:

"Cigar exports to other countries declined slightly, and was as heretofore chiefly to the nearby countries of the Orient and to Australia. Total exports for the year were 132,217,000, valued at $1,700,712, and though these figures are much in excess of those prior to free trade, the conditions of the American demand account for a smaller yield to the industry by $1,272,918 than in the previous year of maximum activity. In addition to shipments to the United States, there were consignments to Hawaii valued at $92,663, which, under free-trade conditions, is proving a market of some importance.

"Coincident with the reduced local demand for leaf in the export cigar trade, shipments abroad were larger and at a reduced price. Exports of unmanufactured tobacco increased about five million pounds, and amounted to 27,436,494 pounds, valued at $1,842,992, of which a value of $1,234,685 was credited to Spain, while almost the whole was taken by European countries. Exemption from the heavy American import duty was without result in developing a market, and shipments to the United States amounted to only $1,700.

"The following is a review of the import and export trade of the islands in tobacco in the fiscal year ended June 30, 1911:

"Imports—Unmanufactured tobacco, 16,845 pounds, valued at $16,802 as against 100,819 pounds valued at $73,440 in 1910. The majority of this came from the Dutch East Indies, 10,580 pounds valued at $12,738. From the United States, 1,638 pounds valued at $1,318 was imported.

"Cigars—$8,175 worth, of which $8,167 worth came from the United States. The imports in 1910 were valued at only $159.

"Cigarettes—$13,753 worth, of which $13,720 worth came from the United States. In 1910 the imports were valued at $6,397.

"Plug tobacco—67,220 pounds valued at $27,038, all of which came from the United States. In 1910 the United States also furnished the entire amount, 96,535 pounds, valued at $36,944.

"Smoking tobacco—188,120 pounds valued at $72,487, of which 136,258 pounds valued at $61,900 came from the United States. No imports are given for 1910.

"All other manufacturers of tobacco—$2,245 worth, the majority of which came from China. The 1910 imports were valued at $91,535, of which $78,315 worth came from the United States.

"Total imports, 1911, $140,545, as against $208,475 in 1910.

"Exports—Unmanufactured, leaf—26,812,233 pounds valued at $1,794,480, an increase of five million pounds and $200,000 in value over 1910. To the United States 9,720 pounds valued at $1,700 were exported, and about the same amount the year before. The majority went to Spain, over eighteen million pounds.

"Other unmanufactured—624,261 pounds valued at $48,512, or double the exports of 1910. Only 28,000 pounds valued at nearly $32,000 went to the United States, Belgium receiving the majority, 330,115 pounds.

"Cigars—132,217,000, valued at $1,700,712, as compared with 196,102,000, valued at $2,073,630 in 1910. The United States received 22,974,000, valued at $625,254, as against 83,931,000, valued at $1,906,447 in 1910. The United States received the largest quantity of cigars, other countries receiving large amounts being Great Britain, China, Hongkong, British East Indies, and Australia.

"Cigarettes—33,662,000, valued at $36,132, as against 30,884,000, valued at $34,045 in 1910. Hongkong received the largest quantity, over $14,000 worth.

"Smoking tobacco—92,681 pounds, valued at $25,731. Spain received the greater part, 25,000 pounds, while the United States received the next largest, 22,161 pounds, valued at $6,772. No figures were kept for 1910.

Total, tobacco and manufactures of, in 1911. $3,605,567, as compared with $4,637,495 in 1910."

J. W. Greeves Co., Leaf Dealers, Fail

The J. W. Greeves Company, dealers in cigars and leaf tobacco, of Rochester, N. Y., have filed a voluntary petition in bankruptcy. The company owes $76,948 and has assets of $54,788.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

MADE IN CHICAGO: — 24,329. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 24, 1912. The Fromherz-Berlizheimer Co., Chicago, Ill.

AVENUE SPECIALS:—24,330. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 24, 1912. William Gotthardt & Co., Jersey City, N. J.

KING'S LONGFILLER:—24,332. For stogies. April 24, 1912. The Columbus United Sales Co., Columbus, Ohio.

FAVANITA:—24,333. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

MYSTIC ORDER:—24,334. For cigars, cigarettes, chewing and smoking tobacco. April 25, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

FRILLY LILLY:—24,335. For cigars, cigarettes, chewing and smoking tobacco. April 25, 1912. The Moehle Lithographing Co., Brooklyn, N. Y.

APPLICATOR:—24,336. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1912. April 25, 1912. Petre, Schmidt & Bergman, Philadelphia, Pa.

GOLDEN SUN:—24,337. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1912. Petre, Schmidt & Bergman, Philadelphia, Pa.

ALBERTS A. J. A.:—24,338. For cigars. April 26, 1912. H. J. Alberts, Boston, Mass.

F. AND N.:—24,341. For cigars. April 26, 1912. F. C. Emery, Battle Creek, Mich.

TOPLA:—24,343. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1912. J. R. Merrifield, Sault Ste Marie, Mich.

WHITE STALLION:—24,344. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1912. Louis C. Wagner & Co., New York.

EL DRUCKER:—24,345. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1912. Jos. Drucker & Co., Philadelphia.

EL COPIA:—24,346. For cigars. April 27, 1912. Chas. M. Yetter & Co., Inc., Reading, Pa.

CUBAN PRIZE:—24,347. For cigars, cigarettes, chewing and smoking tobacco. April 27, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

FRIZELL:—24,348. For cigars, cigarettes. April 27, 1912. A. Courbalk, New York City.

OBERST:—24,349. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 27, 1912. Cole Lithographing Co., Chicago, Ill.

CHANCE IT:—24,350. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 29, 1912. Co-Operative Stogie Co., Germantown, Ohio.

LITTLE DIFF:—24,351. For cigars, cheroots, stogies. April 29, 1912. Robert Manley, Greenville, Ohio.

MILLSONIA:—24,352. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 29, 1912. Reuben Mills, Chicago, Ill.

SAINT MARK:—24,353. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 29, 1912. H. Wellner, Gary, Ind.

BOLDER:—24,354. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 29, 1912. Bobrow Bros., Philadelphia, Pa.

BOLD JUDGE:—24,355. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 29, 1912. Bobrow Bros., Philadelphia, Pa.

CRACKER BOY:—24,356. For cigars. April 30, 1912. L. E. Llambias, Cordele, Ga.

MARBLE HALL:—24,357. For cigars, cigarettes, chewing and smoking tobacco. April 30, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

HYDE PARK INN:—24,358. For cigars, cigarettes, chewing and smoking tobacco. April 30, 1912. McKee & Potter, Ottumwa, Iowa.

LORD BENFORD:—23,359. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. N. Makler, Philadelphia, Pa.

EL SUTTERO:—24,360. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. Edwin Sutter, Chicago, Ill.

SIR HENRY WARD:—24,361. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. Chicago Box Co., Chicago, Ill.

COLONEL CURMEW:—24,362. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. Chicago Box Co., Chicago, Ill.

ROITRAY:—24,363. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. C. H. P. Cigar Co., Philadelphia, Pa.

LITTLE CHUCK:—24,364. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. G. H. P. Cigar Co., Philadelphia, Pa.

LITTLE EGYPT:—24,365. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. Weidman-St. Louis Cigar Box Co., St. Louis, Mo.

EL TREVO:—24,366. For cigars, cigarettes, chewing and smoking tobacco. May 1, 1912. Walter T. Schultz, Bloomington, Ill.

THE ANSONIA BRIDGE:—24,367. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. Schwarzkopf & Ruckert, New York.

VIZANTION:—24,368. For cigarettes. May 1, 1912. Plastiras & Terzopulos, Lynn, Mass.

VOSPOROS:—24,369. For cigarettes. May 1, 1912. Plastiras & Terzopulos, Lynn, Mass.

PRIDE OF THE STATE:—24,370. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1912. W. J. Neff & Co., Red Lion, Pa.

HAVANA BOND:—24,371. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1912. Geo. N. Williams Cigar Co., Reading, Pa.

KNO-ME:—24,372. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1912. Heineman Bros., Baltimore, Md.

ORIENTAL PEARL:—24,373. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

LET'S C U SMOK-ER:—24,374. For cigars. May 2, 1912. La Celada Cigar Co., Americus, Ga.

LA FONTA:—24,375. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 3, 1912. Chicago Box Co., Chicago, Ill.

SECLUDE:—24,376. For cigars, cheroots, stogies. May 3, 1912. Robert Manley, Greenville, Ohio.

JAKE DAUBERT:—24,377. For cigars. May 3, 1912. Felsburg & Kendall, Minersville, Pa.

WHITE FOX:—24,378. For cigars, cheroots, stogies. May 3, 1912. Central Stogie Co., Indianapolis, Ind.

SOUTHERN COMMERCE:—24,379. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 4, 1912. Lubetsky Brothers, Grand Rapids, Mich.

RUTHANOID:—24,380. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 4, 1912. G. H. P. Cigar Co., Philadelphia, Pa.

TACOVA CIGARETTE CO.:—24,381. As a firm trade-mark name for cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Used since November 28, 1906. May 6, 1912. Franklin Harris, New York City.

PORTER'S SMOKER:—24,382. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 6, 1912. Santa Clara Cigar Mfg. Co., Brunswick, Ga.

RITE-FINE:—24,383. For cigars, cigarettes, chewing and smoking tobacco. May 6, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

FRANCISCO FERRER:—24,385. For cigars, cigarettes, chewing and smoking tobacco. May 6, 1912. Samuel Tupper, Chicago, Ill.

THREE HEADS:—24,386. For cigarettes, chewing and smoking tobacco. May 6, 1912. Standard Tobacco Co., Fayetteville, N. Y.

TRY-A-P-PIN:—24,387. For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 6, 1912. P. Lettieri, Boston, Mass.

BETH:—24,388. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 6, 1912. W. M. Siers Cigar Co., Wilkes-Barre, Pa.

KREUTZER QUARTETT CLUB:—24,389. For cigars, cigarettes, little cigars. Henry Herpel, New York City.

ROYLAND:—24,390. For cigars. May 7, 1912. American Cigar Co., New York.

SEAL OF ESSEX:—24,391. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 7, 1912. Chas. Oppel's Sons, Newark, N. J.

SEAL OF NEWARK:—24,392. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 7, 1912. Chas. Oppel's Sons, Newark, N. J.

PALEY'S TRIANGLE:—24,393. For cigars, cigarettes and smoking tobacco. May 7, 1912. Congress Cigar Co., Chicago, Ill.

SECLUSE:—24,394. May 8th, 1912. For cigars, cheroots, stogies. Robert Manley, Greenville, Ohio.

RONDACK:—24,395. May 8th, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. G. H. P. Cigar Co., Philadelphia, Pa.

SILTO:—24,396. May 8th, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. G. H. P. Cigar Co., Philadelphia, Pa.

MI ESTERA:—24,397. May 8th, 1912. For cigars, cigarettes, chewing and smoking tobacco. Charles Stutz Co., New York City.

PAY:—24,398. May 8th, 1912. For cigars. J. W. Shelly, Philadelphia, Pa.

AGUA MANSA:—24,399. May 9th, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Louis C. Wagner & Co., New York City.

EL VENDURA:—24,400. May 9th, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Emze Cigar Co., Philadelphia, Pa.

SOLARIEGA:—24,401. May 9th, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Louis Wagner & Co., New York City.

SMOKEABIT:—24,402. May 9th, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Klingenberg Bros., New York City.

WHEELING SPORTS:—24,403. May 10th, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Little Pet Stogie Co., Wheeling, W. Va.

PRUDENCE PRIM:—24,404. May 10th, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. W. H. P. Roots, Bridgeport, Conn.

VOGUE SUPREME:—24,405. May 10th, 1912. Cigarettes. Supreme Mfg. Co., Philadelphia, Pa.

CANCELLATIONS.

EL FONTA:—23,533. Registered Dec. 11th, 1911, by the Chicago Box Co., Chicago, Ill. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco, has been cancelled.

BY JINGO:—24,107. Registered Mar. 15th, 1912, by Charles Pearson, Springfield, Mass. For cigars, cigarettes, chewing and smoking tobacco, has been cancelled.

KING PHILIP LOOKOUT:—17,924. Registered June 3d, 1909, by Charles Pearson, Springfield, Mass. For cigars, cigarettes, chewing and smoking tobacco, has been cancelled.

EL DENA:—23,511. Registered Dec. 8th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York. For cigars, cigarettes and cheroots, has been cancelled.

LA DENA:—24,230. Registered Mar. 30th, 1912, by Heywood, Strasser & Voigt Litho. Co., New York. For cigars, cigarettes cheroots, stogies, chewing and smoking tobacco, has been cancelled.

TRANSFERS.

TOWANGO:—24,328. For cigars, cigarettes, cheroots. April 23, 1912. E. M. Schwarz & Co. to Rust, Parker Martin Co., Duluth, Minn.

MARTIN BRAND:—24,340. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York, to H. C. & Geo. H. Martin, New York.

IDANHA:—24,384. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 30, 1912. F. K. Houston Cigar Co., of San Francisco, Cal., to A. S. Fass & Bro., San Francisco, Cal.

Incorporations

The State Cigar Company, of Buffalo, N. Y. To manufacture cigars. Capital, $25,000. Incorporators: F. J. Saxton, J. F. Saxton, et al.

The Standard Lighters Manufacturing Co., New York. To manufacture cigar lighters and novelties. Capital, $50,000. Incorporators: J. G. Fenster, R. London and L. Silver.

Kadison Cigar Company, Chicago, Ill. To manufacture smokers' supplies. Capital, $5,000. Incorporators: Edward N. D. Ancona, A. J. Pflaum and W. W. Johnston.

The Evansville Cigar Co., Jersey City, N. J. Capital, $10,000. Incorporators: Albert H. Scott, William F. Smith and Jonathan H. Holmes.

The Union City Farmers' Tobacco Co., Union City, Ohio. Capital, $10,000. Incorporators. James W. Tobin, C. C. Ketrow, Albert F. Baker, James W. Hindsley, Daniel Lindley, Samuel R. Conklin, David D. Skillman, Jacob Rhoades and Jabus Ketrow.

The Central Cigar Company, of Detroit, Michigan. Capital stock of $3,000. Incorporators and stockholders: Joseph V. Roemer, Charles W. Roemer, Henry Lucking and Julius D. Robinson.

The La Selma Cigar Co., Shelbysville, Ky. Capital, $2,500. Incorporators: A. F. Niter, Kate Ford and J. W. Thompson.

Fox Bros. Cigar Co., Napoleon, Ohio. Capital, $8,000. Incorporators: Walter Fox, Edison D. Fox, George Konzen, James W. Hanns and John Dobmeyer.

Willmers Bros. Cigar Company, Dubuque, Iowa. Capital, $10,000. Incorporators: H. H. Willmers, A. Ruchte and W. E. Willmers.

Tobacco Trade in Siam

Most of the tobacco produced in Siam, about 3,000,000 pounds a year, valued at $500,000, is consumed at home, the exports last year amounting to only 10,267 pounds, most of which went to Hongkong. The tobacco leaf grown here is said to be of peculiarly fine texture and would probably displace foreign tobacco in the local markets if it were cured by modern methods. At present the leaves are kept in the dark until partly dry, then folded lengthwise one upon another, cut into cross sections, and exposed to the sun for a day or two, after which they are ready for consumption. One of the chief uses for tobacco here is for cigarettes. A considerable quantity of native tobacco is mixed with areca nut and betel leaf and used for chewing, the imported tobacco never being used for this purpose.

The imports of tobacco and its manufactures into Siam for the fiscal year ended March 31, 1911, amounted to $407,841, against $412,305 for the previous year. These imports consisted of cigars, $78,311; cigarettes, $159,760, and tobacco, $169,770. The United States supplied $96,942 worth of cigarettes and $726 worth of tobacco, and the Philippines sent cigars valued at $11,194, against $5,731 in 1909-10. Tobacconists' stores to the value of $26,796 were imported in 1910-11, against $22,825 in the previous year, the United Kingdom and Austria-Hungary furnishing the largest shares.—*From Vice-Consul-General Carl C. Hansen, Bangkok.*

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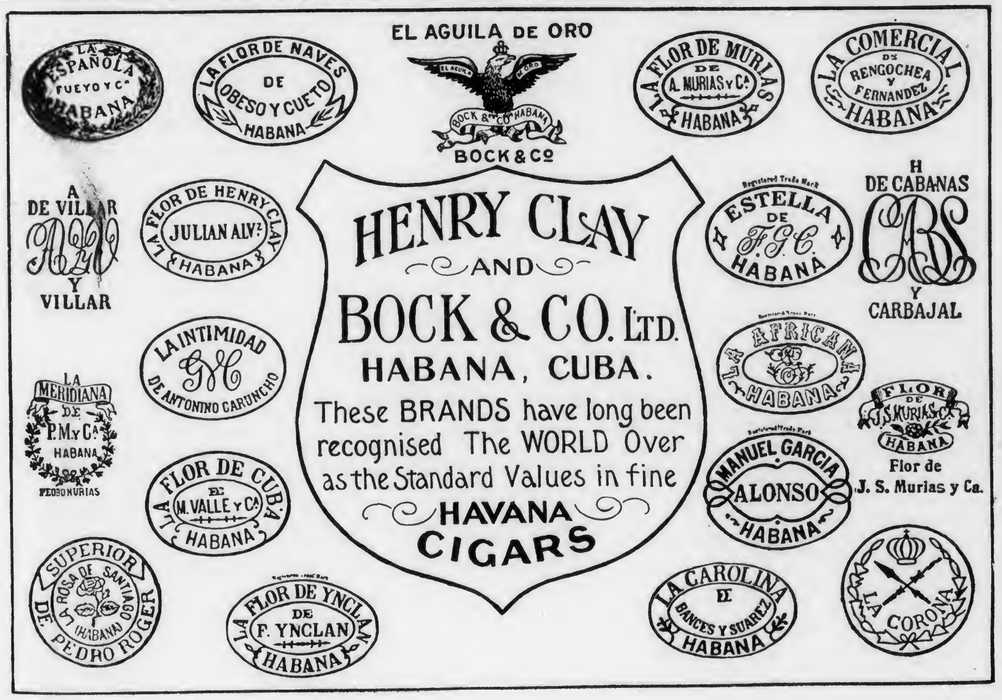

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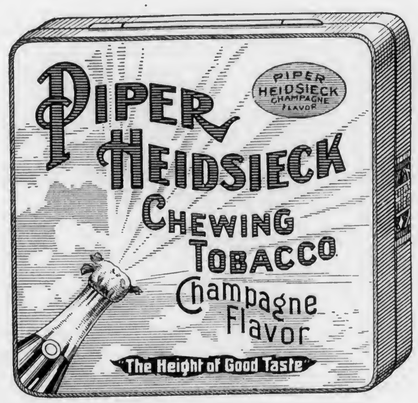

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Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 11

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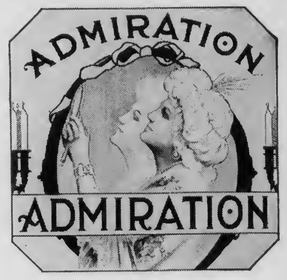
164-168 CANAL STREET

S. FERNANDEZ & CO., Tampa, Fla.



RAINBOW CUT PLUG

Best 5c. package on the market

FRISHMUTH BRO. & CO., Inc.
PHILADELPHIA

We doubly inscribe our new brand

SINTOMA

("Token")

To our Founder as a memory-tribute—(See label).

To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

Juan F. Portuondo
Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED HAVANA CIGARS"

Made by

SAN TELMO
CIGAR MFG. CO.
DETROIT

"QUALITY CREATORS"

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great

FINE HABANA CIGARS

are on sale wherever highest quality is the prime consideration.

Made by

Salvador Rodriguez
at
Tampa, Fla.

Offices: New York Warehouse: Havana

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE OF HARTS
BEST 5¢ CIGAR
You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

CRESSMAN'S
COUNSELLOR
5¢ CIGAR
Tops
All Nickel
Cigars
The Kind on which to Build
Your Business
MADE BY
Allen R. Cressman's Sons, Philadelphia

Short talks to Dealers

Many a staid professional man smokes Fatimas—the cigarette he learned to like in his freshman days.

There is something peculiarly good about a cigarette that can hold the loyalty of such men for year after year.

FATIMA
TURKISH
BLEND
CIGARETTES

A cigarette that can make and keep friends in this manner is a good one for the dealer to tie up to as a leader—for the brand you *push* should not only attract customers, but it should have the quality that holds them. For years Fatimas have demonstrated this *holding quality* with men who can and will pay any price for a cigarette that just suits them.

Our 1912 advertising campaign will add many new names to the already long list of Fatima smokers.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

CHEW
Climax Plug
The standard of QUALITY
for nearly half a century
P. Lorillard Company
Jersey City, N. J.
Established 1760

A
BOLD
BOBROW BROS.
LEADER

We could appropriately print our labels **"Bold Leader"** and the contents of the box would verify the name to the full extent.

The **Bold** is a leader, a real, genuine leader of nickel cigars. It comes first in quality, first in workmanship and first in the mind of every smoker who once tries it.

Bring this cigar to your field of endeavor and let it lead you to recognition as the foremost jobber of quality cigars. This it will do for you as it has done for many others.

Since time "immemorial," quality has been the slogan of successful merchants. Mr. Successful Jobber, the **Bold** has the quality for you.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana

London: 114 Grace Church Street

New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

Oldest Independent Factory in Cuba

Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

Manufacturers of the celebrated

"ELITE" Habana Cigars.

MAX SCHATZ

82-88 Wall St., New York

Sole Representative for United States and Canada.

Hunt Red Rabbits

In all Seasons

Fine stogie proposition for distributors.

PENN CIGAR COMPANY

2038-40 Bedford Ave. Pittsburgh, Pa

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club — Clear Havana—Made in Tampa

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ CIGAR

E. Kleiner & Co., Makers, New York

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:

43 to 47 W. 33d St., New York

A Quality, Not a Quantity Journal

¶ THE ordinary merchant's time is so well occupied and he is so absorbed in his business that he has a very limited time in which to scan his trade paper. Taking that into consideration "THE TOBACCO WORLD" is giving its readers a quality, and not a quantity magazine. We are building up an audience of readers who appreciate quality, brevity, authenticity and efficiency. When a busy man gets those qualities in his paper, he appreciates them. The special articles, letters and news stories, are all prepared with that end in view. If you are a busy man and are not a subscriber of ours, send in your $1.00 to-day to

THE TOBACCO WORLD, 102 South 12th Street, Philadelphia

and receive 24 copies of the best tobacco journal published.

London Trophies ARISTOCRATS

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.

The Makers

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.

46 Miller Street, Pittsburgh

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

THE BRIGHT SPOT for discriminating Havana Cigar Smokers

Sig. C. Mayer & Co.

MAKERS

PHILADELPHIA

YOUR GOODS ARE ADVERTISED IN THIS SPACE

PATENTED JAN. 17 1905

Punch Boards

Sell Everything and Will Sell YOUR GOODS

¶ Punch Boards are used to promote the sale of all kinds of merchandise.

We own the patent upon the board and no one else has the right to manufacture them.

WHOLESALE OR QUANTITY PRICES

25	Hole Punch Boards	at	$ .30 each	400	Hole Punch Boards	at	$ .65 each
50	" "	"	at .40 each	500	" "	"	at .70 each
75	" "	"	at .45 each	600	" "	"	at .75 each
100	" "	"	at .50 each	700	" "	"	at .90 each
150	" "	"	at .55 each	800	" "	"	at 1.10 each
200	" "	"	at .55 each	900	" "	"	at 1.30 each
250	" "	"	at .60 each	1000	" "	"	at 1.60 each
300	" "	"	at .60 each				

Terms for approved credit: 30 days net; 2% 10 days, f. o. b. Chicago.

The above prices include punches and boards complete, that is, labeled and filled with paper slips containing serial numbers, which prevents the slips being carried from one board to another. We carry stock labels, also labels having blank headings and upon quantity orders, we make up special labels (containing your own ideas).

Write for further particulars to the

STAR GUM COMPANY

411-17 S. SANGAMON STREET, CHICAGO

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY

BRIDGEPORT, CONN.

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalled success. Honest goods, superb workmanship, excellency of character.

ADMIRALS
PANATELLA FINOS
COMMANDERS
BREVAS

The New Sizes

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail.

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

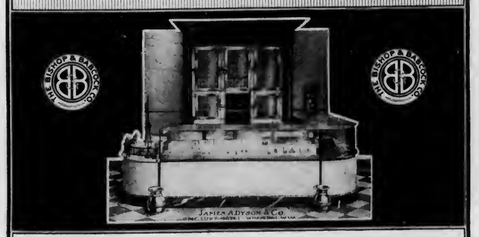
Send me your special Manila offer, without obligation.

Name

Street

City State

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

It fits the man *you* want

The one who *knows* a good cigar; and has the price.

The *Girard* exactly suits the great majority of classy smokers because it has the real Havana flavor and yet is always agreeable to the most sensitive nerves.

Full-flavor combined with mildness—That is what makes this cigar the smoke hit of the day.

Our strong nation-wide publicity and our square selling-policy, are all to the dealer's benefit and help him to build up steady and profitable trade.

Why not tie up close to this winning proposition? Keep a good assortment of the *Girard* always on hand. And *let your customers know it. They'll all come back*—The *Girard* is *a repeater.*

3 standard 10-cent sizes

"Brokers"	"Mariners"	"Founders"
5¼ in. Perfecto shown above	5⅝ in. Panatella	5-in. Blunt

$70. per thousand from your jobber or us.
Other sizes retailing up to 15 cents straight.
We have no schemes nor premiums to undermine your business. We do everything to help it. *Doesn't that fit you too?*

Antonio Roig & Langsdorf, Philadelphia
Established 1871

The New 5c Cigarette

A Silk Novelty in each package

Cigars of Distinction — Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

Clear Havana Cigars

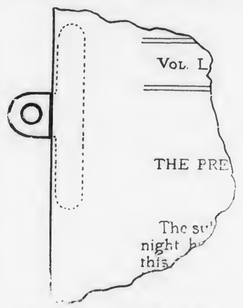
Office and Salesroom, 23 DUANE ST.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

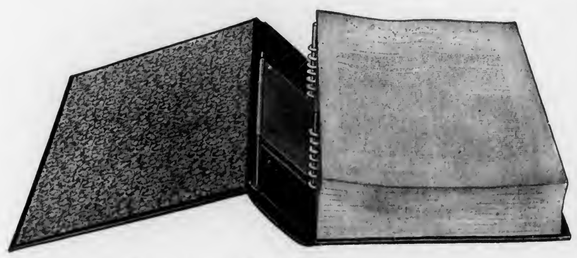
KEEP
THE TOBACCO WORLD
FOR READY REFERENCE IN THE BIG BEN BINDER

Here shown—the only binder that has the appearance of a regular bound book. No punching of holes necessary; all that is required is a slight slit between the pages with a pen knife. Each Binder holds one volume. We can supply these binders at following prices:

Price for one $1.00 prepaid Price for six $5.50 prepaid,
Price for twelve $10.00 prepaid



Illustrating the metal clip inserted between pages



Illustrating simple method in binding

The New Cigar Manufacturing Concern
THE BAUM-JAFFE COMPANY
Personnel, Policy and Brands

President
Nathan Baum

Manufacturer
Isaac Jaffe

Sales Agent
B. H. Steifel

Sec. & Treas.
Isidore Baum

THE MEN BEHIND THE NEW COMPANY

THE Baum-Jaffe Company, which has just been organized in Philadelphia, is to be directed by business experts who have years of successful experience to their credit.

THE MANUFACTURER

THE manufacturing will be under the supervision of Isaac Jaffe, known from coast to coast as the best manufacturer of high-grade goods in America. For the past twelve years he was manufacturer with a large concern, which was recently bought out by another company. Mr. Jaffe is best known as an expert in broadleaf wrapped, Havana cigars and as manufacturer for the Baum-Jaffe Co. he will have better opportunity than ever before for producing high-grade cigars.

THE OTHER OFFICERS

NATHAN BAUM, the president, and Isidore Baum, the secretary and treasurer, are widely known as progressive business men, their house of Adam Baum & Sons, Philadelphia, having had a successful career of over fifty years.

B. H. Steifel, the sales agent has long been identified with the cigar interests throughout the country. His long experience and the facilities which the Baum-Jaffe Co. will provide will aid him to promote the most effective distribution, a feature of the business in which he is well qualified. Mr. Steifel will personally visit the trade in carrying out his selling-campaigns.

THE POLICY OF THE BAUM-JAFFE COMPANY

THE new concern will be a strictly hand-made "Uniform quality" house. The brands to be marketed will be superior in every way right at the start. The quality will never deteriorate as the new company will never resort to the frequently employed and much-to-be-deplored custom of cutting down quality as sales increase. The policy of the Baum-Jaffe Co. will be: **The Greater the Sale, the Better the Quality.** They will deal in high-grade, hand-made cigars, made in up-to-date and marketable sizes. The Philadelphia factory will be at 115 and 117 North Third Street, and other factories will be maintained in the same district. The new company begins business under the best auspices, with encouragement from the largest concerns in the United States.

THE COINER
Hand-made 5 cent straight, Long Filler, Havana Blend

A. J. CASSATT
Hand-made 10 and 15 cent proposition

EL JAFFE
Hand-made Broad leaf Wrapped Havana Cigar

THE company begins business with two brands that will retail at 10 cents and higher. The A. J. Cassatt, named for the late president of the Pennsylvania Railroad Co., and the El Jaffe, named for the manufacturer of the Baum-Jaffe Co. The cigars will be very choice grades of hand-made broadleaf-wrapped Havana goods.

THE 5-CENT BRAND

THE Coiner is a hand-made, long filler, Havana blended cigar of a quality that gives it pre-eminence over any five-cent cigar on the market.

All of the brands will be attractively packed under original designs that will give them identity.

The Baum-Jaffe Company is ready to submit samples and will be glad to do so, or to send salesmen on request

The Baum-Jaffe Company

5-117 North Third Street — **Philadelphia, Pa.**

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

QUATILITY
5¢ CIGAR
YES!
IT IS DIFFERENT

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

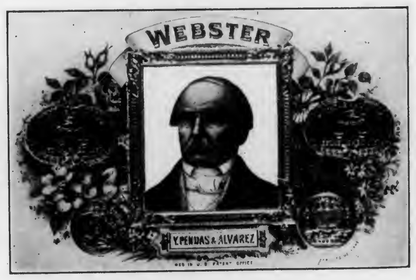
John W. Merriam & Co.
139 Maiden Lane
New York

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

World Famous Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, JUNE 1, 1912. No. 11.

Financial Dream of Merging Independent Tobacco Manufacturers

Wall Street Report of Big $100,000,000 Consolidation Lacks Definite Confirmation—Aim to Make it Dissolution Proof

IN the financial circles of Boston and New York a report was spread this week that a movement is being promoted to merge a number of prominent independent tobacco manufacturers into a giant corporation having a capitalization of $100,000,000.

The report does not give the names of the men behind the movement, but it is understood that prominent bankers and lawyers have been at work for some time in their attempts to get various manufacturers throughout the country to enter into a consolidation which would not be antagonistic to the Anti-Trust law and would be proof against dissolution.

It is stated that already manufacturers having a combined outlet for 40,000,000 pounds of tobacco have agreed to enter into the merger and that others are seriously considering it. The statistics show that the American Tobacco Company and its subsidiaries use about 300,000,000 pounds of tobacco each year in their factories as against 120,000,000 pounds used by their competitors.

No definite confirmation of the new enterprise could be obtained. A prominent Philadelphia tobacco manufacturer, when informed about the matter, stated his firm had not been approached by the promoters, and as far as he knew the movement was simply a financier's dream.

Country's Output for Month of April

Cigars, Cigarettes, Snuff and Manufactured Tobacco Show Increase

The amount of cigars, cigarettes and manufactured tobacco of the country as shown by the statements of stamp receipts produced during the month of April, 1911, and of 1912, respectively, was as follows:

	April 1911	April 1912
Cigars	546,461,360	575,997,473
Little Cigars	103,045,360	83,313,320
Cigarettes	716,943,384	1,046,338,552
Cigarettes at $3.60	1,847,180	1,298,900
Snuff, lbs.	2,153,818	2,363,981
Manufactured Tobacco, lbs.	31,992,418	32,075,878

The table shows an increase in cigars, cigarettes, snuff and manufactured tobacco, while there has been a falling off in production of little cigars and of cigarettes at $3.60.

The following is the amount of production up to May 1, as compared with the same period last year:

	1911	1912
Cigars	2,216,590,522	2,191,902,865
Little Cigars	408,677,066	347,950,373
Cigarettes	2,886,985,728	3,934,880,856
Cigarettes at $3.60	6,775,390	5,956,519
Manufactured Tobacco, lbs.	140,731,734	145,008,359

Smokers Must Vote Early and Often in Trolley War

You Can Ballot Just As Many Times As You Pay Fares in Kansas City Cars—Will be Big Day for Company

KANSAS CITY, MO., May 30.

TO smoke or not to smoke'—that is the question which will be put up to all passengers of the Metropolitan Street Railway Company's cars in this city within the next few days. An ordinance, just signed by Mayor Jost, permitting smoking on the three rear seats, has aroused a storm of protest among the non-smokers, and as a result the street railway company has decided to settle the matter by having a vote on the question.

Ballots will be printed and handed each passenger as he pays his fare. The ballots will be left with the conductor and totaled after the day is over. Every fare paid will carry with it a vote, and women and children, old enough to pay fares, have just as much to say about it as the men. There will be no restriction on repeating, as each person can vote just as many times as he pays a fare.

The day selected will no doubt see the street car company's revenue soar sky-high.

The tobacco dealers who were instrumental in obtaining the passage of the ordinance, it is expected, will spend the greater part of the day riding on street cars and urging their friends to do the same. In this they will find a counter-movement from the women's clubs and other anti-smoking bodies who will not hesitate to pay their nickels for their right of franchise.

Yes, it promises to be a merry war and a big fat day for the street car company!

Brooklyn Retailers Organize Association

First Meeting Well Attended by Tobacco Merchants

AT a meeting of Independent Retail Dealers in Brooklyn Friday evening, May 24, the Independent Retail Tobacconists' Association of Brooklyn was formally organized by the election of L. Harry Fisher, president; C. S. Freund, vice-president; H. Greenberg, treasurer; Nicholas Ehrlich, secretary, and Henry H. Hunter, legal adviser.

The meeting was held in the Johnston Building and was well attended by a representative number of Brooklyn merchants. Speeches were made by Attorney Hunter, who outlined the problem facing the independent retailers and urged their support of the Cummins bill and Anti-Coupon legislation, Oscar Veit, of the Independent Salesmen's Association of New York, who pledged the co-operation of his association, and the newly-elected president, Harry Fisher, who urged the retailers to adopt some co-operative buying system.

The meetings will be held regularly hereafter on the third Friday of each month and every effort will be made to extend the membership of the association.

"SOMETHING DIFFERENT"

Business Campaigns That Will "Produce"---For the Retailer, Wholesaler and Manufacturer

By J. B. JAMISON. **

Being an outline of systems through which big business houses are built. Any reader of THE TOBACCO WORLD, retailer, wholesaler or manufacturer, contemplating an expansion of his business, should consult this department, and may secure the personal services of Mr. Jamison for the direction of his campaign by a series of letters suited to his individual needs upon the payment of $2, *for which allowance will be given in new subscriptions to* THE TOBACCO WORLD, *or the extension of old subscriptions. Single letters of instruction 50 cents.*

The plans I outline in this department will "produce." They have *brought home the goods and* are *doing the trick every day.* J. B. JAMISON.**

VII.
Human Nature and the Way to Figure Profits

RECENTLY a business efficiency expert caused to be inserted in several national mediums, a little problem he had found that always agitated the minds of retail dealers wherever it was propounded. The problem was stated as follows:

Wholesale price of an article is.....$1.00
Cost of doing business 22%
Retailer's profit 10%
What is the retail selling price?
Remember, you are basing your percentages on selling price.

Some correspondents in their desire to contribute to the humorous rather than to the serious columns of the publications, have expended a prodigious amount of clumsy wit in making fun of the man who would compute profits with percentages figured on his selling price. They seem to think the "good old arithmetic" is the sole arbiter of the question.

They entirely eliminate the equation of human nature.

I believe the writer has as much respect for the "good old arithmetic" as he has for the good old anything else, but he believes also that the world moves; that you can't stand pat on the methods of statement indulged in by the old arithmetics, any more than you can stand pat on anything else in the world.

Let us, for the sake of argument, suppose a man starts in the cigar business and in order to keep the problem in harmony with the one stated in the first paragraphs of this article, I shall assume a large expenditure for expenses, etc.

The amount of percentage, of course, has absolutely nothing to do with the principles involved in the computation.

Suppose our dealer buys his stock of goods and, as is usual in such cases, he prices them at what the wholesaler's salesman tells he ought to get for them.

At the end of the month he finds that he has done a business of a thousand dollars.

He has kept a close track of all the sales and finds the goods he has sold, at invoice cost, cost him $680.00.

He finds that his total selling expenses, etc., are $220.00, and thus he has $100.00 as a profit.

He does a little figuring.

He assumes that his cost of doing business is 22% of the total amount of business that he has done, that being the easiest way to figure it. He has made a profit of 10% of the total amount of business. This is quite the natural way for the average man to figure it. Let us suppose, therefore, that he proceeds to replenish his stock with exactly the same kind of merchandise that he had before, and he thus buys another $080.00 worth of goods. (We assume this simply for the sake of illustration.) He gets the goods in and he says: "I'll mark these to make 32% over cost, because I want to make 10% profit, and 22% will cover the cost of doing business, etc."

What does he get? He finds at the end of the month that he has sold the same amount of merchandise, but he has received only $897.60 for it. In other words, he hasn't made his $100.00 profit, but has actually paid out $2.40 more than he received.

Had the retailer's knowledge of percentage been more thorough he would have realized that while the $320 was 32% of his sales of $1,000, it would be necessary to add 47% to the cost of his merchandise to get selling prices to total the desired $1,000.

Briefly, could it be argued with success that because $320 was 32% of $1,000 it therefore was 32% of $680? But it is just there that our retailer fell down!

He has been guilty of two fallacies in his methods. In the first place he has based the percentage of profit and cost of doing business on his volume of business, but applied these percentages to his cost price when it came to making new prices; and in the second place, he is not trying to make any money on the amount of capital paid out for rent, clerk hire, advertising, etc. It is just as real capital that pays the clerk to hand out the merchandise, as is the capital which it takes to pay the wholesaler for the merchandise, and a man should make money on both, because both are part of the service which his capital procures for the purchasing public.

How should he have protected himself in the matter?

Let us figure it out a moment.

Our dealer has found that his cost of doing business is 22%. He wants a profit of 10%.

We assume that 100% is what he gets for the article. Therefore, we deduct the 32% from the 100% to find out what per cent. of the total price, the cost price is, because the cost price will be that portion of the 100% which is left after deducting the percentage required to pay the cost of doing business and the profit. We find, therefore, 68% of any selling price, where the cost of doing business is 22% and the profit desired 10%, represents what any article costs. Suppose the article cost $1.00. We divide 68 into $1.00 after adding two ciphers, and get $1.47 plus as a result. Let's prove it. If a man sells the article for $1.47 and is allowing 22% for cost of doing business, he gets 32 cents plus, for expenses. If he has figured on 10% of his business as profit, he finds that he gets 14 7/10 cents or 15 cents profit. Deduct your 32 cents cost of doing business from your $1.47, and you have $1.15. Deduct 15 cents profit, and you have the $1.00 left.

So we have proven that it works.

After all, therefore, it comes down to the question of the policy of figuring profits on selling or cost price. We know, what I believe all our readers will admit, that we can get very sadly tangled up sometimes. I know from a pretty wide investigation that many a retailer is today figuring in the dark with a result that is unfortunate, because he does not keep the percentages of profit from his cost prices.

This is the day of scientific management.

This is the day when we are trying to consider things from a practical standpoint. The advantages of figuring your percentage of profit on the selling price and not on the cost, are obvious, if we will consider them open mindedly and dispassionately, and leave the good, old arithmetic—for it is a "good old one"—and while being profoundly reverent of the ancient problems yet know how they work in our everyday lives.

Thus, because a problem is stated in one way, doesn't mean that it can't be stated in another and the last be a better way of stating it. The following reasons for handling profits on a basis of selling price, are paraphrased from Thomas A. Fernley's book "The Right Way to Figure Profits," which will be mailed to anyone requesting it from the Burroughs Adding Machine Company, Detroit, Michigan.

1. The remuneration of salesmen, for instance, is figured on a percentage of the selling price, and is not figured on the cost price. Therefore the selling price plan works in harmony with that.

2. The percentage of expense of doing business is based on the selling price.

If you talk and think of your percentage of profit on cost and your percentage of expense on selling price, nine cases out of ten you will lose money before you get yourself untangled.

3. Because the mercantile and other taxes are invariably based on the percentage of gross sales. Therefore, it is important if you are figuring in your mercantile and other taxes in your expenses, to figure them in the same way in which you are figuring your anticipated profits and making your selling prices.

4. Because the sales totals are always given in books of records. Cost totals are seldom if ever shown.

5. Because a profit must be provided for two items of capital. On the capital invested in merchandise and on the capital necessary for operating expenses and other expenses not properly chargeable to merchandise account. This is only possible by figuring a profit on the selling price.

6. Because it indicates correctly the amount of gross or net profit when the amount of sales is stated. If you are figuring your percentage of profits through the selling price, a statement of gross sales for the day, or month, or year would be a pretty accurate indication of what you should expect in the way of profit. The percentage of profit on sales is indicative of result of a year's business—percentage of profit on cost is not.

7. Because allowances in percentage to customers for cash discounts and otherwise, are always from the selling price. Therefore, you can figure more accurately in taking your cash discounts into consideration if all your percentages are based in the same way.

8. Because no profit is made until the sale is actually effected.

9. Because by harmonizing your entire plan of figuring your percentages relative to profits in business, etc., with the entire plan on which your merchandising is harmoniously developing, you will not consider your selling price, percentage of profit and expense, etc., entirely different from anything else.

W. D. Simmons, of the Simmons Hardware Company, of St. Louis, recently wrote an article in which he called attention to the one great difficulty with the retail business, that retailers' accounting did not account; that in some of the fundamental methods of figuring they were incorrect; that in too many cases their books of account did not show their expenses or their gross profits for comparative purposes, and if the testimony of the great firms of public accountants was concentrated in on expression, *it would be to the effect that more business goes wrong by poor accounting methods than poor salesmanship or buying methods.* For this reason, this little problem is an important one, and it should be carefully considered by every business man who desires efficient accounting.

To Go on Anti-Trust Lecture Tour

JAMES O. GRISWOLD, a prominent Connecticut tobacco grower, announces his intention of joining forces with Frank I. Cohen, Honorary Master of Works in the Corporation of Glasgow, Scotland, in making a lecture tour of the United States promoting a movement opposing the monopolistic combination of the retail and manufacturing tobacco interests. Mr. Cohen recently arrived in this country and is at present in Havana studying conditions. He expects to return to New York shortly to begin his independent operations by first starting a retail store and then going on tour.

Storm Damages Connecticut Tobacco

A storm which passed through Connecticut recently was the cause of thousands of dollars damage to the tobacco growers. Two large tobacco barns belonging to Henry Adams were unroofed and considerable damage was done to the tobacco plants, as well as the destruction of much cloth in the shade grown fields.

Dismisses Injunction Against Voliva

United States Judge Landis dismissed the injunction petition of Frank B. Cook against Wilbur Glenn Voliva, overseer of Zion City, and his aids, recently, declaring he had no jurisdiction. Cook sought to restrain Voliva and his constituents from the application of such terms as "stinkpots" and "beer guzzlers" from the pulpit of Zion Temple. Judge Landis declared he did not feel possessed of jurisdiction, as Voliva has a similar petition pending at Waukegan against Cook and his employes. The Court held the proper way for Cook to proceed is to file a cross-bill at Waukegan.

The City of Tullahoma, Tenn., will hold a tobacco celebration on Independence Day in honor of the one hundred tobacco growers who have located in that district within the past five years. Governor Ben. W. Hopper and a number of State officials will attend the event.

The closing down of the six large tobacco warehouses at Maysville, Ky., has thrown out of employment over 2000 hands.

PROBLEMS of the RETAILER

Taking that Vacation

THE time has come when young and old alike are thinking of summer and the good old vacation time. Staid business men stop at their work and look out of the window, with their thoughts drifting back to the old swimming hole and fishing pond.

Many business managers feel that they cannot possibly take time enough from business for a vacation. Right there they make a bad mistake. Not only because he may become a physical wreck, but because a manager can in this way get better acquainted with the ability of those who are assisting him.

You can be the first one at work in the morning and perhaps the last to leave at night as long as you live, and thus set "the boys" a good example. But in doing that are you really finding out what "the boys" are worth to you, whether they have any initiative, or whether they are only units of a well-oiled machine.

Determine to leave the business for two weeks or a month. Let your assistants take charge of things. In doing that you will soon discover whether they have any "get-up-and-git" in them, so that if you are ever laid up you won't worry to death about the place going to the dogs. The business cannot be crippled in that time, and if it runs smoothly you will feel much safer either at home or away in the future.

No manager can make a success of anything without competent and intelligent assistants. And there is no better test of these very necessary qualities in a business man than going away and leaving everything in his hands. If he is competent, the right man for the place, he will show it. If he is incompetent you will soon find it out and can make a change. You will then know what you are up against in case some day you are temporarily put out of commission, and you can make your arrangements accordingly.

The "Open Door" Policy

The time of year has arrived when every retail tobacco man should avail himself of the open door advantage. By keeping the store door open and showing an attractive appearance to the passerby there can certainly be nothing lost, and on the other hand many men may be attracted by the appearance of your store, and seeing the door invitingly open will step in and secure a smoke. The writer was pleased to note that this policy had been followed by the majority of tobacco men, but there are many more who have old-fashioned ideas about opening the door in a case like this, just as many persons have a prejudice against fresh air and seldom or never have the doors and windows of their homes open.

As the warm weather approaches and doors are more generally opened retailers should see that their goods are protected in a proper manner. All cigars shown on the outside of the case should be covered with netting to keep the flies off. People are beginning to think about such matters and do not relish the idea of smoking a cigar which has just recently been the roosting place of numberless germ and disease carrying flies.

The cut price war on imported cigars seems to be a "tempest in a teapot." Few dealers have taken advantage of the cut to reduce the price to consumers, and the only ones affected so far are the manufacturers.

Don't "Knock" Your Competitor

ONE of the points a business man should not make a habit of is that of speaking slightingly of his competitor down the street. For in so doing you are doing nothing more or less than advertising him.

This is a funny old world and one of the oddest things in it is human nature. The average human being is a queer mixture and has some queer ideas. The majority of them will take privileges themselves that they will not accord to others. Take, for example, a customer of yours who can come in your store and tell you all kinds of mean tricks your competitor has been playing, also the different kinds of prices he may be making. Perhaps you know that at least half what he tells you is untrue. Yet at the same time if you say something to that identical customer about your competitor he will probably resent it, for, he reckons, are you not talking about another, and behind his back, when he has no opportunity of defending himself.

If persons like that customer resent the idea of your criticising your business rivals, how much less do you imagine a man will like it who never says anything about your competitor. In such an instance he will no doubt look upon you as a variety of "squealer" who has got all that is coming to him.

The best way for anyone to show up the bad points of a competitor, if he has any, is to let his customer do all the talking, even though you may be told that rival has been making uncomplimentary remarks in reference to you.

Window Bulletin Suggestions

Fishing Is Great Sport

But can make it an even better and more enjoyable one if you stock up with our invincible cigars and tobacco before trying your luck again.

If You Find a Better Mixture

Than our Superlative blend of smoking tobacco come in and tell us about it. We hardly think that is possible, but we are open to argument. We invite comparison. Take home a can today.

Speaking of Perfect Condition

Have you ever noticed the cigars, cigarettes and tobacco coming from our store—how fresh they are? That is due to our large humidor. We never allow our smoking materials to dry out and lose their best qualities. Try us today.

Don't Risk Buying A Poor Smoke

Come inside and buy from us. We carry none but the best in the smoking line and can suit every taste. And our stock is in the best of condition.

Sprague, Warner & Co. Celebrate 50th Anniversary

Within half century firm becomes one of the largest wholesale grocery and tobacco houses of Chicago—Employes and Associates present Mr. Sprague with Loving Cup

JUST fifty years ago, this month, Albert A. Sprague, established, in Chicago, a grocery store with a fourteen foot frontage. From this small beginning grew the present great wholesale grocery and tobacco firm of Sprague, Warner & Co, an institution with a national reputation.

It was on this occasion of the arrival at the half century mark, that associates and employees, presented to Mr. Sprague a handsome silver loving cup. Taken completely by surprise Mr. Sprague expressed his sincere appreciation of the gift and of the men who have assisted in the upbuilding of the house of Sprague, Warner & Co.

Established in 1862, when the Civil War made prices the very highest, the small institution under the capable guidance of Mr. Sprague outgrew its swaddling clothes. After the close of the war more commodious quarters were found necessary. The year 1870 found them at 62 Michigan avenue near Randolph street. A year later came the great fire and the firm was burned out. Quarters were immediately established however at 20 Canal street. Another move was made in 1873 to 53 Michigan avenue and two years later a greater volume of business compelled the firm to locate at Randolph street and Michigan avenue.

But Sprague, Warner & Co. had only started on its growth, until a few years ago the final change of location was made to Erie and Roberts streets. The present structure has a frontage along the Chicago river of nearly 400 feet and varies from 100 to 300 feet in width. The building is seven stories high and contains over one-half million feet of floor space.

Where fifty years ago there were six employees, today there are more than 1,000 and the business now amounts to millions of dollars annually.

Sprague, Warner and Co. are distributors for a large and extensive line of cigars, handling many well-known brands of national manufacturers.

Mr. Sprague and Loving Cup presented by employees and associates

Zion City Alarms Dove of Peace

After battle, in which eyes were blackened and whiskers torn out, it flies to parts unknown

By The Tobacco World Philospher

THE white winged dove of peace, that bird of brotherly love and good will, absolutely refuses to make a permanent home in Zion City, Ill. Once upon a time, which is the way all stories are begun, a dove of spotless purity roosted along the outer walls of the little town and sang a song of contentment. But alas and alack! those days are gone and the bird has flown. In its place sits a coal black crow calmly smoking a pipe filled with tobacco from Chicago. After much trial and tribulation, internal dissension, riots, bonfires and sign board slander, the tobacco war broke out with renewed vigor in that saintly city the other day.

It all happened at Zion City's big hotel—a three hundred room institution built by John Alexander Dowie. Here was held the monthly meeting of two hundred members of the Zion Church led by the indomitable opponent of nicotine, Overseer Wilbur Glenn Voliva. Mustered on the hotel veranda were a dozen "independents" calmly wafting clouds of blue smoke to the skies.

"Brethern," spake Wilbur Glenn, "we must carry on this fight peaceably until we have driven all the 'tobacco skunks' out of Zion by sheer power of prayer."

The dove of peace came to rest on the window sill.

"Now we will sing hymn number 13," continued the leader.

The dove ventured a little further into the room.

The first few strains of the doxology were started with vim and vigor. The dove circled slowly about looking for a permanent resting place—when through the open windows there wafted thin clouds of pipe and cigarette smoke. It was too much. With one mad yell the meeting broke up and the congregation rushed en masse to the veranda and started hostilities anew. Other smoke lovers joined the fray and the conflict waged fast and furious. Eyes were blackened, whiskers were plucked out, faces were scratched and finally victory perched on the banners of the Army of the Pipe.

And far out over the waters of Lake Michigan could be seen the retreating form of the white-winged dove flying to parts unknown.

THE man who gave utterance to the time-honored remark that a new "sucker" was born every minute surely knew what he was talking about, because that axiom is just as applicable today as when it was first promulgated.

In Chicago, one Alexander Passen was pursuing the even tenor of his way. By dint of hard work and much economy he had accumulated 1,159 good dollars of United States coinage. Alexander had a little cigar and tobacco store and his wisdom and sagacity were of neighborhood recognition. Then the tempter came and Alexander forgot that this was the year of our Lord 1912 and that the days of miracles were beyond recall. When the curtain had been rung down Alexander had lost his hard earned wealth and was shorn as completely as a lamb of its wool.

It all happened in this wise:

A few weeks ago there came into the life of Passen, one Abraham Frank, a smooth-tongued individual who carried under his arm a queer black machine. Frank looked cautiously about and then told Alexander that the machine hatched money,—that it was, in fact, the incubator of currency. Alexander asked for a demonstration and Frank took the victim to his rooms. Taking three one dollar bills the Thomas Alva Edison of our monetary system spoke a few words of magic, pressed a button, and instantly the room was filled with a blinding smoke. When this cleared away, Frank took from the machine five one dollar bills, where but three had been before.

Passen proved to himself that the "newly laid" bills were perfectly good because they passed like "greased lightning." For nights Alexander could not sleep. Visions of wealth, of untold luxury, of Europe, of automobiles, of indolence and unlimited pleasure; all played tag in his mind. He could not rest. He must see the modern Alladin and purchase the machine.

Yes, Frank would sell it. How much did he have? Alexander knew his bank balance by heart and informed his benefactor that $1,159 represented the amount of money on hand. For that consideration, Frank said, all the right, title and interest in the aforementioned contraption would be handed over.

Thus Alexander Passen, the modern pursuer of the pot of gold at the end of the rainbow, carried the machine to his store and set about to manufacture money. He followed directions carefully; there was a blinding smoke, but alas!—and alack!—no money came forth. In consternation Alexander peered into the depths of the mysterious machine and all he found was twenty one dollar bills.

Then to the mind of Passen came a great vision. He had been duped! The green grass of the springtime was as of driven snow, and the birds had ceased their cheerful chirping, for all the world was dark and joy had gone.

As I was coming across from New York several days ago I noticed a man getting on at Trenton and meeting an old pal of his, who was seated across the aisle from me.

After exchanging greetings and felicitations, one of them remarked:

"Say Bill, when I was over in Phillie the other week I——"

"You went to a ball game at Shibe Park, didn't you?"

"No, sir."

"You went to City Hall?"

"No, sir."

"You called on Mayor Blankenburg?"

"No, as I started to say when I was in Phillie, I——"

"You went to League Island?"

"No, sir."

"You saw the new Parkway?"

"No, sir."

"Then what the deuce did you do?"

"That's what I've been trying to tell you. When I was in Phillie, I found the best nickel cigar I ever smoked for the money. Wait 'till we get to Broad street station and I'll get you one."

* * *

Who says that it doesn't pay to advertise? The United Cigar Manufacturing Company, through Best & Russell Company, of Chicago, have been doing a great deal of advertising on their latest 10c. cigar, the "Abbey." Every store handling this brand has an attractive window display. Prominently displayed is a card reading:

The Abbey
10c.
A Revelation

The other day a native of Old Erin, who had a drop too much and had read as he ran, came into the Best & Russell Company's stand, in the Insurance Building, Chicago, and after looking in the cigar case, said:

"Me bye, here's tin cints. Give me one of those cigars which started the rivolution."

* * *

After spending an evening with convivial friends, a friend of mine came home rather late. He entered the house as quietly as he could, turned up the reading lamp in the library and settled himself as if perusing a massive, leather-bound volume. Presently his better half entered the room, as he knew she would, and asked what he was doing?

"Oh," he said, "I didn't feel like turning in when I first came home, and I've been reading some favorite passages from this sterling old work."

"Well," said his wife, "it's getting late now. Shut up your valise and come to bed."

THE ONLOOKER.

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Crop Will Help Havana Industry

The latest reports from Cuba on the Vuelta Abajo crop for 1912 confirm the early predictions made by "The Tobacco World" that the clear Havana cigar manufacturers at last are to have a bumper crop of high-class tobacco and at more reasonable prices. In quantity and quality 1912 Vuelta Abajo promises to be the best in many years, it being estimated that the yield will be approximately 95,000 bales more than last year and of a uniform and highly aromatic quality.

The only apparent drawback to the crop is the scarcity of light wrappers, not only in the Vuelta Abajo district, but in Partido and Remedios as well.

The wrapper situation will be a cause of concern to manufacturers who have specialized on light colors, but it may be said that smokers have gradually become educated to understand that the color of a wrapper is no indication of the intrinsic strength of the cigar. However, anticipating the scarcity of light wrappers, manufacturers would do well to prepare their customers to order more freely the darker colors.

Summarizing the Havana crop outlook as it appears today, we would say that it holds propitious promise to clear Havana cigar manufacturers, and they should bestir themselves to take full advantage of a situation which has not existed for many years.

The Man Who Stood Still

A press dispatch from the West a few days ago detailed the death of D. W. Stockwell, of Aurora, Ill.—"The man who stood still."

Fifty years ago this dear old character had one of the finest general stores in Northern Illinois, stocked with everything from a package of tobacco to a suit of clothes. During the Civil War he made quite a snug fortune, not from his ability, but from special opportunity, and owing to his integrity and high sense of honor.

At the close of the war he became set in his ways, refused to replenish his stock or take note of the change in popular demand. He had about $10,000 worth of stock, including hoop skirts, old striped hosiery, jet jewelry, and he settled down to wait for customers to come in as in days of yore. He boasted that he never spent a cent for advertising. He went to his store at 7 in the morning and remained until 6 in the evening. With these methods he made his store a curiosity shop instead of a mercantile establishment, and when he died last month, nearly eighty years of age, he was advertised throughout the length and breadth of the land as the "Man who stood still" and the man who never advertised.

A pathetic epitaph indeed.

All Hail Dayton as Convention City

The selection of Dayton, Ohio, for the next annual convention of the National Cigar Leaf Tobacco Association is a fitting recognition of the importance of Ohio as a tobacco producing State. Tobacco men of Ohio have long since earned the respect and admiration of the entire country because of their progressive and aggressive methods of raising tobacco and marketing it. Some of the oldest and best known packers and dealers claim the Buckeye State as their home.

As for Dayton, it personifies the last word as a progressive municipality, and all who attend the convention are assured a hospitable welcome and a royal good time, as well as an opportunity to see how an American city dominated by an earnest and aggressive citizenship has thriven and expanded.

What the World Thinks

¶The nickel cigar, as the "smoke for the masses," seems to be gaining in popularity everywhere. Nothing cheaper or nothing costlier seems to hit the spot for Mr. Common-People.

——

¶Nevada's first cigar factory has been opened at Carson City. For advertising purposes it would have been better to have started this factory at Reno. Just think of the possibilities of the brand "Reno's Rumor" among the divorce colony which annually migrates to the land of quick separation!

——

¶Grumbling among leaf importers and cigar manufacturers against the government's method of appraising imported Havana tobacco has grown to a roar of protest. If the tobacco interests want relief they are big and strong enough to demand it. Shooting peas instead of cannon balls at the abuses will never accomplish this. Let all the interests who have grievances get together and put their cause in as strong a manner as possible up to the government. Then, and only then, will there be a solution of the inconvenience and the gross injustice that are being done to the importers by the government's free and easy policy of appraisement.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Salomon Bros. & Stern to Open Chicago Office

IT has been about decided by Salomon Bros. & Stern, the New York manufacturers of "Aplomo" clear Havana cigars, that they will in the near future open a branch office in the city of Chicago. This decision comes after the last trip of Jackson H. Kelley, their representative, who is reported as having done the best business there during the past month that the firm has ever enjoyed.

Mr. Kelley returned to New York last week after a three-months' pilgrimage, which took him as far West as Omaha, and he says that he considers it the banner trip of his career, everything considered. Mr. Kelley will probably make his headquarters in Chicago when the new office is opened this fall. He is at present away on a ten-days' trip up New York State.

"Aplomos" have recently been brought out in a new two-for-a-quarter shape, which promises to be a very popular addition to the line.

Cafe Failures Have Hurt Cigar Stands

THE Broadway cigar stands in the "Lobster Lairs" have had a rough winter, all told, in a business way, and this privilege does not appeal so strongly today as it did a year ago.

The passing of Considine's Cafe Metropole into a receiver's hands marks the sixth Broadway fiasco during the past twelve months, and in each instance a splendidly equipped cigar stand suffered from the immediate loss of business following the failure.

The American Exchange Cigar Company operated the stand in the Metropole, and they, of course, are not affected by the troubles of the hotel proprietors otherwise than by diminished patronage.

D. Jacobs, who owned the cigar stand in Churchill's, it is stated, disposed of his interests there during the past two weeks.

Fleischman's, at Forty-second street; The Folies Bergere, at Forty-eighth street; the "Madrid," at Forty-sixth street, have all experienced changes as far as the cigar end is concerned.

W. E. Waterman, president of Waitt & Bond, Inc., the Boston manufacturers of "Blackstone" cigars, was among the prominent trade visitors to New York during the past fortnight. Mr. Waterman says the contractors are making splendid progress on their new factory in Boston, which, when completed, will be the finest cigar factory in New England.

Big Doings with the "King's Club" Cigar

BUSINESS on the "King's Club" cigar for the month of May has cast all previous figures in the shade. Especially in New York City, Philadelphia and up New York State sales are showing a steady increase, and orders from these sections are noted with pleasing regularity.

At present the "King's Club" is one of the most popular sellers in New York. The goods are running extra fine, and the company is sparing no effort in advertising them. Window displays can now be noticed at Oscar Schein's Cigar Store, 43rd street and Broadway; the James Drug Store, 46th street and Broadway, and L. Maskoff's store, at No. 48 Nassau street.

E. P. Oakes, president of the company, is exceedingly well liked in the cafes and hotels on Broadway, not only by the dealers, but also by clerks and managers of the popular places in the city, and his goods get the benefit of this to the limit.

Mr. Oakes, who is not a pessimist, said the other day, "Our cigar will not be one of the big, but the biggest seller, because we have the price and the goods and that is what the public wants."

"Milo Violets" Cigarettes

The Surbrug Company, makers of the "Milo" cigarettes, have been featuring the "Milo Violets" during May with good results. These cigarettes are a daintily scented brand exhaling a violet perfume and should appeal particularly to the feminine consumers. Several very ornate window displays of these brands have been put around in New York City, with artistic violet decorations and the attractive packages as main features. One of these, which attracted much attention, was in Oscar Schein's Broadway store at Forty-third street.

Judge Hand has dismissed the petition in bankruptcy on March 7th against Louis Jacoby, trading as Herman Jacoby, manufacturer of cigars, at 333 Bowery, on application of Mandelbaum Bros., his attorneys, who said that he had made a settlement with creditors at 35 cents on the dollar on three notes. The liabilities were $70,000.

Schedules in bankruptcy of Samuel Golkin, dealer in cigars and stationery, at No. 140 Ludlow street, show liabilities, $6,672 and assets, $2,360, consisting of stock, $1,500; fixtures, $575; accounts, $242; rent deposit, $40, and cash, $9. He also had 29 shares of stock of the Wegler Gents' Furnishing Co., and a claim against the company for $1.115, money advanced, value unknown.

New York City Items

Failure of Wm. J. Seidenberg

WILLIAM J. SEIDENBERG, of No. 149 West 45th street, formerly president of the Meerschaum Company of America, at No. 33 East 32d street, has filed a petition in bankruptcy, with liabilities $134,058 and assets $2,000 in real estate, consisting of 10 acres of land in Dade County, Florida, deeded to George Mulligan to secure a loan of $2,107, and 30,000 shares of stock of the Meerschaum Company of America, of no value, as the company is in the hands of a receiver. Among his creditors are the Havana Tobacco Co., $62,963, secured by life insurance policies; Jeannette M. Schwab, $12,500, secured by income from a trust fund; Stadler & Stadler, $1,172 for clothes, and the following for loans: Louis Marx, Havana, $25,000; Max Blumenthal, $8,900; James L. Hill, $5,000; George Mulligan Co., $6,114; George Mulligan, $2,107, secured; Rebecca P. Ellis, New Bedford, $4,000; George Kessler, $1,000; H. H. Osterheld, $2,000; T. W. Osterheld, $1,300, and M. J. Seidenberg, $1,400 The petitioner has a life income of $100 a month from a trust fund from the estate of Joseph Seidenberg, but he has assigned the income to Jeannette M. Schwab. Mr. Seidenberg was formerly a cigar manufacturer and for several years was vice-president of the Havana-American Co.

Ernest Ellinger & Company have moved to their new location, 133 to 137 Front street, where they report a very good outlook.

Dave Echemendia, of the Castaneda (Havana) factory, and E. P. Oakes, of the King's Club factory, made a successful invasion of the Boston territory last week, and neither of them returned empty handed.

Gustav Bunzl, one of the founders of the firm of Bunzl & Dormitzer, tobacco merchants, succeeded by J. Bunzl & Sons, died last Saturday, at his home, 175 West 72d street, after an illness of more than two years. He was born in New York City, September 19, 1854.

S. Rotschild, of Montevierno & Company, has returned from a brief vacation in the Catskills. He has not been in the best of health recently, but the change in climate enabled him to regain his full strength. He is expecting to start on a trip early next week. Charles Winterburg, of same firm, is at present in the Middle West.

Leo F. Weiss, of L. F. Weiss & Company, a firm recently formed, will leave for the West next week on an extended business trip. Owing to the failure of the lithographers to deliver the labels and bands for their "Wanda" and "Fidelia" brands on time, Mr. L. F. Weiss was compelled to postpone his first trip.

Cigar Makers Plan National Convention

A referendum vote will be taken among the International Cigar Makers' Union to consider the advisability of holding a national convention in Baltimore next September. If they decide to hold this convention it will be the first in sixteen years.

Manufacturers Plan Havana Appraisement

A REPRESENTATIVE gathering of clear Havana cigar manufacturers assembled in the Astor House, New York, May 24, to take up the matter of appraisements of Havana tobacco. For some time the manufacturers have been complaining about the unfair conditions imposed upon them, and this meeting was called to devise some plan for their relief.

On the same day in New York a meeting was held at the New York Leaf Tobacco Board of Trade by the Havana Importers' Association to consider the advisability of making a test case in determining the legality of the payment of wrapper duty on an entire bale of tobacco which contains in reality only a small percentage of wrapper.

A committee consisting of Ernest Ellinger, B. G. Davis and Joe Mendelsohn was appointed to confer with a committee of Tampa manufacturers to take up this subject.

A Busy Packing House

Don Manuel Alvarez of Manuel Alvarez & Co., Superintending the Baling of His Porto Rican Leaf

The above picture shows the interior of the packing and baling department in the warehouse of Manuel Alvarez & Co., at Cayey, Puerto Rico. Mr. Alvarez is seen superintending the work to the left in the photograph. He makes it a point to look after the packing personally, although he has one of the best trained staffs on the island. During the regular season over one hundred workers are employed in preparing for the trade the leaf handled by this firm. The product is exclusively from the Cayey and Plata sections of Puerto Rico, which is known as the garden tobacco belt of the island.

The New York offices of the firm are located at 178 Water street, where some of the choicest samples of the best Puerto Rico grown tobacco can always be seen.

Edward Fritchie, Jr., of Leavenworth, Kan., who has had charge of the cigar department of the Fritchie Drug Co., of that city, has accepted a position as salesman in Kansas City for the Niles & Moser Co.

Ed. Forsythe, who has been behind the counter of the Ricksecker Cigar Co., of Kansas City, has resigned to take a position with the Parker-Gordon Cigar Co., of that place, as city salesman.

T. J. Hogan, a popular representative of the American Tobacco Company, has been transferred from the Oklahoma division, with headquarters in Oklahoma City, to the Texas territory with Dallas as his base of operations.

PHILADELPHIA.

Quaker City Trade Outlook

BUSINESS conditions in Philadelphia, at the present writing, speaking from a tobacco standpoint, are far from satisfactory. This is more true in regard to the retail and jobbing trade than relating to the manufacturing end. Retail stores in the centre of town noted an improvement immediately upon the putting into practice of the open door policy. And if the weather we have been having will continue there is no doubt it will increase sales materially.

The larger manufacturers are busy at present, many of them having great difficulty in securing enough cigarmakers. A skilled artisan in this line will experience no difficulty in finding employment.

The inquiry for leaf tobacco is fairly good, but high prices tend to restrict extensive sales. There was a healthy demand for Connecticut. There has not been any pronounced activity in Sumatra, although all sources of information are enthusiastic as to its high quality. Many buyers are only making purchases for immediate needs, and appear to be of the opinion that the Dutch leaf will drop in price ere long.

M. J. Dalton & Co. Reorganized

Under New Arrangement, Widow of Founder of Firm is President—Raymond M. Crane, Secretary.

AT a recent conference of the stockholders of M. J. Dalton & Co., large importers and retailers of cigars in this city, new officers were elected. Mrs. M. J. Dalton, who it is understood has a controlling interest in the business is the president. W. R. Taylor, a brother of Mrs. Dalton, is the vice-president and Raymond M. Crane, who, since Mr. Dalton's death, has been actively in charge of the Fifth & Chestnut streets store, is secretary.

It is understood that there will be no radical changes at present. James L. Flannigan is now in charge of the Thirteenth street store and Mr. Crane at the Fifth street address. Mr. Taylor is making the latter store his headquarters.

Theobald & Oppenheimer Company have just opened a stripping plant at Coatesville, Pa., where they will strip the tobacco for their branch factories. The building obtained is sufficiently large to accommodate 400 hands, and 150 are already at work.

Welcome to a New Philadelphia Enterprise

Baum-Jaffe Co. Joins the Ranks of Successful Enterprises in the Quaker City

UNDER circumstances that augur well for their future, the Baum-Jaffe Company have launched into the business of manufacturing cigars, and judging by the success which has crowned their initial efforts, this firm is destined to take a place in the foremost ranks of Philadelphia manufacturers, a roll of honor which bears many distinguished names, known and respected from coast to coast.

The men behind this company have the advantage of many years' manufacturing and merchandising experience, and linked with this, they have the capital and energy sufficient to give the widest scope to their ideas. Such a combination cannot fail to win.

It is their plan to equip and conduct their factories along modern lines that will tend not alone to volume of production, but which will insure the sustained quality of their products, something absolutely essential to a permanent business success.

They have evolved a very definite policy along quality lines. Their leading brands will be retailed at five cents and ten cents and more, and it it the aim of the firm to give the smoker the very best cigar that can be produced for the money. This policy will pervail, not only now while the company is impressing itself upon the public notice, but will be maintained without deviation year in and year out.

The first formal announcement of the firm appears on page 9 of this issue of "The Tobacco World," and we commend it to the careful perusal of all our readers. It tells in detail of the men who make up the Baum-Jaffe Company, of the policy which will actuate the enterprise, and announce some of the leading brands.

Although this company have started in business only recently, they have already established a large volume of production to take care of the many orders which have been received from large concerns.

In addition to their factory at Souderton they have just leased 115-17 North Third street, Philadelphia, where they expect to open another factory.

Mr. Sheridan, of Park & Tilford, New York, was a recent caller in the local field. Mr. Mohnheimer, of Kaufman, Bros. & Bondy, the well-known pipe concern, was also calling on the trade. He has just shortly returned from an extensive trip through the West.

Quaker City Briefs

Benjamin Labe & Sons, the well-known leaf dealers of this city, were informed last week by cable that Jacob Labe, their representative at the Dutch inscriptions, had purchased seventy-five bales of tobacco at the May 24th inscription held in Amsterdam.

The new location of the United Cigar Stores Company at Eleventh and Chestnut streets is being overhauled and will be occupied in the near future. Edw. Fay & Sons have the contract. The upper floors will be rented, as will also several small stores on Chestnut street, while the corner store will be occupied by the United.

The Bobrow factory, on South Second street, is now one of the busiest in Philadelphia. Owing to the increased demand for the "Bold" cigar, the employes have been working until 7 P. M. each day. L. M. Walters, Eastern representative, is now on an extended trip through his territory and is reporting excellent sales.

The Rey Oma Base Ball Club, of the Sig. C. Mayer establishment, went down to defeat at the hands of the Sheip & Vandegrift aggregation of ball tossers on Saturday, May 18th. The final score was 9 to 7, but the Rey Oma adherents stated that the game was even closer than the score would indicate, and are looking forward to a return battle, when they expect to have revenge.

Under the able management of Willard W. Goldsmith, Dusel & Goodloe are pushing matters and getting a good share of trade. To increase their sales even further, they have, in addition to their regular salesmen, added two more "knights of the grip" to the sales force.

They are Edward Chevalier, who will cover the local territory, and Arthur Popper who will work outside of Philadelphia. C. M. Pleasants has been campaigning on the "La Preferencia" and "Principe de Gales" in the local field and Atlantic Coast points and secured gratifying results.

In spite of the recent depressing business conditions in the coal regions, where they have an exceedingly large demand for the "Counsellor" cigar, Allen R. Cressman's Sons are experiencing no difficulty in disposing of their well-known brand. They report a large increase and are now working hard to fill incoming orders. D. A. Gallagher, their Cleveland representative, was a recent visitor to the Philadelphia headquarters and was enthusiastic as to the outlook in Ohio and the Middle West for the "Counsellor."

Banner Month for "Havana Ribbons"

MAY sales of "Havana Ribbons" amply justified Bayuk Brothers' expectations for a banner month. Local sales have shown a material increase over any previous month's business while the increase on the outside territories has been phenomenal.

Distribution in the middle and far West and the Pacific Coast is rapidly increasing, the demand showing a permanent and healthy growth. Ehrman Brothers, distributors for 'Frisco and Klauber-Wangenheim, at Los Angeles and San Diego, are very enthusiastic over the repeating qualities of the "Havana Ribbon" and are forced to send numerous special orders in addition to regular weekly shipments.

L. L. & L. Move Uptown

LUCKETT, LUCHS & LIPSCOMB are now comfortably quartered in their new offices in the Bulletin Building, corner Juniper and Filbert streets, Philadelphia, having moved from their old location on North Third street during the past week.

In their new quarters they will have unsurpassed facilities for the handling of their out-of-town business and being located conveniently both to the Pennsylvania and Reading railroad stations, will be much appreciated by visiting buyers. They will carry a small stock of cigars in their offices but will ship most of their goods direct from their factory at Gilbertsville, Pa.

Speaking of business, Mr. Luckett, of the firm, states that their "Reynaldo" brand is coming fast to the front and is repeating most encouragingly wherever introduced. Mr. Luckett recently completed a successful trip through New England and New York. Mr. Luchs is reporting good business from the West.

General Gomez Co. Leases Another Site

The General Gomez Cigar Company, which has been manufacturing and retailing cigars at 1229 Chestnut street for over six weeks, have leased another location, the Northwest corner of Sixth and Chestnut streets, which will be operated on the same lines as the first store. They will sell only their own brands of cigars, the "Gen. Gomez" and "Wag" and are handling neither cigarettes nor smoking tobacco.

Michael Horn is the manager of this concern, and stated to a "Tobacco World" representative several days ago that other sites were under consideration in which new stores would be opened. The Sixth and Chestnut streets stand will be ready for business in about ten days.

To Perpetuate Sulzberger & Oppenheimer Co.

Application for a charter under the laws of Pennsylvania will be made, on June 3d, by Maurice Wertheim, John T. Dee and Walter J. Schloss for the incorporation of the Sulzberger-Oppenheimer Co., Inc., succeeding to the business of Sulzberger & Oppenheimer Co., Ltd. It will be remembered that upon the death of Mr. Oppenheimer, recently, the business was sold to the United Cigar Manufacturers Company, who now, through their representatives, incorporate the new company to take the business and perpetuate in a general way the old firm name and its brands.

"Bold" a Pronounced Success in Colorado

Loritz Brothers, prominent Denver, Col., wholesalers of cigars and tobacco, are securing excellent results on the "Bold" cigar, made by Bobrow Brothers. They have handled this popular nickel cigar in Denver and surrounding territory since March of this year and are more than pleased with the results. Their sales have run over 50,000 in this short time and are rapidly increasing in volume.

The S. & S. Cigar Company, a recently formed firm, located at 116 South 6th street, is handling a fine line of Philadelphia-made goods. Among them are the "Bold," Bobrow Bros.; "Cinco" and "Henrietta," Otto Eisenlohr & Bros., and "44" cigars, 44 Cigar Company. This firm is composed of D. Saffer, a practical cigar man, and S. Silverman, who, until a short time ago, managed the "United" store at Ninth and Market streets.

Mr. Samuel Bayuk has returned from the inscriptions and has secured a purchase of the finest quality Sumatra, light colors predominating.

all that's new with JOBBERS and DISTRIBUTORS

Speed S. Goodloe to Open Wholesale House

IT is announced that Speed S. Goodloe, who recently retired from the firm of Dusel, Goodloe & Co., is about to re-enter the trade in Philadelphia as a wholesale jobber and distributor of independent cigars. It is his intention to put on the market a number of private brands and also handle a big line of standard goods. The details of the enterprise have not yet been announced, but it is understood that Mr. Goodloe's headquarters will be in the central part of the city.

Glaser Bros. Take on "Kings Court"

Glaser Bros., an old San Francisco jobbing firm, are giving more attention to the wholesale business than for some time past. They have just taken up a new clear Havana cigar, the "King's Court," made by the Hernsheim Company, New Orleans. The agency was placed by D. Froelichestein, who is establishing connections for the Hernsheim Company throughout the Coast. Glaser Bros. are going actively after the trade with this line, as well as the "John Drew," 5c. cigar, another recent acquisition of theirs.

Grandazo Segar Co. New Detroit Distributor

Rumor has it that a new cigar jobbing enterprise, to be known as The Grandazo Segar Co., is in process of formation in Detroit, Mich. The purpose of the new organization will be to distribute medium and high-grade cigars throughout Detroit and neighboring territory. Further details will be available later. One of the moving spirits is Archie Hiscott, former representative of M. Melachrino & Co. Mr. Hiscott will be sales manager of the new organization.

Boosting Hernsheim Goods in West

Dave Froelichstein, representative of the Hernsheim factory, of New Orleans, left San Francisco recently for Salt Lake City, Denver, Fort Worth and New Orleans, after placing his products in many places on the Coast. During his three months' stay in 'Frisco Mr. Froelichstein sold 500,000 "Kings Court" Havanas and 500,000 Hernsheim Porto Rican cigars. He will return to San Francisco with his wife and family and intends to make it his future home.

Arnold Pollak Distributes Manila Line

Arnold Pollak, the San Francisco wholesaler, returned last week from a very successful trip through the Northwest in the interest of the Manila product of Germann & Co., for whose goods he has secured the Pacific Coast distribution. Horace P. Kelly & Co. will cover the Eastern territory while Mr. Pollak takes west of the Rocky Mountains for these goods. Since the Manila cigar appears to be coming into its own, the Germann brands should soon make their presence felt.

Wooley & Co. Take on Manila Cigar

The importing and distributing house of Wooley & Co., of Seattle, Wash., have taken on a new brand, the "Flor de Moringa," made by the Flor de Intal factory, of Manila. The Seattle firm has placed an order for 100,000 of the new brand. They report excellent results on other Manila cigars, particularly the "Los Angeles" and "La Insular."

W. A. Kennedy, New Jobbers

The latest organized wholesale firm in Chicago is W. A. Kennedy & Sons. The elder Mr. Kennedy was for a number of years with the Charles Barker Co., and is therefore well known to the trade.

Daniel A. Wolf, 407 Main street, Cincinnati, has just had a new sign made for "El Wadora" cigars, manufactured by Sig. C. Mayer & Co. It is done in red and gold and suspended just outside his main entrance.

The J. B. Moos Co., of Cincinnati, have just put out a new pennant for the "Permit" cigar, done in red cloth with gold border. It is decidedly attractive in appearance and will doubtless prove a good advertiser for the brand.

Mr. Burrwell, buyer for the Cotton Belt Candy and Cigar Company, Charlotte, N. C., was a recent visitor to the Philadelphia market. This concern are large wholesale distributers for a number of Philadelphia-made cigars, including Theobald & Oppenheimer's products and Sig. C. Mayer & Co.'s goods.

E. P. and William Jeffreys, of Newark, N. J., who only recently went into the wholesale business, left last week for a trip by automobile through the Atlantic Coast towns booming the "Optimo" cigars, A. Santaella y Ca. and "Five of Harts" cigars, T. H. Hart & Co.

Schwarz & Son, large distributors of Newark, N. J., have equipped several of their salesmen with automobiles. L. A. Schenkin and Hermann Ross, two of their auto men, as a result are turning in good orders on "Charters," E. M. Schwarz & Co.; "Lovera," José Lovera & Co., and Hernsheim cigars, Hernsheim Co.

G. Roitman has opened a wholesale and retail store at 21 Dock square, Boston, right in the heart of the market district. The store has changed hands lately, but Mr. Roitman feels confident that he is in the right locality and will make good.

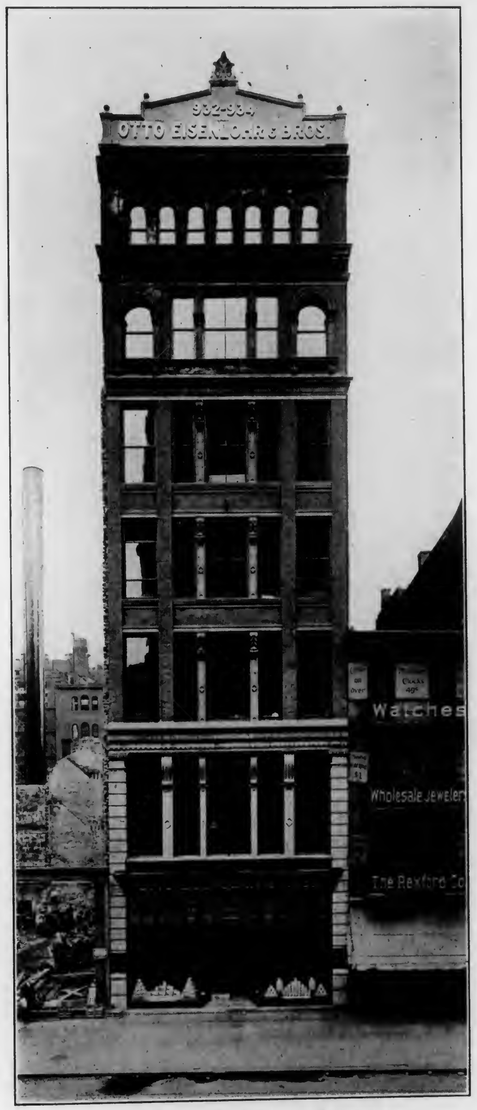
Julius Jacobs has gone into the cigar jobbing business at 222 Washington street, Newark, N. J. Mr. Jacobs is well-known to the trade in his district, which awaits with interest the announcement of the brands he will handle.

New Philadelphia Home of "Cinco" and "Henrietta"

THE illustration herewith is that of the new headquarters of Otto Eisenlohr & Bros., at 932-34 Market street, Philadelphia. The building is all that could be desired in the way of equipment, convenient arrangement of space and up-to-dateness in every detail and is in accord with the well-known policy of this firm to have only the best and latest.

The arrangement is to some extent similar to that in the former store at 940 Market street. The first floor is used as a salesroom and offices for the cashier and assistants. The second floor is finished in mahogany and fitted up in a fine manner in regard to offices, lockers, etc. This floor contains the executive office and private offices of the members of the firm, Otto, Louis H., and Charles J. Eisenlohr, with a large staff of assistants.

With this latest improvement in facilities for the production of their goods, Otto Eisenlohr & Bros. should be able to meet the constantly growing demand for their widely known brands. The "Cinco" is known among all classes of smokers from Coast to Coast and it requires fifteen factories to keep up with the orders. The latest addition to the "Cinco" factories is the Pennsburg plant, which was opened about three weeks ago. It is the intention to employ two hundred hands in that establishment alone.



New Eisenlohr Headquarters in Philadelphia

Jobbing Trade Items

The sales of "Havana Ribbon" cigars show a nice increase in Buffalo according to Blakeslee-Snyder Company, the distributors for Bayuk Bros. in that territory.

The "Frat" cigar, manufactured by Jeitles & Blumenthal, of Philadelphia, is creating quite a sensation in Chicago, where its distribution is in the hands of George C. Knight. The "Frat" is a fine piece of goods, handsomely gowned and takes hold everywhere.

"San Felice" cigars are rapidly coming to the front as one of the big five-cent cigars in New Orleans. The Southern Cigar Company, of that city, is the distributor. Nick King, of the Deisel-Wemmer Company, of Lima, O., which manufactures the "San Felice," was recently in New Orleans looking after the interests of the brand.

The Haas Tobacco Company of Buffalo, N. Y., job a long list of nickel cigars, including "Hoffman House," American Cigar Co.; "James G. Blaine," Federal Cigar Company, and "White Indian," their own brand. The new automobile of this concern is attracting much attention in Buffalo. Conspicuous signs advertising "Fatima" cigarettes and "Velvet" tobacco are displayed on the machine.

Edward Wolf Co., San Francisco jobbers, received, in the month of April, more than 500,000 Manila cigars. They recently were in receipt of a letter sent to the Insular factory by William Nolting, Collector of Internal Revenue, at Manila, in which the factory was notified of the transfer of two of the sizes from the third quality group to the second group, owing to the excellence of the tobacco and the workmanship of the goods.

British-American Co. to Increase Capital

An extra general meeting of British-American Tobacco stockholders has been called for May 28th, at London, to authorize increase in capital stock to £9,000,000 by creation of 2,400,000 additional preference shares of £1 each, ranking in all respects to Pari-Passu, with existing preference shares. This will mean an increase in authorized preference stock from £2,100,000 to £4,500,000.

Tampa Manufacturers Worried by Cuban Uprising

Employers to Meet Within Two Weeks to Renew Pledge Known as Equalization Agreement of 1910—Production up to May 25 is 90,000,000 Cigars

TAMPA, FLA., May 27.

CIGAR manufacturing circles have been much exercised the past few days by the news of a threatened uprising in Cuba. It is natural that the manufacturers should feel deeply concerned in this regard, because of the havoc which would be wrought with their business should there be any interruption in the wonted course of industry in Cuba. A revolt would call into requisition many of the workmen of the island and would result in the cessation of operations in the tobacco fields. Just at the time when the new crop is beginning to be handled and when there is a heavy demand for the leaf here, trouble of this sort would bring on most serious consequences to the factories. Latest advices do not bring any hope of an immediate adjustment and travelers passing through here from the island, while they differ as to the extent of the uprising, agree that it is fully as serious as has been represented by the press dispatches. The interference of the United States, it is believed by the manufacturers, will complicate rather than relieve the situation. Anything that will tend to stop operations in the tobacco fields will prove disastrous, for a time at least, to the cigar manufacturing industry.

Within the next two weeks a meeting of all cigar manufacturing firms doing business in Tampa will be held in this city, the purpose of which is to bring a renewed pledge on the part of all manufacturers to abide strictly by what is known as the equalization agreement of 1910. This agreement was reached near the end of the big strike of that year, and was effected through the intervention of the Board of Trade of Tampa and the Tampa Citizens' Association, the latter organization having been formed for the purpose of bringing about a settlement of the strike and, at the same time, protecting the property of the manufacturers and the peace of the city generally against agitators and disturbers connected with the strikers. The agreement was signed up at that time by practically all the manufacturers represented here. It provided for what was deemed a fair and just equalization of sizes and prices, equitable alike to workmen and employers, and met the favor of both. Of late, there have been complaints that some of the manufacturers have not been living up to the letter of their agreement and, as the organizations of business men above mentioned stood practically in the attitude of sponsors for the good faith of all the manufacturers in dealing with the workmen, these organizations were appealed to and determined to take hold of the matter. Accordingly, one meeting of the representatives of the organizations and the manufacturers has been held at which a tentative form of agreement and pledge has been drawn up and this is to be submitted to a meeting, at which it is desired that each manufacturing concern operating here be represented by one of its responsible members or officials. Each firm or company is to be put directly on its pledge to live up to the agreement, and it is hoped that there will be a full attendance. The business men realize that the only way peace can be preserved in the industry is by a strict compliance with the terms of agreements entered into by manufacturers and men, and they fear that the violation of these terms by a number of manufacturers will precipitate further trouble.

The form of renewed agreement provides for the appointment of two inspectors, one a person thoroughly conversant with the manufacture of clear Havana cigars but not interested in any manufacturing concern, the other a cigarmaker not affiliated with any union or labor organization. These inspectors are to visit every factory in the city at least once every thirty days, and see to it that the equalization agreement is being observed in each factory. Penalties are provided and other details will be incorporated before the agreement is finally adopted. Notice of this meeting, which will be held under the auspices of the Board of Trade and the Citizens' Association, will be sent out in a few days and, unless there is a full representation of the manufacturers, serious results may follow.

A committee of manufacturers, accompanied by the attorney of the association, appeared before the Committee on Ways and Means at Washington the past week, and argued for the bill introduced by Representative Sparkman, of this district, which exempts from payment of the internal revenue tax such cigars as are distributed by the manufacturers among the employes for their own consumption. This is the measure intended to settle the "free smoker" question which has been agitating the industry here for some time. The manufacturers who appeared before the committee state that they anticipate the bill will be favorably reported and that it will be passed before the close of the present session.

John H. Boltz, one of the leading manufacturers of the country, has been spending two weeks here looking into the affairs of the local factory. Mr. Boltz laughs at the idea that the presidential campaign is hurting general business conditions throughout the country. He says he notes no bad effects and finds that the campaign, as is usually the case, helps the cigar trade.

The final retirement of Edgar J. Stachelberg from active connection with the business of M. Stachelberg & Company, one of the oldest concerns in the business, was announced the past week. When the Esberg-Gunst interests withdrew from the firm, or rather, when Mr. Stachelberg severed connections with the Esberg-Gunst people, the Stachelberg concern was taken over by the American Cigar Company. Mr. Stachelberg continued as manager. Mr. Stachelberg has now sold all his interests to the company, including the well-known Stachelberg brands, "La Fama Universal," "Rafael" and others. Immediately following the change, A. L. Silvester, one of the head men of the American Cigar Company, came to Tampa and his arrival was followed by the dismissal of the entire office force of the Stachelberg concern, including one employe who had been with the Stachelberg house for more than thirty years. The Stachelberg business is now being moved into the factory building occupied by the M. Valle Company branch of the trust, and the M. Valle Company will move into the Stachelberg factory, which is one of the newest and largest in the city. Mr. Stachelberg states that he will engage in the leaf business at Havana.

Henry Esberg and Preston Herbert, who have just bought the Diligencia factory at Havana for the M. A. Gunst Company, have not yet announced whether they will transfer the business to Tampa. They left Saturday night for New York.

A. L. Cuesta has returned from an extensive trip over the country and his smiling countenance is welcomed by many friends, in and out of the trade. He found general business conditions satisfactory, but is much concerned about the threatened uprising in Cuba.

José Lovera, who has been taking the baths at Hot Springs, Ark., will return in a few days and will go at once to Cuba. He has been greatly benefited by the treatment and the rest.

Emilio Pons, of the Tampa-Cuba Company, is buying tobacco in Cuba, additional purchases having been made necessary by the recent increase in orders.

Harry B. Roberts, of the mail order house of J. W. Roberts & Son, has been attending the national conclave of Mystic Shriners at Los Angeles, Cal., as a representative of Morocco Temple, of this State.

Jerome Regensberg, who is spending two weeks here, reports an excellent outlook for business throughout the country.

The statement in a recent issue of the TOBACCO WORLD that José Esclante was dead caused some confusion and embarrassment to the family and friends of the well-known cigar manufacturer of that name. The deceased had not been engaged in cigar manufacturing for years, but was engaged in the drug business. Mr. Escalante, the cigar manufacturer, is in his usual good health.

J. R. Burns, covering Southern territory for F. Lozano Sons & Co., was a recent visitor here.

Y. R. Robson, who sells "Mi Rey" cigars in Florida, has been a visitor at the factory recently and reports business very satisfactory.

Perfecto Garcia has gone to Cuba for another inspection of crop conditions. This firm has moved its Chicago office to 208 North avenue, where it will have more room.

An interesting marriage last Monday was that of Miss Consuelo Eugenia Rey, daughter of Mr. and Mrs. Peregrino Rey, and Benjamin Campillo, which took place at the residence of the bride. The ceremony was performed by Rev. Father Osterhaus. Miss Caroline Fernandez was the ring-bearer and Misses Valentine Bustillo and Sylvia Morgan the flower girls. The wedding was attended by prominent manufacturers and their families. The bride's father is a member of the firm of Cuesta, Rey & Company, and Mr. Campillo is a nephew of those well-known manufacturers, José and Benjamin Cosio.

Announcement has been made of the marriage of Mrs. Casilda Diaz Haya and Mr. Baptiste Solar, which was solemnized May 15, at the Sacred Heart Catholic Church by Rev. Father Navin. The only attendants were M. Bustillo and Mrs. Fannie Haya, aunt of the bride.

For the present year, up to Saturday, there has been shipped from Tampa a total of 90,000,000 cigars.

The appraisement question remains in *statu quo*. After the making of a test case by Berriman Bros. the manufacturers have been waiting for a decision from the authorities as to whether or not the Board of Appraisers will send an appraiser to Tampa when called for to pass upon disputed importations. The Treasury Department has written local manufacturers that it will be necessary only to send sample "carrots" of the disputed tobacco to New York, but the manufacturers do not regard this as a satisfactory solution of the difficulty. They insist that an appraiser be sent to Tampa to settle such disputes.

E. R. Torez, manager of the Sanchez & Haya factory, has, since my last letter, returned to Tampa from an extensive trip, on which he covered the entire country from San Francisco to New York. Mr. Torez had the pleasure of meeting personally many of the jobbers and retailers who handle the famous Sanchez & Haya line and the acquaintanceship is sure to result in better business relations and increased demand for these goods.

Francis Bolano, on a recent trip to Cuba, contracted for 1000 bales of choice tobacco to be forwarded as soon as it is ready for use.

Among recent orders received is one for 250,000 cigars from San Francisco by Balbin Bros.

PERFECTO.

George L. Storm & Co. Open More Stores

Start a Retail Stand at Boston and Another at Buffalo

GEORGE L. STORM & CO., of New York, are arranging for another store in Boston and one in Buffalo. The Boston branch will be managed by A. H. Hall, former distributor in the "Hub City" for the Storm brands. This stand has just been incorporated for $100,000.

The Buffalo store will be located at 656 Main street and has been leased for a long term of years starting on June 1. This is a very good location and should prove to be an advantageous point for the Storm concern.

To Build Tobacco Warehouse

Burley Society Plans Another Structure at Frankfort, Ky.

FRANKFORT, KY., May 28.

Plans for a large loose-leaf tobacco warehouse, in Frankfort, to be owned and operated by the Burley Tobacco Society, were perfected at a meeting of the officers here, when it decided to build a steel and concrete structure, covering an acre and a half, at a cost of $50,000.

Work will begin at once and next season the society will conduct sales on a larger scale. The new warehouse will have a capacity of 200,000 pounds of tobacco as against 35,000 pounds now.

J. W. Greeves, Bankrupt, Missing

THE creditors of the J. W. Greeves Company, tobacco manufacturers of Rochester, N. Y., which failed almost a month ago, are searching for James W. Greeves, who has mysteriously disappeared. When the creditors held their meeting, over a week ago, and Mr. Greeves failed to appear, they became alarmed and reported the matter to the police, who are now looking for the missing man.

When the J. W. Greeves Company failed it had debts totaling almost $70,000, with assets of $30,000; $18,000 of the assets is claimed by two Rochester banks, who hold liens on tobacco. The stock will be appraised before long.

M. Valle y Ca., Move to New Factory

M. Valle y Ca., the Tampa branch of the Havana Commercial Company, of Havana, who manufacture in Tampa for the United States market exclusively the "La Flor de Cuba," "La Flor de A. Murias," "La Trinidad" and other well-known brands, moved last week into the Seidenberg Building, which is considered one of the largest and best equipped factories in Tampa. This has been the second time within two years that this concern has been compelled to secure larger quarters.

Tobacco Manufacturer Arrested

Because he is alleged to have failed to keep account of tobacco purchases made by him Joseph J. Lewis, a cigar manufacturer near Madison, Wis., was arrested and arraigned before Court Commissioner Francis Bloodgood at Milwaukee. The case was transferred to the District Court at Madison, Wis.

John F. Jones, who is regarded as one of Wilmington's (Del.) leading retailers, has just leased a new store at Sixth and Market streets, that city, and after extensive alterations, which will make the stand the most attractive in that city, he expects to move into it. This will be Mr. Jones' second store in Wilmington.

Factory Notes

The Budig Cigar Company, of Plattsworth, Neb., will shortly move to Havelock, that State.

Joseph Gainley, of North Adams, Mass., is moving his factory from the Richmond block to the Tucker Building, on Dean street.

Paul Chamison, who recently arrived in Lewiston, Mont., from Deadwood, S. D., has opened a cigar factory in the former place.

Charles Lohr, of Monroe, Wis., is preparing to establish a cigar factory in Freeport, Ill. He expects to start with twenty hands.

W. M. Dumas, of Des Moines, Iowa, has opened a new cigar factory at Hastings, Neb., and is busily engaged in getting ready to market his goods.

Knute Anderson, who conducted a cigar factory at Wausaukee, Mich., has now located in Iron Mountain, that State, where he will manufacture a first-class line of goods.

"Col—City of Lights" is the name of a new nickel cigar introduced to the trade by Phil. Schickler, a veteran in the cigar industry of Aurora, Ill. His factory is at 89 Fox street.

Burglars broke into the cigar factory of Simon Reynold at 1300 North avenue, Bridgeport, Conn., last week and stole 1750 cigars. The robbers have not been apprehended as yet.

Jacob Aronson, of Newport, R. I., has opened a factory in that city, where he will retail and manufacture cigars. He is making two brands, the "Master of Arts" and the "Stone Bridge."

John N. Selle has established a cigar factory in Winamac, Ind., located in the Yarnell Building. Mr. Selle manufactures the "Sellerina" and "El Sello" and pushes them as his leaders, although he has several other brands.

McKenzie Bros., who operate a large cigar factory in Urbana, Ill., are to open a new plant at Alma, that State, in a short time. The firm is composed of J. W. and L. M. McKenzie, who have spent the greater part of their time in the cigar business.

Fred and Robert Northey, who recently opened a cigar factory in Negaunee, Mich., under the firm name of Northey Bros., now have their goods on the market. They manufacture the "Mayflower" and "Upper Peninsula Trail," ten and five cent goods.

Samuel A. Sopher, of 713 Pennsylvania avenue, Baltimore, who recently took over the stand of Wm. C. Hoffman at 2 North Howard street, is now waging a campaign on his own make of cigars. Mr. Sopher manufactures among his other brands the "Honest Tom" five-cent cigar, which is well-known all over Baltimore. His goods are manufactured at the Pennsylvania avenue address.

Baltimore Leaf Association Elects Officers

At a recent meeting of the Baltimore Leaf Tobacco Association's Board of Directors the following officers were elected: President, William Meissel; vice-president, Charles E. Moore; secretary, G. Louis Hester; treasurer, John Stokes. The directors are: Charles E. Moore, James Sunderland, George H. Buchheister, John Gourley, John Stokes, G. Louis Hester, Joseph C. Turner, Frank Dudley and William Meissel.

Tobacco Sales in Amsterdam

From a report published by an Amsterdam broker comparing the first five tobacco auctions of 1911 and 1912, crops 1910 and 1911, it appears that the prices of the Dutch East India tobacco were much higher for the Sumatra product this year than in 1911, and for the Borneo product they were lower. This is owing to the better quality of the Sumatra tobacco, together with a greater demand, while the Borneo tobacco was of inferior quality, bad color, and bad assortment.

At the five auctions for 1912 held up to May 3 in this city, 82,433 bales of Sumatra tobacco were sold at an average price of $0.92 per pound, against 73,476 packages at an average of $0.79 in 1911. Of the Borneo product, 1,369 packages were sold at an average of $0.65 a pound, against 3,407 packages at an average of $0.82 in 1911.—From Consul Frank W. Mahin.

Made in Detroit

Detroit Trade Improves with Better Weather

John J. Bagley & Co., Make Hit with "Old Colony Mixture"—New Cigar Factory of Henry Petit

IT was probably fortunate that during the past fortnight the Taft-Roosevelt fight, Ty Cobb's onslaught in New York, the Tigers-Ban Johnson incident and other exciting events were sufficient in number and public interest to divert the thoughts of jobbers and retailers from unfavorable weather and diminished sales. Miss Spring has been most dilatory in assuming her proper garb and showing herself in friendly mood. One wet, cold, cloudy day followed on the heels of another with such regularity and persistence as to become almost discouraging. But since Friday all is changed. The sun is shining bright, the sky is clear, the weather perfect—as though handmade—and everyone is happy. Business is good.

I am told that John J. Bagley & Co. are making a pronounced hit with their recent brand, "Old Colony Mixture." Beside its success in remoter fields, it is fairly well placed among local dealers and is well regarded by those whom I have questioned as to its merits. It is designed for both pipe and cigarette and is mild and pleasant in taste. Here's something for our local dealers to forward. Boost home product, especially when its merit deserves recognition.

Who sells the "Girard" cigar here? Twice I have been asked that question within the past ten days by parties who read the advertisement of Antonio Roig & Langsdorf in THE TOBACCO WORLD. The reputation borne by this firm would almost seem warrant enough of the excellence of its product. If any local jobber has the brand I am not aware of it. Good jobbing connections for new brands are not the easiest things in the world to secure, but doubtless the "Girard" will be seen in this market ere long if it has not already been introduced. If the cigar ranks with the merit of its advertising "copy" it will prove sufficiently good to win and hold hosts of friends.

Articles of incorporation were filed May 13th by the Ritter Cigar Box Company, 606 Chene street, Detroit, with capital stock of $15,000; all paid; $10 per share. The stockholders are Henry G. Ritter, 718 shares; Harry W. Buckley, 718 shares; Wm. F. Ahrens, 64 shares.

Another association that is of some trade interest is the incorporation, May 15th, of The Detroit Matchless Stove Lighting Company, with a capital stock of $10,000, of which Nate and Sol Van Vliet, of the wholesale leaf tobacco house Van Vliet Bros., are half owners. The company will manufacture electric devices for igniting gas stoves and all manner of vapor burners. Offices of the company are at No. 150 St. Antoine street. Louis V. Raulet is president; Nate Van Vliet, secretary and treasurer.

As illustrating the exasperating freight conditions confronting Detroit merchants for so long, Mr. Van Vliet cites a carload of tobacco delivered by the Pennsylvania R. R. to the Michigan Central R. R., which arrived here April 13th, almost six weeks ago. The company has been unable to make delivery or get the goods to warehouse, as the car is hopelessly involved among miles of other freight cars lying idle on sidings for lack of equipment or facilities to move them.

The Central Cigar Company, corner of Broadway and Gratiot, have had a very nice business thus far. Their corner is a much-used street railway transfer point. It is reported there will be two additional cigar stands in their immediate neighborhood in the near future. This is not to be wondered at, for the opening of the Broadway Market this summer, the building of a new theatre and other changes on that square are sure to draw heavily increased traffic and more competition.

The Hemmeter Cigar Company expect to be in full operation in the handsome new building just off Broadway by June 1st or before.

The rapid transition of the Petty-Hill section of Woodward avenue, from its atmosphere of complacent respectability to one of bustling activity and business enterprise, is almost disconcerting to older residents. The Home Savings Bank, Detroit Savings Bank and Dime Savings Bank have secured quarters only recently for branches in the district lying between High street and Canfield avenue on Woodward avenue. To make room for the Dime Savings Bank, Sam Whited, dealer at corner of Woodward and Willis avenues, is required to move. For a time he will share a part of the store of the Phillips Grocery Company, just north of the present location.

Gram & Co., 812 Woodward avenue, start off nicely in their new store. Two pool and one billiard tables help to keep things moving and draw a nice class of neighboring patronage.

C. H. Brockway, 743 Woodward avenue, has just added several pool and billiard tables to his well-equipped store and there is little danger of his getting lonesome.

Frank Smith, manager of Hotel Pontchartrain cigar department, occupies odd moments devising new and novel packings for the "Count Pontchartrain." His latest is the "Triangulares" in 40'ths, thirteen top row, which makes an effective appearance.

George W. Becker, the general cigarist of Marine City, was seen in town this week. As there was no game on at Navin Field it is presumed he was here on business.

A busy spot of a Saturday night, or any evening for that matter, is the Fairview store of the Meloche Drug Co. Mr. Meloche has an excellent cigar trade, numbering among best sellers: "Romeo y Julieta," "Carolina," "Pastora," "Detroit Opera," "Cinco" and "R. B."

A new cigar factory is that of Henry Petit, 1547 Mack avenue. Mr. Petit commenced operations May 10th.

Harry Farbstein returned Wednesday, 22d, inst., to his desk at the San Telmo, after an absence of some six weeks spent for the most part in Amsterdam. While his trip was primarily for pleasure, and to visit home folks, yet he was an interested visitor at the Sumatra markets and kept his firm advised regarding various markets that came under his inspection. At the New York pier, on the return trip, he got that rare smile through without payment of duty, declaring it to be "Detroit-Made." It originated a couple of years ago with the advent of the "Pastoria" and has been growing in warmth and lustre ever since.

Business in the cigar department of Harnett, Hewlett & Co., Toledo, O., is evidently good. George St. Clair, manager of the department, was over here this week and was seen regarding a Chalmers 40 with much earnestness.

A good sized Sumatra deal involving some two hundred or so bales was put through this week, one of our big factories taking the goods. Doubtless Mr. Sam Bijur, of E. Rosenwald & Bros., ate his dinner with keen relish the same day. Mr. Bijur is again here today and has other deals pending.

Another visitor this week was Alfred R. Schmid, of L. Schmid & Co.

Also Jesse Falk (from Chicago) with his green tie and Nestor Schloss.

Fred Singer, of Rossni & Co.; Julius Lichtenstein, of the American Sumatra Tobacco Co.; Henry Fisher, of A. Cohn & Co.; William Van Baalen, of Ernest Ellinger & Co., and A. Hirsch, of Dayton, representing Joseph Hirsch & Son, N. Y., are other leaf salesmen who were recently with us.

Among cigar salesmen were the following: C. D. Cameron, Waldorf-Astoria Segar Co.; Jacques Planco, Ruy, Suarez & Co.; Lee Cahn, E. Regensburg & Son; Lee Schoeneman, Celestino, Vega & Co.; J. M. Gans, Gans Bros.; Harry Mills, Arguelles, Lopez & Co.; William Best, of Best & Russell Co., Chicago, and Frank Francisco, United Cigar Manufacturers Co.; Harry Altes and M. Goldberg, of Simon Batt & Co.; Frank Horning, H. Anton Bock & Co.; G. C. Ernst, Graham-Ernst Co.; Mr. Schaefer, Jr., of Joseph J. Schaefer, Dayton.

Also the representative of The Manchester Cigar Manufacturing Co., Baltimore, and of William Glaccum & Sons, N. Y.

S. F. HEAVENRICH.

Display of "La Saramita" cigars of Shields-Wertheim Co., in store of E. V. Schnoor, Wichita, Kansas

Convention Visitors in San Francisco Benefit Trade

SAN FRANCISCO, May 20.

THE local business has fluctuated greatly this month, but aside from a little spurt last week has been rather below expectations. The Los Angeles retailers, on the other hand, have had a lively time, due particularly to the convention of Shriners in that city. One or two State trade conventions were held there about the same time, and for a week or more the city was thronged with merry-making visitors, most of whom spent money freely and smoked good cigars.

The wholesalers here are giving more attention to the outside than to the local trade. The fruit season is now starting in many places, and dealers there note a materially increased demand, running largely to cigarettes and staple lines of smoking and chewing tobacco. A demand for more expensive classes of goods is coming from outside hotels and summer resorts, which are already well patronized, and distributive business is in good shape.

Interest in Manila goods has been revived on account of the upward tendency of prices. Manufacturing costs in the islands have increased greatly of late, and local handlers state that nearly all Manila lines will soon be much higher than in the past. They show no fear of a resulting curtailment of demand, however, and are constantly reaching out for the exploitation of more territory for their products.

A matter which may be interesting to the tobacco trade is the destruction, a few days ago, of narcotic drugs and opium outfits of enormous value. This was done at the order of the State Board of Pharmacy, the goods being burned in a huge bonfire in a street of Chinatown. The fire, which blazed an hour and a half, was so great that the fire department was called to keep it in control. The pile was composed largely of opium, with more or less cocaine, morphine, etc., and was surmounted by hundreds of opium pipes and other paraphernalia, being the material confiscated in about 1500 arrests. Many of the pipes destroyed were valued at $500 each.

M. A. Gunst & Co. have had the retail department of their main headquarters at California and Front streets torn up for the last week, and the place is being completely remodeled. The principal feature of the store will be a huge humidor for their fine lines of imported cigars. M. A. Gunst & Co. have for some time had a good-sized humidor, one end of which was enclosed by the front window, giving a view of the interior. The new space, however, will be 15 by 21 feet, and will be paneled throughout with Spanish cedar, the display feature being maintained. The humidor will be the finest in the city, and will be a great attraction to the people who buy fine cigars by the box.

H. J. Hamlin, formerly in the retail business, is now with the Hoffman-Moore Company, working on a special campaign in the local trade. Chas. S. Morris, manufacturer of "La Integridad," the Hoffman-Moore Company's leading line, spent last week in San Francisco, having visited the North Coast on the way from the factory, and returned by way of Los Angeles.

Boltz, Clymer & Co. are experiencing an unusually heavy movement of their "El Palencia" clear Havana line. This cigar received quite a boost on the occasion of the recent visit of Secretary of State Knox, the "El Palencia" being the cigar used at the banquet tendered him by the California Development Board. J. D. Waterman, Coast traveler for Boltz, Clymer & Co., is making a visit to the trade at Salt Lake City, an will tour the Northwest before returning.

H. R. Kelly, a prominent Eastern cigar man, was in San Francisco a few days ago, renewing old acquaintance with his former agents, Arnold Pollack and Michalitschke Bros. & Co. Mr. Kelly is now giving his attention to some high-class Manila brands, the leading line bearing his own name. It is understood that Mr. Kelly has made arrangements for the handling of his goods here, and he is now calling on dealers in the North Coast cities.

Ehrman Bros. & Co. received some big shipments of Manila goods early this month, but practically everything was needed to fill advance orders, and they are still short of goods.

E. Regensburg & Sons' "American" brand, handled here by Chas. Mattheas & Co., is receiving some strong display advertising at present, the local agents having employed the Black-Crane Company, window artists, to put displays in a number of retail windows.

Morris Lesser, representing the Juan Portuondo cigar, is calling on the Coast trade this week.

M. Aschein, a local retailer who failed about a month ago, made an attempt at suicide May 6, but is expected to recover.

The store of Rinaldo Bros. & Co., which has been for some time on Market street near Front, has been moved to Davis street, just off Market.

W. I. Pixley, the prominent smoking tobacco representative, has spent considerable time in the North of late, and has become convinced that that territory deserves continuous attention. He has accordingly established headquarters at Seattle, Wash., and will remain in that part of the Coast for several months, leaving his local business in competent hands.

Arnold Pollack, the well-known cigar broker, is in Portland, Ore., this week.

H. and S. C. Bercovich have bought the lease of I. Mendelson, a retailer of Washington street, Oakland, who failed recently. The stock, etc., was sold to other parties.

The Japanese steamer "Canada Maru," leaving Tacoma, Wash., May 14, is said to have taken enough cigarettes to supply every inhabitant of the City of Shanghai, the destination, with 38 smokes.

H. L. Judell, of this city, Imperial Ruler of the Bagmen of Bagdad, spent the early part of the month at Los Angeles for the Shriners' convention, returning a few days ago.

Clarence E. Saunders Quits Road

One of the Most Successful Cigar Salesmen in the Northwest Retires after Twenty-six Years of Successful Work; Longs for Home Life

CLARENCE E. SAUNDERS, alias "Razzle-Dazzle," the oldest and one of the best known traveling men in the Middle West, has finished his last trip through the Great Desert and says he will quit the road for a greater share of home life than a traveling man usually gets. He has had twenty-six years of pioneering through the Northwest, working for a number of different concerns.

"Razzle-Dazzle" has been a "knight of the grip" since 1886. In 1889 he made his first trip to Buffalo, Sheridan and Northern Wyoming. And every year since, twice a year until the railroad came, bringing with it increased population and trade, and later four times annually, he has made his rounds.

Mr. Saunders was, until 1886, a newspaper man, being a reporter on the St. Joseph "Gazette." There was a shake-up on the staff at that time, not to "Razzle-Dazzle's liking, and he turned his attention to other lines.

The grocery house of Steele & Walker said he might try out as a cigar salesman. It was new work to Saunders, but he had the energy and determination to win. And he did win.

His territory was the broadest and most unpromising visited by St. Joseph "drummers" being through Northwestern Nebraska and Wyoming, which was a wild country in those days, most of it without railroads. But Saunders "made good." After eight years with Steele & Walker he served two years as manager of the C. D. Smith Drug Company's cigar department. Later he sold for Reid, Murdoch & Co., of Chicago, remaining seven years with that firm. Finally eight years ago he went with Niles & Moser, of Kansas City. While with that enterprising concern, he made a selling record on "La Saramita" cigars, manufactured by the Shields-Werthheim Company, of Cleveland, which still remains unbroken. Now, after twenty-six years of hard, successful and remunerative work, he announces his retirement from the road.

Mr. Saunders was a general favorite in his territory, A choice stock of rare stories on many occasions has aided him to corner the friendship market. The smile that never wears off has been another valuable asset. "Razzle-Dazzle" was his nickname among the trade and his many acquaintances. And when he made his farewell tour recently, it was the occasion for gatherings and banquets all along the line, at which time they all extended their best wishes for his continued health, happiness and success.

F. X. La Fond Dies in Detroit

F. X. LaFond, father of M. A. and Charles LaFond, of Detroit, and of Mrs. Charles Rousseau, died suddenly, in that city, several days ago. Mr. LaFond, Sr., though well advanced in years, was active and about and was busily employed until recently showing no symptoms of illness. Interment was held Tuesday 28th, inst.

Change in Flint, Mich., Concern

Announcement was made a few days ago of a change in the firm of Classen & Street, one of the oldest and best established cigar manufacturing firms of Flint, Mich. Mr. Classen retires and Frank R. Street continues the business.

Retail Briefs

The Men That Blaze the Trail

William Conlon and James Mathews have opened a retail cigar store at 19 Main street, North Adams, Mass.

Fire recently destroyed the stock of tobacco in the Marsh tobacco store in Pittsfield, Mass., to the extent of $200.

Louis Johns and Robert Bibby will shortly open a cigar store near Yesler Way and Occidental avenue, Seattle.

H. A. Green, formerly of Monterey, Cal., has just opened a new cigar stand, in San Francisco, at 1233 9th avenue.

Hanger & Ellefson, of Hardwick, Minn., recently disposed of their stock of drugs and cigars to H. T. Halverson, who took possession May 9.

The Edwin Cigar Company, of New York, have leased the stand at Fifty-ninth street and Lexington avenue, and will open a new store there in the near future.

The J. H. Marcuse Company, which has conducted a cigar and tobacco store in Marysville, Cal., for a number of years, was granted a decree of dissolution recently.

The W. E. Jenkins Cigar Co., of Kansas City, has opened another new store, taking the location at 802 Delaware street, which was formerly occupied by the "United."

Hables & Wilson, the enterprising tobacco dealers of Hollister, Cal., have leased quarters in the Opal Theatre Building, that city, and will shortly open a new cigar stand.

Fred Harvey and H. G. Greenblat have opened a retail cigar store at 603 Fourth street, Sioux City, Iowa. Mr. Harvey has been with a Sioux City wholesale house for eight years.

M. Robonivitch, a cigar manufacturer located at 408 East Front street, Traverse, Mich., has opened a new cigar and confectionery store in the building used by him for his cigar factory.

Lud O'Leen and A. C. Johnson, two well-known men of Peoria, Ill., have fully equipped a cigar store at 312 Fulton street, that city, where they have installed everything needed for the discriminating smoker.

J. D. Sterrett has purchased the cigar store at 108 South Main street of Jacob Post, an old-time cigar merchant of Helena, Mont. Mr. Post has been in business in Helena for thirty-one years, and retires on account of ill health.

Patrick Cassady, formerly connected with O. H. Dailey, of Kokoma, Ind., wholesale and retail tobacco and cigar dealer, has opened a wholesale and retail tobacco store and news stand at 1832 South Calhoun street, Fort Wayne, Ind.

A new cigar stand has been opened at Richmond, Cal., by the Land Drug Co., of that place, at the corner of 6th street and MacDonald avenue. Another new stand at Richmond is one owned by M. E. Dilley at 3rd street and MacDonald avenue.

George E. Cox, who had a retail cigar store on Main street, Hartford, Conn., for over ten years, has sold it to F. E. Roberts, of Springfield, Mass., who has four cigar stores in that city and one in Worcester. Mr. Cox had a wide acquaintance among Hartford smokers and baseball fans, who made his store their headquarters for many discussions.

Cigars and cigarettes are part of a restaurant business, according to a decision recently handed down by Judge Foran of Cleveland, O. He refused an injunction asked by Pyle & Allen, cigar dealers in the Hipprodrome Building, to prevent Stone & Stern, proprietors of the Hipprodrome Inn, from selling cigars. Pyle & Allen claim exclusive sales right in the building.

On account of the wrecking of its location at 210 Sixth avenue, Des Moines, Iowa, to make room for the Polk-Hippee Building, the Rex Cigar Store is going temporarily out of business. Upon the completion of the new building the Rex store will occupy a new stand in it. New fixtures and stock will make it one of the finest stores in Iowa. They have occupied their former stand for eighteen years.

Launch "Sintoma," New High Grade Brand

Noteworthy Addition to Ten Cent Line of the Juan Portuonda Cigar Manufacturing Co.

A CIGAR which is bound to make a hit with discriminating smokers has just been introduced by the Juan Portuondo Company, of Philadelphia.

The title is Spanish, "Sintoma," meaning in English, "a token," and was decided upon as a fitting tribute to the memory of the firm's founder, Mr. Juan Portuondo The "Sintoma" is also being put out as a tender of thanks and appreciation by the company to their many patrons of forty years standing.

"Sintoma" Cigar, showing attractive box and packing

The label bears an artistic reproduction of Mr. Portundo's portrait in rich, true-to-life coloring, with a facsimile autographic signature beneath. The title and decorations are in embossed gilt. The boxes are trimmed with a unique green and gold edging and the bands are specially designed in heavy gold and red. The illustration shown will give a partial idea of the attractive way in which it is being put up.

The special "Sintoma" shape is a five and one-half inch panatela and will easily take a prominent place with the aristocrats of their fifteen- and ten-cent grades ,"Preferidos," "Perfectos" and "Reina Victorias," in all of which sizes the new brand will be furnished.

The "Sintoma" is a strictly hand-made piece of goods, Sumatra wrapped. It has the popular, mild Portuondo-standard blend Havana filler, with the best smoking qualities in burn, taste and aroma to insure immediate and lasting success.

The Portuondo Company are supplying neat, attractive window displays and signs to the trade which will materially assist in booming this new high-grade product.

The Saratoga Cigar Stores Company was incorporated for $10,000 recently in Peoria, Ill. They will carry on a wholesale and retail cigar and tobacco business. The incorporators are A. B. McGill, Jean White McGill and B. Frank Brown.

Albert Warren has disposed of his retail stand at Drumm and Clay streets, San Francisco, to M. H. Schmidt, of that city, and has joined the sales force of the Tobacco Company of California.

OBITVARY

Daniel Heavey, 60 years old, a tobacco planter of Suffield, Conn., died there a short time ago of pneumonia. He is survived by a widow and six children.

John Scheurer, a well-known Key West business man, and at one time president of the Joseph V. Velasco Cigar Co., of that city, died there last week after a short illness.

Henry C. Aulenbach, a cigarmaker, died recently at his home, 187 South Third street, Brooklyn, N. Y. He was 50 years of age and is survived by two brothers and four sisters.

Joseph B. Kemper, junior member of the firm of M. Kemper & Sons, leaf tobacco dealers of Baltimore, Md., died in that city recently. He was 45 years of age and lived at 1622 Eutaw place.

John L. Liesenberg, a widely known cigar manufacturer of Mason City, Ia., died on May 17th, after a short illness due to exposure while on a fishing trip. He was 61 years of age.

Richard Outterson, a cigar retailer in the German-American Building, Manhattan, N. Y., died at his home in Brooklyn recently. He was 69 years of age and leaves a widow and several nephews.

Henry Wheeler, Sr., of Wheeling, W. Va., passed away, at his home in that city, recently. He came to this country while still a boy and learned the stogie business. He has been in business for himself since 1851.

Henry Cornet, 84 years old, a retired retail and wholesale tobacco merchant, of St. Louis, died in that city recently. He was the founder of the firm of Cornet & Co. He is survived by five children, three daughters and two sons.

John Marsh, of the stogie manufacturing firm, of Wheeling, W. Va., died at the home of his brother-in-law, North Wabash street, Wheeling, last week. Mr. Marsh was a son of the late M. M. Marsh, founder of the Marsh stogie factory. He was a veteran of the Civil War and is survived by a brother and two sisters.

Strike at Bondy & Lederer Factory

To the tune of "Everybody's Doing It," five hundred girls employed at the cigar factory of Bondy & Lederer, at Nanticoke, near Wilkes-Barre, Pa., went on strike last Saturday. Their strike may cost the town the largest factory it now has, for the employers have declared that unless the girls are back at work within a week they will pack up the machinery and move the plant to Northampton, Pa.

The girls have asked for an increase in wages and for shorter working hours. When they presented their demands their employers flatly refused to make any agreement.

Hearing on Free Smoker Bill

Florida Manufacturers Give Argument in Favor of Measure—Underwood Promises Immediate Consideration

A HEARING on the Sparkman or "Free Smokers" bill was given by the Ways and Means Committee, at Washington, on May 22d, in which a number of New York and Florida cigar manufacturers took part.

This bill provides, among other things, that a manufacturer of cigars shall be permitted to use for experimental purposes in conducting his business and for the personal use of himself and his employes, but not for sale or profit, a number of cigars each year not exceeding 5 per cent. of the total number produced in his factory without being required to pack the same in boxes or to stamp or pay any internal revenue tax thereon.

Also, that every manufacturer of cigarettes shall put up all the cigarettes he manufacturers and has manufactured for him, and sells or removes for consumption or use, in packages or parcels containing ten, twelve, fifty or one hundred cigarettes each, and shall securely affix to each of such packages or parcels a suitable stamp denoting the tax thereon and shall properly cancel the same prior to such sale or removal for consumption or use, under such regulations as the commissioner of internal revenue shall prescribe, and all cigarettes imported from a foreign country shall be packed, stamped and the stamps cancelled in like manner, in addition to the import stamp indicating inspection at the custom house before they are withdrawn.

Among those present were: A. Santaela, Jose Diaz, Mortimer Regensberg, Samuel I. Davis, M. W. Berriman and Kenneth McKay, all of Tampa, and T. G. Thompson, J. D. Connors and Asa Lemlein of Key West.

Chairman Underwood gave the manufacturers a careful hearing, and promised to take the bill under immediate consideration. Mr. Sparkman, the sponser for the bill, is home on account of illness in his family.

Bannigan Cigar Store New Hartford Concern

LAST week there was opened, in Hartford, Conn., one of the most up-to-date retail stores in the State. That was the Bannigan store operated by T. J. Bannigan, executive sales manager of George L. Storm & Co., of New York, who was only recently promoted to that position from New England representative. The store is located at 436 Asylum street, opposite Bushnell Park.

The interior of the store is carried out in Crafts effect. One of the features is a large glass humidor, which occupies the west side of the main room. It has a capacity of 50,000 cigars. On the opening day each person making a 25-cent purchase was presented with an ash tray; to the amount of 50 cents, an imported tray; on a $1 purchase, a leather cigar case; to the amount of $2.50 a briar and amber pipe; on purchase of $5 a meerschaum pipe and to the amount of $10 a cigar chest.

The Bannigan Company is catering to all classes of trade. W. W. Foster, formerly of the Allyn House, of Hartford, has been employed as manager.

M. A. Gunst & Co. have purchased the "Diligencia" factory of Pedro Moreda, in Havana, Cuba. The Moreda brands are world-famous and include in addition to the "Diligencia," the "Imparcial," "Flor de Moreda" and "Cornelia" brands. Mr. Gunst recently stated that the factory may be moved to Tampa where M. A. Gunst & Co. are now operating a plant, one of the oldest and most substantial in the city.

Chicago—The Great Central Market

Bad Weather, Freight Strikes and Slow Collections Affect Trade Unfavorably—J. & B. Moos Introduce New Cigar—New Downtown Hotel

From the Western Office of "The Tobacco World"
H. E. Rodenbaugh, Mgr.
118 North LaSalle Street.

BETWEEN bad weather, freight strikes and the slowest collections known in years, Chicago business has been in bad shape the past ten days. Everybody is complaining. Weather was such that the retailer had nothing much to do but keep the cobwebs brushed down from the front door—freight conditions tied shipments up so it was next to impossible to secure any merchandise within ten days of its arrival.

Outgoing consignments were equally as slow, and then to add the last straw, the jobber and manufacturer found that there was only a "trace" of money in the hands of the trade and collections received a severe jolt that brought them down for the "count of nine."

Yet, despite all these depressions and discouragements, Chicago cigar and tobacco men are inclined to look at prospects from the sunlight side, and there is every hope that better weather will soon cause the gloom of May to disappear in the brightness of June prosperity.

Clarence Hirschhorn Off for Europe.

Clarence Hirschhorn, of 174 North Michigan avenue, leaves for Europe, sailing tomorrow, June 1st, from New York City. His uncle, "Tom Moore," and son, "Little Tom," who helped plan this trip, will be looked after by Mr. Carl Sanders during his trip abroad. Mrs. Hirschhorn accompanies him. They will go direct to Berlin and visit gay Paree and all points of interest before returning.

Fred Streiblin, formerly with The United Cigar Manufacturers, and recently with Guedalia Company, of New York, succeeded "Billy" Maas who resigned from Clarence Hirschhorn & Company to buy out Charlie Barker's—covering Bill's old South Side territory. Fred has a good start, as he inherited about $80,000 of business annually, having done missionary work on the "El Salero" for Best & Russell Company. He has quite an acquaintance in his new field.

Chas. E. Way, who has a cigar store at 1460 East Fifty-seventh street, where he caters to the students of the Chicago University, is secretary and treasurer of the Motor Sales Company, agents for the Flying Merkel Motor Cycle. Way makes his own brands of leaders, and pushes the "El Pendes," "La Soneda," "La Dulce" and "El Bertino." He also sells a lot of cigarettes.

The "Foneda" cigar, controlled by Best & Russell Company, which was formerly made for them by Gonzales, Mora & Company, is now being made by Phil Verplanck & Company, of Tampa, makers of the El Genio factory, in which Joe Diaz is interested.

The United Cigar Stores are featuring a new Manila 5-cent cigar called "La Constancia." I notice Franklin McVeagh & Company are jobbing a cigar made by E. M. Schwanz & Company, of New York, with same title but higher in price. "Who & Who," and "What's What."

Tom Diffley Curran has a very neat store at 1124 Bryn Mawr avenue, in which he has just put a new show window. He handles all the popular brands, but makes his leaders "El Tortan" and "La Soneda." In 5-cent goods, his standby is Curran's "Factory Smokers," made by Storm, Fisher & Company, of New York. Tom wears a broad smile nowadays and his chest stands out like a poisoned pup when he says: "Wait until fall, when I change my sign to, ——— & Son."

Ernest Adams, manager of The Tom Jones Cigar Store, 162 W. Jackson Boulevard, has just put in the "Navarez" brand of Lozabo, Son & Co. He also makes his leaders the "Webster," "La Venga," "Wall's Court," and "La Soneda." Ernie has just changed his name to Ernest Ford Adams, the Ford having been added since he bought a new Ford runabout. He is getting all kinds of dope on motoring, and says he understands motoring is bad for the eyes, therefore, he has bought an extra pair of glasses, which will better enable him to see the bills for gasoline and other joy ride trimmings.

The Kiessling Cigar Co., who have three places in this city, are quite successful with their own brand, "The Vanderbilt Cup," which they job. This clear Havana, 10c. and two-for-a-quarter cigar, formerly made for them by Phil. Verplanck & Co., is now being made by Guerra, Diaz & Co., of the LaMega, Tampa factory. George Kiessling formerly worked for the Colbert Cigar Co. selling the city trade.

William A. Howe, who was formerly secretary of the Cole Lithographing Co., manufacturers of cigar box labels and bands, is now located at 372 E. Colorado street, Pasadena, California. Any of the cigar boys when out that way are invited to drop in and see Bill.

Dick Wells, who keeps a joy place on Wabash avenue, near Monroe street, is featuring cigars more than ever. I notice his window has a full line of "La Soneda," "Sanchez & Haya," "El Rio Tan," and his private brand "Dick Wells." By the way, the famous race horse, "Dick Wells" was named after "Dick" by Rome Respass when "Dick" was head bartender at the Palmer House.

Fred. Harris, who has charge of Best & Russell Co.'s Detroit store, has returned to Detroit after spending three weeks' vacation here. Fred Bauer, manager of the pipe department of Best & Russell Co., showed him Chicago.

There have been no further development in the bankruptcy cases of Charles H. Gore and Henry Wagner outside of the fact that the Central Trust Company have been appointed receivers for both petitioners. No date has been set, as yet, for a creditors' meeting.

The principles of reciprocity are taking hold here. Albert Breitung is featuring "Robert Burns" in his eleven loop stores while Best & Russell Co. have placed Breitung's pet brand, "La Venga," in their cases.

Heitel Bros. Contemplate Improvements.

If they can secure a lease extension, Heitel Bros., Randolph street and Fifth avenue, expect to make a number of improvements in their store. This firm also operates a factory on the north side, manufacturing one brand, Edward Gibbons, in two sizes, 10c and two-for-a-quarter.

Henry Kahn, well-known cigar man and for many years with Burley & Co., calling on saloon trade, has been compelled to go to a sanitarium. Mr. Kahn is said to be suffering from a nervous collapse. His many friends in the cigar trade are hoping for an early recovery.

W. E. Ward, 23 East Van Buren, successor to M. W. Diffley, is doing a nice, healthy business. He has just added a new 5-cent brand called "Ward 23." Cuban smokers made for him by Storm, Fisher & Co., New York.

The Fair have a new brand of cigars, in fourteen sizes, called "La Premura," made for them by Berriman Bros., Tampa.

In remitting for a year's subscription to the TOBACCO WORLD, F. C. Bauer, manager of the pipe department for Best & Russell Co., said: "If future issues of your journal are as good as the one I last received, I will certainly enjoy reading them."

The Makaroff Cigarette Company, manufacturers of a Russian cigarette, with headquarters in Boston, have an attractive display in Jevne & Company's, Wabash avenue, near Monroe street. This company is packing coupons with their cigarettes, and for a given number are offering high-class initial stationery.

Fred Bauer, Jr., is selling Perry pipes to the city trade.

Walter Powers, formerly of Powers & Gilbert, together with his brother, Alderman Tom Powers, will open a buffet and cigar store next week at 162 W. Washington street. Tom Gilbert is still looking for a site.

The United Cigar Stores Company opened their store, southeast corner Clark and Randolph streets, Saturday, May 25th. This company has a number of new sites in view, but withhold the locations until leases are signed.

R. F. Peyton & Sons have moved their brokerage office to 508 Tacoma Building, where they will have more room to take care of their rapidly increasing trade.

Harvey Vreeland, of Surbrug & Co., left last week for Iowa where he will remain a couple of weeks.

Harry Jensen recently opened a cigar store in the Early Buffet, in LaSalle street. He was formerly clerk for John J. Dolan.

Francisco Bolano y Ca. have increased their space at 187 N. Clark street, and now have four large windows in which they attractively display their "Flor de Bolano" Havana cigars.

Aaron Straus, president of Celestino Vega & Co., recently announced the engagement of his daughter, Miss Myrtle Straus, to Jonas L. Pfaelzer, of this city.

Phil Garber, a loop cigar dealer, has returned from a stay at French Lick Springs.

J. & B. Moos Offer New Brand.

The "La Contrivo," made by the American Cigar Manufacturers, is a new brand of cigars which J. & B. Moos are now endeavoring to popularize in this territory. The cigar is being advertised by electric signs and bill board locations have been leased all over the city.

The tobacco and cigarette department of J. & B. Moos a few days ago distributed the following circular, effective at once and for a limited time for delivery from our stock any of the following brands in 30-pound lots or over:

"American Navy," "Battle Ax," "Big Four," "Black Diamond," "Boot Jack," "Brandywine," "Corker," "E. Rice," "Greenville," "Gilt Edge," "Gold Rope," "G. O. P.," "Jolly Tar," "Keystone," "Newboy," "Nobby Twist," "Old Kentucky," "Parrot," "Piper Heidsiek," "Scrapple," "Spear Head," "Square Deal," "Standard Navy," "Tenpenny," "Towntalk," "Whites Special," "Pigtail Twist," and providing retailers include with each 30-pound order one box of either "Spear Head" or "Old Kentucky." The American Tobacco Co. will send retailer their check for 1c. per pound on "American Navy," "Battle Axe," "Square Deal" and "Towntalk," included in order 1½c. per pound on all other of the above brands of plugs and twists included in order, 2c. per dozen on "Scrapple."

Elliot G. Ahern, manager of the tobacco and cigarette department of J. & B. Moos, is again able to attend to his duties after an illness which detained him at his home nearly three months.

The Best & Russell Co. will open their inside stand in the new Otis Building next week. This company has abolished their Hamilton bond coupons in all their stores.

Herman Rieser, secretary and treasurer of J. & B. Moss, sailed from New York last Saturday for Mediterranean points accompanied by his wife and daughter.

The Steuben County Wine Company are offering a new brand called the "La Flora de Garcia & Vega," a clear Havana product. This cigar is being manufactured by the same firm who make the "General Shield" cigar for Chapin & Gore.

Speaking about jobbing houses opening branches—it looks as though the times demand same, so that deliveries may be made closer to the retailer, especially the smaller one. Not many years ago, houses like Best & Russell Company operated throughout the South, shipping direct to this city. Now they have established branches in Memphis, New Orleans and Nashville. In former years jobbers wanted the map to control brands—now it is the State in which they are located. In territories, which no longer are tributary to Chicago, houses are selected to cover the business locally, or branch houses are given the distribution. Another new way of shipping to small dealers is the drop shipment plan, which is used largely by the United Cigar Manufacturers, American Cigar Company, Sanchez & Haya, of Tampa.

This gives the dealer a direct shipment from factory, he is billed through his jobber, and insures him fresh goods, advertising matter and a better price. A good many factory salesmen claim it kills off the small manufacturer who caters direct to the retail trade, as it enables the dealer to buy at factory prices, and these drop shipments are always accompanied by a check so much per M. from the manufacturer, besides the lower price from the jobber.

John Morrison, manager for Ryan and Raphael, the Lucius jobbers, is pushing a 5-cent cigar made by L. Newburger & Company, of Cincinnati, called "Picadura Import." They have put on three additional men to sell this brand.

H. M. Schemerhorn, Inc., Give Up Store.

H. M. Schermerhorn, Inc., have discontinued their business at 33 West Monroe street, the building having changed hands, and that location in the future will be occupied by Berry's Candy Company.

Wm. Best, Jr., spent Saturday and Sunday, May 18th and 19th, in Detroit, looking over the Best & Russell Company branch and arranging with George Meigs, representative for Sanchez & Haya, in regards to the latter's goods.

Louis Lehnhard, of 326 West Sixty-third street, who bought out J. C. Hackland, is building up a big trade since purchasing the place. Besides his billiard room, the cigar department has shown a marked increase. His leaders are: "La Soneda," "Bolano," "La Venga," "Optimo," "Robt. Burns," "Tom Moore"; and in 5-cent cigars, his leaders are: "El Pendes," "El O'Roy," "Josettas" and "Half Dimes."

M. A. Gunst, head of the M. A. Gunst Company, of San Francisco, visited his old friend, Wm. Pinkerton, the middle of the month.

Ruhstrat-Cowley Company have taken on the distributing of the "Charles Denby" 5-cent cigar, made by H. Fendrich Company.

M. Herschman, of Herschman Bros., cigar jobbers, was laid up at home with rheumatism recently. Herschman Bros. expect to take in a partner—a Mr. Isaacson.

Geo. L. Storm & Company, distributors for "Owls" and "Robert Burns," have opened a branch at 656 Main street, Buffalo, N. Y., under the charge of Henry Marks. They will also open a branch in Boston in June.

P. J. Bauer, 83 West Randolph street, was presented with a daughter last week. Pete's first offense. He has just placed a fine electric "El Roi Tan" sign over his door.

Wm. Best, Jr., of the Best & Russell Company, served on the jury the last two weeks of this month.

May Continue to Smoke on Surface Lines

An ordinance prohibiting smoking in the motorman's compartment of the pay-as-you-enter street car, was defeated last week by a large majority. The alderman who drafted the ordinance claimed that he had been requested to do so by a number of motormen who deemed the smoking in the front part of the car unsanitary and unhealthful, as the compartment is closed except when an occasional passenger leaves via the front door.

George Knight recently opened a stand in the Karpen Building, 900 South Michigan Boulevard.

Billy Munson, of Melachrino & Company, whose headquarters are in this city, spent a few days here recently.

The Sieverts Cigar Stores Company have opened a store at Lake street and Fifth avenue, where they are featuring "Sievert's Sox's" and "Sievert's Cubs." This company has another stand at 245 South Market street, and, according to reports, will form a chain as fast as locations can be secured.

Weil & Wilkus, wholesalers of cigars, have taken larger quarters at their old address, 186 North LaSalle street.

Nathan Reiss, of Schroeder, Reiss & Company, has started on his regular Western trip, which will take him through to the Pacific Coast. He will possibly get back by June 15th.

George Renaud, manager of the W. F. Monroe Company, Tribune Building, reports that his company has been made distributers for F. Garcia & Bros., New York and Tampa. Heretofore, Sprague, Warner & Company were distributers.

Dave Gershin has opened a store to be known as The Temple Cigar Store, at 1043 East Fifty-first street.

"Billy" Maas, who recently purchased the jobbing business of Charles Barker Company, to be continued under the old firm name, with the old salesmen, etc., has secured a long-term lease of the building at 4351 South Halsted street.

Owing to the increase of business, Fernando Alvarez & Company moved from 10 North Franklin street to 108 North Franklin street, where they secured a ground floor location. This firm does a large tobacco leaf business.

L. W. Bancroft, of the American Tobacco Company (cut plug and granulated department), spent a week here in the interest of his house.

Joseph B. Moos, of J. & B. Moos, has returned from a trip to the Panama Canal.

A new addition to the loop cigar stores is at 225 North Fifth avenue, owned by Adam J. Amberg, formerly a cigar salesman. Wm. Peterson, formerly with Col. M. W. Diffley, is chief clerk.

Garcia & Vega, cigar manufacturers, of Tampa, recently appointed Frank M. Lopez as their general representative in the Middle West, with headquarters in this city.

Propose New Downtown Hotel.

Immediately upon the announcement a new large hotel was about to be erected, the larger loop dealers began to make negotiations for the stand. In all probability the privilege will be let before ground is broken for the building. The hotel will be a fifteen-story fireproof building, to cost about one million dollars, and will be erected at the southeast corner of La Salle and Vanburen streets by the La Salle Terminal Syndicate, which only last week secured a long term lease of 100 by 101 feet of ground at that location. It will contain about 500 guest rooms, and is to be completed May 1st, 1913.

Charles R. Horrie, proprietor of the Randolph Market, has leased a new site 222-24 West Madison street for a term of years and will, in the future, handle cigars in both of his stores.

Among the out-of-town salesmen who called on the trade here the past two weeks are: A. H. Gregg, of S. W. Fabre, New York; George Krause, representing Roy Lopez & Co., Key West; Al. Korn, of S. H. Furgatch, New York; L. W. Bancroft, of American Tobacco Co.; Walter E. James, of Cuesta Rey & Co.; A. Oppenheimer, of A. Oppenheimer Co., New York; T. H. Coll, of H. C. Nolan Co.; F. J. Gleichman, of Boltz, Clymer & Co., Philadelphia; A. L. Cuesta, and A. M. Seckbach.

H. E. RODENBAUGH.

Edgar J. Stachelberg Retires from Tampa Firm

Edgar J. Stachelberg has disposed of his interest in the firm of M. Stachelberg & Co., located at Tampa, which is a branch factory of the American Cigar Company.

The firm of M. Stachelberg & Co. was founded about forty years ago in New York City by Michael Stachelberg, and upon his death, fifteen years later, the business was carried on by his two sons, Charles G. and Edgar J. Stachelberg. Charles died within several years and Edgar was left in charge. The factory was moved to Tampa and was continued by him until two years ago at which time the American Cigar Company bought an interest with the understanding that Mr. Stachelberg was to remain as the active manager of the plant. This last sale will wipe out one of the pioneer clear Havana houses in the United States. Mr. Stachelberg states he will leave Tampa shortly to engage in the leaf tobacco business in Havana.

Deisel-Wemmer Co. Award Contract

The Deisel-Wemmer Cigar Company have awarded the contract for the construction of its Findlay, O., branch plant to J. G. Bullinger, of Toledo, for $40,000.

According to the specifications for the new plant, it will be 50 x 114 feet in dimensions and will be four stories high above the basement. The building is to be made of brick and reinforced concrete. Five hundred men and women will be employed.

The contract specifies that the work be completed by November 1st, 1912.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Conventions Benefit Business in Reading

READING, May 22.

TRADE conditions are slowly improving, although they leave much room for improvement. A number of the larger places around town are busy, several running with full forces on full time, yet others are doing virtually nothing.

The Penn Cigar Company is introducing a new cigar to the trade, the "Iron Prince," named after Bismarck, the German statesman.

The Flick Cigar Co., Ltd., is doing a good business on their brands. They are running a full force of hands and on full time.

Another busy plant in town is that of the Porto Vana Cigar Company.

The conventions in Reading appear to have boosted the retail trade to a certain extent. This city has been the mecca this week of the "three links" fraternity, and it has been overrun with Odd Fellows. The Rebekah Assembly were also meeting here. They are the women's branch of the order.

Fred Becker and Archibald Keller, under the firm name of Becker & Keller, have opened a tobacco store and pool room in the P. O. S. of A. Hall at Bladon.

One of the busiest places in town is that of Charles Breneiser's Sons, Seventh and Penn streets. They have been pushing the "Chief Joseph" cigar, a nickel brand, by means of window displays and are having unusually good sales.

Yocum Bros. are kept busy on their orders. The demand through the Middle West and extreme West, where the Yocum brands are very well known, is on the increase.

The worst fire in the history of Nashville occurred last week when four buildings were destroyed and others damaged. The fire was first discovered in the factory building formerly used by H. F. Kohler, the cigar manufacturer now located in this city, but lately occupied by Wm. Shooks, who opened a cigar factory, employing twenty hands. Mr. Shooks lost between $700 and $800 on his stock and fixtures, he having leased the building from William Spenkle, whose loss is $10,000. The fire has been estimated to have caused damage amounting to over $12,000.

Lancaster Trade Slowly Improving

LANCASTER, May 24.

RETAILERS in the city report a gradual improvement in business as the weather moderates, but can handle a great deal more trade than is the case just at present.

The leaf dealers, while hopeful as to the future, are slightly restive under the dulness among manufacturers. Lancaster buyers who have been in York County inspecting the crops, experienced no difficulty in securing tobacco, but many of them balked at the quality and purchased very little. Prices went as low as three cents in some instances.

Manufacturers are complaining about the stagnant condition of the industry and are fervently hoping for an improvement. In addition to the dulness they complain of collections and are wary about filling new orders, except to old and well-known customers. The concerns with a Middle West trade are busier than others.

Charles F. Shultz, who has been in the cigar and tobacco business for over twenty years, at 10 East Chestnut street, has sold his business to C. B. Goodman, who took possession immediately.

According to reports received at the meeting of the Lancaster County Tobacco Growers' Society, the planting this year will be about two weeks later than in former seasons.

The disagreement between the United Cigar Manufacturers Company and their employes at the local plants has not as yet been settled. The employes recently drew up a petition with the object in view of settling the trouble. About 350 hands are affected.

Simon Shissler has taken on another salesman, E. Herr, who will work in the interests of the "Simon Pure" nickel cigar.

John Down, of Robert M. Granat & Co., leaf dealers, is now on a trip through the Middle West.

The Empress Cigar Company, of Kleinfeltersville, is again working after a shut down of several weeks.

The American Tobacco Company is waging a lively campaign on their "Tokio" cigarette, and retailers and jobbers report a brisk demand for this lately introduced product.

Some recent visitors to Lancaster were the following: William Lewis, of H. Duys & Co.; D. W. Mushnell, Scotten & Dillon Co.; C. E. Martinez, of E. A. Calves & Co.; I. M. Jacoby, of Meyer & Mendelsohn, Abraham Blum, of Jonas M. Rosenthal & Co.

Perceptible Improvement in York District

YORK, May 25.

THE cigar business has shown a decided improvement in this region within the past fortnight. Manufacturers state that orders are arriving more regularly than they were a short time ago and are looking forward to busier times. A number of York county factories which were on short time, have now full forces and are running full time. A recent trip through Dallstown, Red Lion and Windsor gave signs of this improvement.

Preston A Young, who was arrested a short time ago on a charge of swindling tobacco farmers by selling them stocks in an alleged "C. & H. Co-operative Cigar and Tobacco Co.," of Allentown, was given a hearing before Magistrate Owen, of this city, who held the case under advisement. Most of the victims were on hand, and testified regarding their negotiations with Young. Young was held pending bail.

A more recent case of swindling in this vicinity was that of a man claiming to be R. I. Kemp, of Frederick, Md. He made large purchases of cigars from Henry F. Kohler and the C. H. Plitt Cigar Company. Kohler shipped the goods, but secured them through a replevin after they arrived at Frederick. The Plitt Company had not yet made the shipment when the deception was discovered. The man was later arrested in Washington by the Federal authorities. It appears that Kemp was not the swindler's name, he having assumed the name of Rhodes R. Kemp, a prominent citizen of Frederick.

W. E. Washabaugh, for the past eighteen years proprietor of the tobacco store in the Wermer Hotel, Waynesboro, Franklin County, has sold his business to W. H. Powell, of this city. Mr. Powell took possession last week.

Harry Fetrow is constructing a residence and cigar store at 1031 North George street. The foundation is of concrete and is almost completed.

The factories of Mr. Raab and Park Shaw, at Dallastown, are again running on full time, as is the factory of A. F. Fix & Co. J. C. Heckert & Co., of the same place are advertising for hands, which would seem to indicate an improvement in that section.

Fifteen new cigar factories were opened in this district during the past month, affording employment to about 100 hands. The plant of Emory A. Bollinger, McSherrystown, and the Shook Cigar Company, Nashville, York County, each employing twenty hands, were the largest opened during the month.

The D. & K. Cigar Company, recently organized in Dallastown by Fred E. Druck and Harry E. Keener, are expecting to do business on a large scale in the near future. They are manufacturing only high-grade goods. A recent news item regarding Mr. Keener had his name as Keeser, which was an error.

One of the busy factories in Dallastown is that of Eugene Gallagher & Bro. Company. This company was recently reorganized and are now very busy turning out their well-known line of stogies at the former Seachrist Building on West Maple street.

New Cigar Factory for Tampa

J. J. French, Formerly Manager of Havana-American Company to be Head of Concern

TAMPA is to have a new cigar manufacturing firm, which concern will be headed by J. J. French, for several years manager of the Havana-American Company, and the M. Valle Company of that city. The complete arrangements for opening the plant have not as yet been made, but operations will commence within two months.

It was stated by Mr. French recently that they intend to manufacture clear Havana cigars, as well as cheroots. The labels are now being printed and the stock of tobacco has in part been already purchased.

The Tullahoma Tobacco & Manufacturing Company has been formed in Coffee County, Tenn., with a capital of $25,000. The incorporators are B. H. Wilkins, John W. Harton and C. R. Crouch.

The La Porte Cigar Company is a newly established enterprise occupying three floors of the Levi Building, in La Porte, Ind. The lower floor is used as a sales room and pool room, while the third floor is used as the factory.

Los Angeles Smokers Taking to "Cincos"

"Admiration," "Webster," "Lawrence Barrett" and "American" Cigars also Appreciated in that Section—Goodman-Kinstler Co. Sell Retail Stand at Sixth Street to Fred Barman & Bros.

LOS ANGELES, CAL., May 25.

THE Klingenstein Company are making an active campaign on "Admiration" cigars, manufactured by S. Fernandez Company, Tampa, Fla. This firm has a great many attractive window displays about the city.

C. W. McCormick, representing Y. Pendas & Alvarez, was visiting here last week, with the Klingenstein Company. "Webster Cigars" are moving right along in L. A.

The Klingenstein Company have a very attractive display about the city on "Cinco" cigars, especially the one in E. W. Vallen's store at Second and Spring streets. This firm also reports a large increase on Yocum's line "Y-B" and "Spana Cuba."

Marc A. Brunner, representing E. Regensburg & Sons, is calling on the trade preaching "American Cigars."

Morris Samuels, formerly with the Baer Cigar Company and his brother Max G. Samuels, formerly with the Burk Cigar Company, have purchased the cigar store from M. Burke, and will devote their time to the retail business as the Samuels Bros. are well known. Here is wishing them the best of success.

J. B. Bonhaus, one of the star salesman for Klauber-Wangenheim Company, has just returned from an eight-day trip from Bakersfield and reports a very satisfactory business. He managed not to overlook "Chancellor" and "Post Dispatch" evidently, as both these cigars appeared on each and every order that he turned in from this trip.

The Max Roth Cigar Company are making a very hard campaign on "Batchellor" and "El Vadora" cigars. These cigars can be seen in every cigar store and from three to six boxes in each show case.

The Goodman-Kinstler Cigar Company have sold their retail store, on Sixth street, to Fred Barman & Bros., and are moving their wholesale department to 334 East Fourth street.

Morris Burke, the live cigar broker, has just finished a hard campaign on "Post Dispatch," 5c. cigar, and is leaving tonight for Bakersfield as a delegate for the Eagles' Convention. He has taken a good supply of "Post Dispatch" cigars along so that he can do a little extra boosting while there.

C. A. Barnes, with the Klauber-Wangenheim Cigar Company, is at present in Santa Barbara and has been sending in some very promising orders from this territory.

Sam Friend is wearing the smile that won't come off as "Cinco" and "Y-B" are booked by him each day.

Jot C. Wood, with Berriman Bros., is expected here within a few days from San Francisco by his distributor, M. A. Newmark.

Rob Gans, of J. J. Gans Bros., left a few days ago for San Diego to preach "Lawrence Barrett," "Tom Keene" and "Imp" cigars.

Joe Goldsmith, with the M. A. Newmark & Co., reports a very satisfactory business on "Pathfinder" cigars and "spearmint" gum.

A. W. Shepard, manager for the Klauber-Wangenheim Co., at San Diego, is in Los Angeles for a few days and is having the time of his life.

M. B.

Window display of "American" Cigars, made by E. Regensburg & Sons of Tampa, in Owl Drug Store, Los Angeles, Cal.

New Orleans Trade Shows Activity

NEW ORLEANS, LA., May 27.

HENRY J. VALLOFT, vice-president and manager of the Independent Stores Company, leaves the city next week on his annual visit to the numerous factories in the North and East, with whom his company does business.

President H. W. Cobb, of the Hernsheim Company, has returned after an absence of a month in Porto Rico in the interest of his factory.

The "Field Club" cigar, for which I. L. Lyons & Company are distributors, is steadily gaining favor with the trade. The out-of-town demand continues to increase for the brand.

J. Grossman Sons, who have been featuring the "Bull Durham" cigar, report business satisfactory on same.

Armand Quere, city salesman for the "Owl" and "General Arthur," says the approaching summer months has not affected the demand for his brands.

Valloft & Dreux have started another advertising campaign on the "Round-Up" cigar.

Juan Gonzales has disposed of his store at 140 Royal street to his brother, Jose Gonzales. The location is one of the best in the city, and the business receiving the personal attention of Jose Gonzales, who is a practical cigarmaker, having recently managed his brother's factory, will no doubt do a good business.

"Gollmer's Special," a small five-cent clear Havana cigar manufactured for C. J. Gollmer, 418 St. Charles street, is meeting with favor. They are manufactured by the Hernsheim Company.

S. H. Marks, manager for U. Keon & Company, St. Charles and Canal streets, has quite a handsome window display this week of "Flor de Vega," "Webster," "Idols" and "La Giralda," a Philippine cigar.

Max Guiraud, 826 Canal street, has as a window attraction a collection of Chinese and Japanese coins dating from 1624 to 1912.

PELICAN.

British American Co. to Erect Richmond Plant

Plans have been filed at Richmond, Va., for the new factory of the British-American Tobacco Company, to be erected at Clay and Mozelle streets. The estimated cost is $250,000 and when completed will give employment to 1000 hands.

The buildings will cover more than two acres. They will comprise a stemmery, a power house and a sweat room.

The British-American Company has succeeded to certain options acquired by the R. A. Patterson Tobacco Company.

United Cigar Stores Enter Portland, Me.

It was learned a few days ago that the United Cigar Stores Company have secured a ten-year lease of the lower floor of a building in Monument Square, Portland, Maine. The location is now being used by A. R. Alexander and John Cox, whose lease expires January 1st, 1913, from which date the United's lease goes into effect. The United Cigar Stores will rebuild the entire front of the store before occupying it.

A. C. Gibbs Opens Retail Store

After having been buyer for Reymer & Bros., of Pittsburgh, for a number of years, A. C. Gibbs has resigned his position and will go into the retail tobacco business for himself. He has leased a store at 440 Wood street, opposite the Reymer establishment and will open up on June 10th with a complete assortment of domestic and imported cigars. Mr. Gibbs aims to have one of the best stores in Pittsburgh and with his wide acquaintance in that city and his experience, should make a pronounced success of his venture.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altor
Havana, Cuba.

HAVANA, May 24th.

As there have been almost general rains throughout the island of Cuba during the last eight days, we can now say that the rainy season has commenced for good, even if this does not exclude that there are a few places in the Vuelta Abajo particularly, which have not yet been blessed with sufficient showers. In the Partido region and the Santa Clara province there are enough escogidas going already, and the balance of them will be in working order during the month of June, so that henceforth the receipts of bales from the country will commence to grow rapidly. By the end of June Northern buyers ought to be able to find quite a selection of the new crop in our market, although for Vuelta Abajo it might be more prudent not to look for large receipts until the month of July eventually.

Some people here claim that, owing to the long continued drought, from the latter part of March up to this month, the quantity of the crop may be somewhat smaller, but even if this should be true there will be no scarcity of tobacco this year, as far as fillers are concerned, while wrappers of light, clean colors will undoubtedly be in small supply. Prices are bound to rule moderately, although heavy, quality styles may command relatively higher figures, as they will be missing to a large extent.

Our leaf market has been quiet, as with the exception of the demand, on the part of the exporters to Germany, which has continued strong for the light, new Remedios, there has been only very little business done for the American market, as well as by our local manufacturers. The Tampa manufacturers that have come here thus far have operated only very sparingly, principally coming with the object to study our market situation. They complain that the zeal of the custom house authorities in the classification of tobacco is hurting their business materially, as the government is exacting full wrapper duties on styles, that formerly passed as fillers, or with only a small percentage of wrapper duty. It seems incomprehensible how the American government should injure the clear Havana cigar industry at the present time, when it had built up the same through a liberal construction of the existing laws. However, it is the opinion that politics are responsible for the present state of affairs, and that after the election has been decided the former harmonious relations will be re-established.

Sales from May 6th to May 18th total 3,108 bales, consisting detailed of: Vuelta Abajo, 636; Partido, 201, and Remedios, 2,271 bales.

Buyers were: Americans, 773; exporters for Germany, 1,551, and our local manufacturers, 784 bales.

Exports of leaf tobacco, from the port of Havana, during the same period, were:

To all ports of the United States	5,832 bales
To Europe, Bremen and Hamburg	1,121
To South America	663
To Mexico	50
Total	7,666 bales

Receipts of Tobacco From the Country Were:

	For two weeks ending May 18th, 1912.		Since January 1st, 1912.	
Vuelta Abajo	1464	bales	7252	bales
Semi Vuelta	299		813	
Partido	464		1005	
Remedios	2698		11,316	
Mayari	42		1024	
Total	4967	bales	21,410	bales

According to "El Tabaco" the whole growth of the 1911 crop of the island of Cuba that arrived at Havana has been, from April 28, 1911, to April 1, 1912, as follows:

From Vuelta Abajo	135,630	bales
" Semi Vuelta	12,322	
" Partido	97,999	
" Matanzas	52	
" Remedios	105,474	
" Puerto Principe	27	
" Santiago de Cuba	1,691	
Total	353,195	bales

"El Tabaco" also publishes the following eleven-crop years thus:

1901	424,747 bales
1902	370,055
1903	318,087
1904	428,108
1905	464,757
1906	279,633
1907	468,716
1908	568,692
1909	503,282
1910	441,523
1911	353,195

From the above figures it can be seen that the years 1908 and 1909 furnished the largest crops, while of *Vuelta Abajo* the two smallest crops grown were those of the years 1906 and 1911.

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals—From San Francisco: Preston Herbert and Henry Esberg, of M. A. Gunst & Co.

From Tampa: Benigno Balbin (Balbin Bros.), Simon Gonzales (Sanchez & Haya), Facundo Argüelles (Argüelles, Lopez & Bro.), and Emilio Pons (Haya-Tampa Co.).

From Key West: Luis Martinez (Martinez Havana Co.), and Antonio Maseda (A. Maseda & Co.).

From Boston: Walter J. Kaffenburgh, (I. Kaffenburgh & Sons).

From New York: Dionisio Hevia (D. Hevia & Co.), Manuel Rodriguez (Rodriguez & Tejeiro), Fritz Lederer (Heinrich Neuberger); José Maceras, and Robert E. Lane, representative of the Partagas factory for the United States and Canada.

From London: Luis Avenel, representative of the Por Larrañaga factory for Europe.

Departures—For New York: Valeriano Gutierrez, Robert E. Lane.

For San Francisco: Preston Herbert.

For Tampa: Henry Esberg.

For Spain: Ramon Cifuentes, Antonio Quesada and Gonzales.

Cigars.

Our export statistics have not improved during the first half of this month, as shown by the following custom house returns, viz:

From May 1st to May 15th 1911	6,651,797 cigars
From May 1st, 1912 to May 15th, 1912	6,013,360
Decrease in 1912	638,437
From January 1st, 1911, to May 15th, 1911	65,767,863
From January 1st, 1912, to May 15th, 1912	57,712,234
Decrease in 1912	8,055,629

Our lesser exportations during the first half of May were to the following countries: Great Britain, 767,906; United States, 208,113; Chile, 123,641; Germany, 117,648, and to Peru, 95,000 cigars.

To the following countries we exported more during the same period: France, 154,850; Austria, 125,700; Australia, 120,616; Panama, 120,000; Canada, 119,150, and Portugal, 38,650 cigars.

There is little to be said as regards business in our factories in general. There are some orders to be filled all the time and some new ones are coming forward, but the volume is more or less limited, and business must be termed a hand to mouth one, which for later on is bound to result in increased orders as a natural sequence of stocks being kept low.

The event of the past fortnight has been the sale of the well known "La Diligencia" factory, which was acquired by the strong house of M. A. Gunst & Co., of San Francisco, New York and Tampa, at a very moderate figure, considering that this factory has a very large clientage in the Southern States of the American Union, besides enjoying a well-earned reputation in the East and West, as well as Canada, Great Britain, Germany, Belgium, the Canary Islands, South Africa, South America, Australia etc. Messrs. Herbert Preston and Henry Esberg completed the purchase upon their arrival here and left again for their homes as soon as their task was completed. Don José A. Lozano, who is the leaf buyer for M. A. Gunst & Co. for their famous Van Dyck Tampa factory, with offices and a leaf warehouse at San Miguel 58, took charge of the La Diligencia factory upon the 21st inst. and is working upon quite a large order file on hand. With the vast resources of M. A. Gunst & Co. a brilliant future might be predicted, without making any mistake, as regards this factory.

Don Bernardo Moreda confessed that only on account of being all alone, not enjoying good health, he accepted the offer below his expectations, and he intends to retire to Spain, with his family, during the coming month.

H. Upmann & Co. are working quite steadily in their H. Upmann factory.

Romeo y Julieta reports a normal business at this season of the year.

Partagas had a flying visit from their United States and Canadian representative, Robert E. Lane, the upshot being, that the retail price of 25 cents for Perfectos shall be strictly adhered to, and that Cifuentes, Fernandez & Co. will not sell to any house that does not agree to uphold this price in future. Don Ramon Cifuentes, the senior partner, sailed for Spain with his family on the 19th inst. by the S. S. Kronprinzessin Cecilie for a well-earned vacation.

Don Ramon Fernandez (Chocolate), of the "La Flor de A. Fernandez Garcia," is booked to sail by the S. S. Saratoga on the 26th inst.

Don Felipe Rodriguez, of the Elite factory, is expected to return here before the end of this month.

Henry Clay & Bock & Co., Ltd., have nothing of any special interest to report, but state that they have no lack of orders.

Sol is doing a regular business with the United States and Canada, while for Europe Behrens & Co. have already quite a long list of orders on hand for new cigars.

Castañeda is way ahead of last year, and while business might be better just now, the owners, Cardenas & Co., are looking ahead for a splendid fall trade.

Eden is expecting its senior partner, Don Manuel Lopez, here this week. Don Calixto Lopez, the son of Don Manuel, reports a steady trade in consonance with the epoch of the year.

Buying, Selling and Other Notes of Interest.

Don Antonio Quesada and Gonzales, a member of the great firm of Sobrinos de A. Gonzales, left on the 20th inst. by the S. S. Alfonso XII, with his family, for Spain. After thirty years of hard work here he retires from the firm, as an active partner, although he retains an interest as a silent partner, and will in future reside at Rivadeselle, Asturias.

Gutierrez & Diehl is a new firm at Estrella 53, being in reality successors to Miguel Gutierrez at the same address. The members are Miguel Gutierrez Jr. (or according to the Spanish custom, retaining both parents names, Miguel Gutierrez and Sanchez), and Hermann Diehl, the latter having been formerly in charge of Mr. Heinrich Neuberger's office here. They have the largest packing house in the town of Remedios, facing three streets, thus enabling them to receive bundles of tobacco from the country carts at three different doors simultaneously, which is certainly a great advantage. They will make their usual escogida of their farm "La Luz" in the "Las Vueltas" district, and which always has had a well-earned reputation.

Walter J. Kaffenburgh, junior partner of I. Kaffenburgh & Sons, of Boston and Havana, arrived here on the 15th inst. and left on the same evening by the night express train of the Cuba R. R. for Santa Clara, in order to inspect the purchases made already, as well as to supervise the various packings which this firm is always making for their extensive clientage that only uses the finest class of leaf.

Gonzales & Benitez sold 350 bales of Remedios.

Adolfo Moeller is credited with having purchased 850 bales of Remedios for Germany.

Planas & Co. disposed of 340 bales of leaf.

J. F. Berndes & Co. have purchased 575 bales for export to Germany.

Sobrinos de A. Gonzales were sellers of 250 bales of Remedios and Partido.

L. W. Scott, after having bought some 300 bales of old Vuelta Abajo and Remedios in town here, went to Manicaragua to inspect the packing of his farm there.

Menendez & Co. closed some 212 bales of their fine new Remedios packings.

Leslie Pantin executed cable orders for his customers to the extent of 250 bales.

Herrera, Calmet & Co. turned over 184 bales of new Remedios.

Hija de José Gener acquired some 200 bales of new Vuelta Abajo.

I. Kaffenburgh & Sons sold 145 bales of new Remedios from their escogidas.

Behrens & Co. were buyers of 150 bales of leaf.

M. Abella & Co. disposed of 109 bales of new leaf.

Emilio Pons is credited with having purchased 100 bales of tobacco.

José C. Puente reports sales of only 105 bales during the past fortnight.

Allones, Ltd., bought 100 bales of new leaf for their factory.

Camejo & La Paz were sellers of 103 bales of new Vuelta Abajo.

Don Antonio Galzada has returned from his trip to the Santa Clara province, but finding the asking prices of the vegueros too steep, he concluded to quietly wait, as with the immense crop of tobacco this year he is sure that he can buy to better advantage later on.

Fortunately the strike of the stevedores and lightermen has been settled, but there is some question pending still between the firemen and seamen, which, however, is of no great importance, as there are enough non-union workers to be had.

The crazy movement of the colored people to try and raise a revolt, because a few of the leaders have not obtained offices, seems in reality not to deserve much attention, as it would have the overwhelming mass of the white people opposed to it, all the political parties having buried the hatchet for the time being, besides the sensible colored element has not joined at all.

The principal shippers above 200 bales from the port of Havana during the last two weeks were: Sylvester & Stern, 1,449; Diego Montero, 585; Leslie Pantin, 564; J. F. Berndes & Co., 451; Adolfo Moeller, 428; I. Bernheim & Sons, 360; Böning & Co., 349; H. Upmann & Co., 239; M. Suarez, 235, and Menendez & Co., 214 bales.

ORETANIV.

Drought Affects Philippine Tobacco Crop

The market for the principal Philippine staples, rice, hemp, sugar and tobacco, may be affected by a report by the Governor of the Philippine Islands to the effect that due to an almost continuous eight months' drought there will be a shortage in all of these products. It is stated that the tobacco crop will show a shortage of from 15 to 20 per cent.

INTERESTING VIEWS OF PORTO RICO

City Hall in City of San Juan

Harbor Scene in San Juan

LEAF TOBACO MARKET

New York City Shows Nothing Startling---New Pennsylvania Crop Fairly Well Cleaned Up--- Wisconsin Tobacco Being Taken At Lower Prices

NEW YORK.

NEW YORK CITY.

The local leaf market, while having a certain amount of business, is doing nothing startling. The leaf convention created a little stir, but naturally had slight effect on business.

Trading has been going along in a general, monotonous fashion, with all dealers doing a little business and causing stocks to gradually dwindle.

The binders are still extremely scarce and the stock of the good, available portion of the domestic wrapper leaf, both primed and shade-grown, is being thinned out, too.

Sumatra is selling well, and from all appearances seems to give satisfaction. The trade in Havana leaf has changed little in the past fortnight.

Notwithstanding the high price of the new Sumatra there has been considerable activity in that line of goods. The manufacturers are all high in praise of the leaf and are investing more each week. Cuban leaf is quiet and steady.

PENNSYLVANIA.

PHILADELPHIA.

THE conditions in the leaf district at this writing are quiet. The inquiry for leaf tobacco is good, but the high prices asked seem to be having a tendency to restrict extensive buying. One leaf dealer ventured the opinion that if the 1912 tobacco crops were as large as those of 1911, prices were bound to drop considerably, which in turn would give the manufacturer a better opportunity to realize on his investment, and would allow him to pass some of the benefit on to the consumer.

The demand for Connecticut was better and a number of large sales were reported. Samples of the new Sumatra came up to expectations and quite a little buying was done in it.

LANCASTER.

Buying of what remains unsold of the 1911 crop has been proceeding slowly, but at this writing very little appears to be in the hands of the growers. One prominent leaf man stated recently that from what he had seen on a trip through the county he could safely state that the new crop is virtually cleaned up.

The local dealers are becoming a little dissatisfied under present conditions, for they have had a pretty quiet time of it this spring. Those dealers who are holding 1910, and who also have some 1909 on hand, in addition to the 1911, are beginning to feel that it is high time for a boom in the tobacco industry.

An improvement cannot arrive too soon to suit them. Usually at this time of year the different branches of the tobacco business are on the jump and dealers are hoping this will soon arrive to relieve them of their large stocks on hand.

Yet with all the prevailing dullness, an optimistic spirit pervades the leaf district, and leaf men figure out that if they do not catch the business now, it will come before very long. They know they will get it, so they are worrying little about when the boom arrives.

YORK.

The majority of the growers in this section have disposed of their tobacco and are now turning their attention to preparing the fields for the new crop. Although the season will be somewhat later than usual, conditions are gradually improving as the weather becomes warmer.

There are still a number of York County growers who have not yet sold their 1911 tobacco, and the feeling seems to be general in this region that it will be a "white elephant" on their hands. Many of them sold their crops at from one-half to two cents a pound and few got over three cents. Buyers are still in the field here, but they are not purchasing in any large quantities. The tobacco can be bought at almost any price and farmers are regretting that they did not take the prices offered them earlier in the season.

OHIO.

CINCINNATI.

Reports from all sections seem to indicate a fine prospect for a Burley crop. The usual spring months have been unknown and the late frosts have not as yet occurred. The weather has been warm, making the plants grow rapidly. The plowing has been slightly hindered owing to rains, but as much of the land is not level this work is further advanced than at other points. With the production of another large crop the farmers are fearing that prices will decline to a ruinous point, but this is a rather early date to worry on that score.

There have been very few sales of tobacco in the country, shipments consisting principally of stock bought some time ago and held by dealers who have put same in keeping condition.

WISCONSIN.

EDGERTON.

The 1911 crop is being absorbed very slowly, and it is estimated that the balance is a very small portion of the whole crop. The prices have been low, for much of the tobacco was taken on an export or stemming basis. This has been coming in at the receiving points pretty freely within the last two weeks.

The majority of the warehouses have closed down, but there is some work still in sight for others.

The market for old goods is unusually dull, buying being on a small scale. H. T. Sweeney recently secured about 25,000 pounds of the new crop, to be shipped out of the State unassorted.

The wet spell of the last two weeks has at last produced the necessary casing conditions and enabled the belated tobacco growers to take down and strip the last of their hanging tobacco. It has happened very rarely in the history of this State that the farmers who missed the first casing spell in fall, have been compelled to wait until May to remove their crop from the sheds.

The farmers have learned a lesson and will in the future take down the crop from the curing sheds at the first casing spell after the tobacco is thoroughly cured out. They have also learned that leaf which has hung in the sheds through a cold, hard winter and the drying spring winds is not only considerably broken, but much of the life and elasticity of the leaf is gone. And the finish never comes back after it is packed into cases and passed through the sweat. The deterioration has been so marked this year that but few deliveries of the late hanging crops have been accepted at the contract prices. The artificial means used by some growers, steaming or sprinkling, has in some instances almost ruined the tobacco.

Although the weather until very recently has been cool, the plant beds are reported coming along very satisfactorily. The young plants have grown nicely and continued warm weather is now needed to bring them to the transplanting period.

CONNECTICUT.

SUFFIELD.

These are busy days for the tobacco farmers and all agree that the season is from a week to ten days late. The weather has in a large measure tended to retard the growth of tobacco plants, and consequently transplanting is somewhat later than usual.

It is a question whether the acreage of tobacco harvested by the priming method will be greatly increased this year. Some of the growers that talked favorably, early in the season, of picking this year, have changed their minds owing to the increased cost of lumber and other materials. There is also a doubt in the minds of some of the growers as to whether at the prices paid last year there is enough profit in picking the leaves from the stalk.

Some of the growers near Poquonock, complain that the condition of the young plants in that section is worse than at the same period in forty years, which they attribute to the unseasonable weather.

The farmers who have been clamoring for warmer weather seem to have had their wish granted at last and the work of transplanting is well along.

Charles Soby, secretary and treasurer of the Connecticut Tobacco Corporation, which has large plantations in Rainbow, Tariffville and East Hartford, reports that their work is well advanced considering the weather. Quite a bit of transplanting is being done at this writing.

The corporation has over 660 acres under cultivation. At Tariffville, 300 acres of tobacco will be raised; 250 at Rainbow and 110 at East Hartford, all under cover. It has been estimated that about 2,000,000 yards of cloth will be needed to cover this area.

KENTUCKY.

LOUISVILLE.

In most localities tobacco plants are sufficiently advanced for transplanting and the farmers have been busy preparing the ground. Some transplanting has already been done, but the work is not general.

All farm work has been greatly delayed on account of the frequent rains, and the proportion of tobacco put in the field in May is much smaller than in other years. The Hopkinsville district is probably further ahead in this respect than any other region.

Night Riders Scrape Beds

Night riders resumed operations in Lyon County, Ky., several weeks ago when they scraped fifteen tobacco beds belonging to tenants on the large farm of Colonel James F. Ramey. The outbreak has caused a great deal of excitement. Colonel Ramey's farm lies near Paducah, Ky.

Leaf News of Interest

Seventh Amsterdam Inscription

AT the seventh Sumatra inscription, held in Amsterdam on May 24th, American buyers were in the majority. Sharp competition was the rule and the tobacco was generally of the high quality shown at previous sales.

American concerns purchased over 3,000 bales, the following being some of the larger buyers, with the amounts purchased:

Cohn & Co., 1,000 bales; H. Duys & Co., 435 bales; E. Spingarn & Co., 450 bales; Pretzfeld & Co., 350 bales; Joseph Hirsch & Son, 250 bales; S. Rossin & Sons, 240 bales; Charles J. Waxelbaum & Co., 180 bales, and Benj. Labe & Sons, 75 bales.

Cincinnati Warehouse Co. Reducing Capital

The retirement by the Cincinnati Tobacco Warehouse Company of $100,000 of its outstanding capital reducing it to $1,200,000, has materially strengthened the position of that company. A Western man recently stated the company is following the policy of buying in its own stock at $50 a share whenever offered and canceling it. In this way it has reduced its capital from $1,600,000 or $400,000, through investment of its surplus. As the stock pays 4 per cent, through this retirement operation the company has also reduced the dividend requirement from $64,000 to $48,000 a year, or $16,000. The resumption of activity on the "breaks" since the dissolution of the American Tobacco Company has stimulated business, the report of the company for the first quarter of this year showing net profits of $37,000.

Storm Ruins Connecticut Tobacco Plants

Farmers throughout Connecticut sustained considerable loss by reason of a wind and electrical storm which swept that part of New England last Friday. Through Enfield, Thompsonville and Suffield much damage was done to tobacco by hail, especially in Suffield where 300 acres were cut to pieces. Fortunately it is not too late in the season to reset more tobacco plants and raise other tobacco.

L. Gershel & Bro. Dissolve

L. Gershel & Bro., of 191 Pearl street, New York City, was dissolved by mutual consent of Leopold Gershel and Maurice L. Gershel, the two members of the firm. Leopold Gershel had been in the leaf tobacco business for over fifty years. Maurice L. Gershel, his son, is to remain in the business.

According to reports at New Orleans, La., leaf tobacco amounting to 6,467,442 pounds, valued at $837,899, was exported from that city during the month of April, being an increase of 2,500,154 pounds over the month of April, 1911.

The tobacco warehouse of Bud. Bushart, at Ronton, Tenn., was destroyed by fire on May 14. The loss is estimated at $20,000, covered by insurance to the extent of $[illegible],000. The fire is supposed to be of incendiary origin.

What the Boston Tobacco Men are Doing

Trade in Hub City Improving with Coming of Better Weather—Several Concerns Incorporate—S. S. Pierce Co. Advertising Imported Cigars at Reduced Prices

BOSTON, May 24.

The cigar and tobacco business in Boston and vicinity is improving, and as summer is coming on, it will boom right along. The opening of the summer resorts, beach houses and parks will take place on Decoration Day. The large manufacturers of cigars are doing a thriving business. Orders are coming in regularly.

Frank Crosby has purchased the cigar store of W. W. Adams at Los Angeles, Cal.

John J. O'Flaherty has opened a drug store at the corner of Dwight and Walnut streets, Holyoke.

The American Tobacco Company has advanced the "Three Feathers" tobacco seventy cents per gross.

P. Lorillard & Co. have withdrawn the drop-shipment of plug tobacco during the week ending May 20, 1912.

E. F. Geppert is the sole agent in Boston and vicinity for the "Tuxedo," "Patterson H.," and "Patterson Leaf."

At the Boston Cigar Factory, on Blackstone street, business is good. Thy manufacture the "Londres Perfecto Ponies."

The "Egyptienne Straights" have been advanced twenty-five cents. This cigarette is very popular and one of the best sellers here.

One of the very attractive show windows in town is that of Dickey & Hodgden, showing a window of "Bank Note" nickel cigars in pyramid form; and they look very attractive.

The Delavina Cigar Company, Portland, has been incorporated with a capital of $10,000. Henry N. Taylor is president; Grace E. Urbano, treasurer, and Maurice E. Rosen, clerk; all of Portland.

Last week the S. S. Pierce Co. advertised 1,150,000 imported cigars at reduced prices, causing considerable surprise among the smokers of imported cigars. Price lists will be sent by them on application.

McGreenery & Manning, of Fulton street, have removed all of their offices down stairs, which can accommodate twevle to fifteen desks. They state business is very good, but the rainy weather is detrimental to the trade.

Louis Jeselsohn, of 128 North street, wholesale dealer in cigars, tobacco and pipes, says that business is improving every day. He has a large trade with seafaring men, they generally stocking up here before going on a voyage.

G. W. Thompson, the wide-awake and jolly veteran salesman representing the E. H. Gato Cigar Company, was a busy man last week, taking orders from a great many retailers in Boston and various parties out of town.

Louis Paster, 15 Dock square, Boston, manufactures the "Paster Smoker," a very popular cigar. His box trade in Havana and domestic cigars is good and improving every day. He has a very large trade in the provinces and Northern Maine.

River James Drug Company, Boston, filed incorporation papers May 2, 1912. Capital, $10,000; 200 shares $50 each. The directors are: Chas. Leibel, president; Martin M. Leibel, 49 West Cedar street, Boston, treasurer, and Eugene Levitan.

Ben Straus, of Rey, Straus & Co., was in Boston during the week past calling on his old customers in the retail trade. He is well satisfied with the way things are looking in the business, and says that Boston is doing as well if not better than other cities.

The "Georgian," Boston's latest hotel, carries a full line of domestic and Havanas up to one dollar each. They handle a very popular brand of clear Havana cigars. The "Girard," made by Antonio Roig & Langsdorf, of Philadelphia, is meeting with a healthy demand.

William N. McGreenery, of 2 South Market street, corner of Merchants row, says that general business is good. He has a very fine window display, as have Thomas H. Moffatt, 141 Hanover street; Samuel Banard, 121 Hanover street, and John F. Callahan, Federal street.

Tracy Bros. have been awarded the contract for the alterations to the first and second floors of the block at the corner of West Main street and Exchange place, Waterbury, Conn., which is being remodeled for the United Cigar Stores. New plate glass fronts will be put in, tile floors laid, and heating and plumbing installed.

Frank W. Morris, general manager of the cigar department at the American House, Hanover street, Boston, Mass., says that business is very good. Sales on cigars by the box are increasing, especially on the "Blackstones" and "Panateles," a local brand. Easterbrook & Eaton's "Marguerites" are having the call, his window display being one of the best in the city.

Abe Shadoff, the Boston representative of Rosenthal Bros & Bendetson, 122 North street, who represent the "La Famosa" and "Lord McCauley" cigars, reports that the sale of these cigars is increasing steadily. Abe is going to sign up with a Chelsea girl for life, and will call on his Philadelphia friends a little later on. The ceremony will take place June 17 in Boston, Mass.

WM. T. HENDERSON.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

MANSMOKE:—24,406. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 11, 1912. G. H. P. Cigar Co., Philadelphia, Pa.

MAIN ENTRANCE:—24,407. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 11, 1912. Kaufman, Pasbach & Voice, New York.

JOHN'S FAVORITE:—24,408. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 11, 1912. John Szymkowski, Chicago, Ill.

RAMELL:—24,409. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 13, 1912. Schmidt & Co., New York.

DUTCH TWINS:—24,410. For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 13, 1912. J. F. Cherry & Co., Newark, Ohio.

EL SIRABO:—24,411. For cigars, cigarettes, chewing and smoking tobacco. May 14, 1912. The Moehle Lithographic Co., Brooklyn, New York.

NO DOPE:—24,412. For cigars. May 15, 1912. Davis Bros., Oskaloosa, Iowa.

WHEELING DELIGHTS:—24,413. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1912. The Little Pet Stogie Co., Wheeling, West. Va.

HONOR ROLL:—24,414. For cigars, cigarettes, chewing and smoking tobacco. May 15, 1912. The Moehle Lithographic Co., Brooklyn, New York.

WILKES-BARRE'S BEST:—24,415. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1912. W. M. Siers Cigar Co., Wilkes-Barre, Pa.

CHECK ACCOUNT:—24,416. For cigars, cigarettes, chewing and smoking tobacco. May 17, 1912. The Moehle Lithographic Co., Brooklyn, New York.

SIR ROLF:—24,417. For cigars, cigarettes, chewing and smoking tobacco. May 17, 1912. The Moehle Lithographic Co., Brooklyn, New York.

STUNNING:—24,418. For cigars, cigarettes, chewing and smoking tobacco. May 17, 1912. The Moehle Lithographic Co., Brooklyn, New York.

LA MOHARA:—24,419. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 17, 1912. Kaufman, Pasbach & Voice, New York.

HARRY BOB:—24,420. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 17, 1912. Kaufman, Pasbach & Voice, New York.

GEORGIA CUBE:—24,422. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 17, 1912. Leo E. Llambias, Cordele, Georgia.

MANSALVA:—24,423. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 17, 1912. E. G. Perez & Co., New York.

BON RAY:—24,424. For cigars, cigarettes, chewing and smoking tobacco. May 20, 1912. Louis Ash & Co., New York.

MERAK:—24,425. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1912. Schmidt & Co., New York.

FIDELITY:—24,426. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1912. The Moehle Lithographic Co., New York.

SPANISH BLEND:—24,427. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1912. The Moehle Lithographic Co., New York.

UNCLE WALT:—24,428. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. By permission of Walt Masson. May 20, 1912. J. W. Long, Oklahoma City, Okla.

WALT MASSON:—24,429. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. By permission of Walt Masson. May 20, 1912. J. W. Long, Oklahoma City, Okla.

DELAWARE GIRL:—24,430. For cigars, stogies, chewing and smoking tobacco. May 20, 1912. Sherts Cigar Co., Lancaster, Pa.

BELLE OF THE VALLEY:—24,431. For cigars, stogies, chewing and smoking tobacco. May 20, 1912. Sherts Cigar Co., Lancaster, Pa.

CONESTOGA GIRL:—24,432. For cigars, stogies, chewing and smoking tobacco. May 20, 1912. Sherts Cigar Co., Lancaster, Pa.

FULDERETTS:—24,433. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 21, 1912. S. R. Moss Cigar Co., Lancaster, Pa.

BLUE SKY:—24,435. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 21, 1912. A. Naum, Shenandoah, Pa.

RED SKY:—24,436. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 21, 1912. A. Naum, Shenandoah, Pa.

UNDERWOOD:—24,437. For cigars. May 21, 1912. Leo E. Llambias, Cordele, Georgia.

LA RENATA:—24,438. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 22, 1912. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

UDELE:—24,439. For cigars. May 22, 1912. Leo E. Llambias, Cordele, Georgia.

L. E. L.:—24,440. For cigars. May 22, 1912. Leo E. Llambias, Cordele, Georgia.

M. C. B.:—24,441. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 22, 1912. Goldsmith, Silver & Co., Boston, Mass.

JUSTIFIER:—24,442. For cigars, cigarettes, chewing and smoking tobacco. May 22, 1912. The Moehle Lithographic Co., Brooklyn, New York.

LORD OXFORD:—24,444. For cigars, cigarettes, chewing and smoking tobacco. May 22, 1912. Moeller & Kolb, Chicago, Ill.

ONICK LIGHTERS NO. 211,881:—24,445. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 23, 1912. J. A. Shuhart & Co., York, Pa.

HICKS JUNIOR:—24,446. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 23, 1912. Andres Diaz & Co., New York.

ROYAL IMPORT:—24,447. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 23, 1912. Andres Diaz & Co., New York.

WASHTA CHAUNDEE:—24,448. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 23, 1912. F. M. Howell & Co., Elmira, New York.

HOTEL LOBBY:—24,449. For cigars, cigarettes, chewing and smoking tobacco. May 23, 1912. John L. Jackson, New York.

EL DOMIDOR:—24,450. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 23, 1912. Kaufman, Pasbach & Voice, New York.

LUXTONE:—24,451. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. May 23, 1912. Sig Strauss, New York.

THE LEXINGTON JUNIOR:—24,452. For cigars, cigarettes, cheroots, stogies, snuff and smoking tobacco. May 24, 1912. Theo. Schneider, New York.

BENLOW:—24,453. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 25, 1912. Wm. Steiner, Sons & Co., New York.

HEINE:—24,454. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 27, 1912. Heineman Brothers, Baltimore, Md.

THAT WILKES-BARRE CIGAR:—24,455. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 27, 1912. W. M. Siers Cigar Co., Wilkes-Barre, Pa.

SOUTHERN LIFE:—24,456. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 27, 1912. Campkin Importing Co., Fort Gaines, Georgia.

WELNONE:—24,457. For cigars, cigarettes, cheroots, stogies, snuffs, chewing and smoking tobacco. May 28, 1912. Sig. Strauss, New York.

FOUNDER:—24,458. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 27, 1912. Kaufman, Pasbach & Voice, New York.

MI NELIA:—24,459. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 28, 1912. Frank Estrada, Philadelphia, Pa.

TRANSFERS.

E. Z. SMOKER:—24,434. For cigars. Transferred May 18, 1912, from M. M. Gardiner, Providence, R. I., to Dixie Tobacco Co., Bedford City, Virginia.

ZELANDA:—24,443. For cigars, cigarettes, cheroots. Transferred May 21, 1912, from Heywood, Strasser & Voigt Litho. Co., New York, to Edu. Garcia & Co., Chicago, Ill.

CANCELLATIONS.

REFRESCO:—23,593. For cigars, cigarettes, cheroots. Registered December 19, 1911, by National Lithographic Co., New York, has been cancelled.

REGUENZA:—23,594. For cigars, cigarettes, cheroots. Registered December 19, 1911, by the National Lithographic Co., New York, has been cancelled.

ATRACTIVA:—23,596. For cigars, cigarettes, cheroots. Registered December 19, 1911, by the National Lithographic Co., New York, has been cancelled.

BETH:—24,412. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 6, 1912, by W. M. Siers Cigar Co., Wilkes-Barre, Pa., has been cancelled.

A. VON HUMBOLDT:—24,175. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 25, 1912, by Chicago Box Co., Chicago, has been cancelled.

Recent Consular Reports

ENGLAND.

AGAIN in 1911 as in 1910, the position of the tobacco trade in the United Kingdom was exceedingly unsatisfactory. In 1910 the number of manufacturers' licenses issued was 383, as compared with 407 the previous year. In 1911 there was a further falling off of 19, making a total number of licenses issued of 364, so that within the last two years 43 tobacco factories have been closed in the United Kingdom. The tobacco trade section of the London Chamber of Commerce presented a memorial, which bore the signatures of many thousands of licensed members of the trade, to the Government, petitioning for a modification of the duties on tobacco. The high cost of all descriptions of leaf tobacco in 1911 was also an adverse influence in the trade. Prices have been steadily advancing for some time past in consequence of an increased consumption that has not been fully met by an increased production.

In a review of the tobacco trade in 1911 the chairman of the tobacco trade section of the London Chamber of Commerce stated in part:

The position was considerably aggravated last year, owing to the disastrous results of the severe drought, which seems to have been prevalent not only in the United States but in every tobacco-growing country of the world, the effect of which not only curtailed the quantity produced, but in many instances affected the quality as well. Nyasaland tobacco is steadily growing in favor with British manufactures. Last season's import showed considerable improvement both in quality and in the important matter of packing and handling. The tobacco produced in this part of the world has great merits and competes more favorably with the best growers of Virginia and Kentucky than any leaf hitherto imported from British possessions or elsewhere.

British Colonial Supplies.

According to the Colonial Office returns, Canada produces annually about 10,000,000 pounds of tobacco, while in 1910 5,500,000 pounds were produced in the Transvaal. The Cape Province is estimated to produce, in addition to small crops of Virginian and Turkish tobacco, about 1,000,000 pounds of "Boer tobacco," while Southern Rhodesia in the present year is expected to produce about 500,000 pounds. In 1910 Nyasaland exported about 1,700,000 pounds, and in 1909 the quantity for Australia is given as 1,400,000 pounds.

The total quantity of unmanufactured tobacco imported into the United Kingdom last year was 118,870,960 pounds, valued at $19,565,427, compared with 111,257,544 pounds, valued at $16,719,311 for 1910. The entries for home consumption were 33,409,545 pounds against 40,333,739 for 1910. The total imports from the United States were: Stemmed, 33,546,812 pounds, value $6,227,490, compared with 27,475,502 pounds, value $4,578,072 in 1910; unstemmed, 70,782,570 pounds, value $9,486,511, against 71,475,847 pounds, value $8,817,645, in 1910. The total quantity of tobacco exported from the United Kingdom last year was 15,532,678 pounds, valued at $10,473,263, and snuff offals 8,985,995 pounds, valued at $95,047.

PANAMA.

The La Perla Cigar Co. (Ltd.) expects to move into its new factory, now in course of construction, by June 1, 1912. This factory is built of concrete and will be the finest cigarmaking plant on the Isthmus. The general manager of this company, Charles Klinkert, is an American, as are a number of the stockholders. At present the cigars of this company are all hand-made, but as the demand for its product is steadily increasing, it will soon be compelled to install cigarmaking machinery. American manufacturers of such machinery are advised to get in touch with this company.

CHINA.

The use of cigarettes in China is increasing rapidly among the natives, according to a late consular report, and it is possible that if the same methods were used to introduce chewing gum it would have a similar success. The British-American Tobacco Company entered this field several years ago. With headquarters in Shanghai, it has established large houses in each of the treaty ports, from which travelling men are sent through the cities and towns of the interior placarding the walls with huge illustrated posters printed in Chinese. These salesmen distribute sample packages of cigarettes on the streets, giving away many thousands with some native merchants to carry a stock of their goods. By these effective and energetic methods they have built up an enormous traffic, which is steadily growing.

Incorporations

The Ritter Cigar Company, Detroit, Mich. Capital, $15,000. Principal stockholder, H. G. Ritter.

—

Cincinnati Tobacco Warehouse Company, Cincinnati, O. Reduction of capital, $1,300,000 to $1,200,000.

—

The West Alexandria Farmers' Tobacco Company, West Alexandria, O. Frank Eck and others; $10,000.

—

Buffalo Cafe Company, Buffalo, N. Y. To sell cigars. Incorporators: Chas. Hoy, L. E. Carroll and Asa M. Williams.

—

Baum-Jaffe Company, Philadelphia. Capital, $50,000. Incorporators: Nathan and Isadore Baum, Isaac Jaffe and B. J. Stiefel.

—

Saratoga Cigar Store Company, Peoria, Ill. Capital, $10,000. Incorporators: A. B. McGill, J. W. McGill and B. Frank Brown.

—

Pelton Cigar Company, Enid, Kans. Capital, $5,000. Incorporators: C. J. Pelton, R. W. Beard and W. Faye Felton, all of Enid.

—

Charles Barker Company, Chicago, Ill. $7,500; general tobacco business. Incorporators: Harry Levin, C. K. Forgey and Louis Jacobson.

—

Robeson Tobacco Company, Fairmont, N. C. Capital, $20,000. Incorporators: J. P. Brown, A. J. Floyd, B. W. Pittman and R. L. Pittman.

—

Cunningham Grocery Company, St. Joseph, Mo. To sell cigars. Capital, $5000. Incorporators: T. J. Cunningham, Ida May Cunningham and C. L. Webster.

—

W. S. McKane Company, Rochester, N. Y. To sell cigars, cigarettes and tobacco. Capital, $5000. Incorporators: Wm. S. McKane, Enos G. Allen and Howard F. Barnes.

—

Newbery-Alverson Co., New Brunswick, N. J. Deal in tobacco. Capital, $50,000. Incorporators: J. D. Manton, E. K. Newbery, Bound Brook, N. J.; J. K. Alverson, New Brunswick, N. J.

—

M. Argueso & Co., Inc., Manhattan, N. Y. Manufacture and deal in cigarettes, tobaccos, etc. Capital, $25,000. Incorporators: M. Argueso, J. F. Noya, Newark, N. J.; J. M. Sola, Porto Rico; F. Ruscher, Brooklyn.

—

The Delavina Cigar Co., Portland, Me. for the purpose of manufacture and sale of cigars, cigarettes and tobaccos, with $10,000 capital stock. Officers: President, Henry N. Taylor, of Portland; treasurer, Grace E. Urbano, of Portland.

—

The American Tobacco Company, which conducts large warehouses in Madison, Stoughton, Edgerton and other points in Wisconsin, filed articles of incorporation in that State, on May 18th. The capital stock of the company is $93,788,700, of which $238,826 is represented in Wisconsin. F. M. Keats, of Milwaukee, is the company's representative in Wisconsin.

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Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker

18 E. Chestnut St., Lancaster, Pa.
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DEVON MANUFACTURING CO., 411-417 So. Sangamon St., Chicago

Wanted.

WANTED—Siftings, scraps and cuttings. Cash buyers write us. New York Tobacco Co., 322-324 E. 44th St., New York. 3-15-tf.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York. 6-1-ch.

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Table Shorts and Scraps. Price 45 cents per pound.
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HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York.

FOR SALE—High-grade cigar scraps; superior to most high-priced long fillers; making mellow, rich and aromatic cigars. Correspondence solicited. Address, Standard Cigar Scrap Co., Miamisburg, O. 4-15-2

UNION-MADE cigar clippings, plain or sweetened, 1½ to 16-ounce packages. Fifty years' experience. Your brand or territory. Good, responsible parties only. Samples sent on application. Quality guaranteed H. & J. Breitwieser, Buffalo, N. Y. r 5-16

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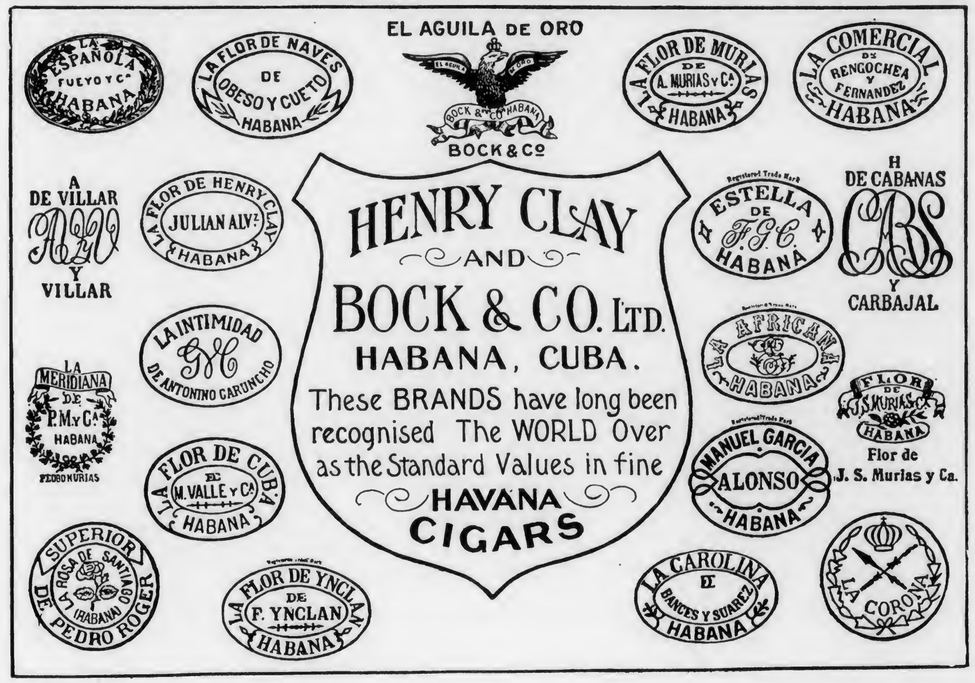

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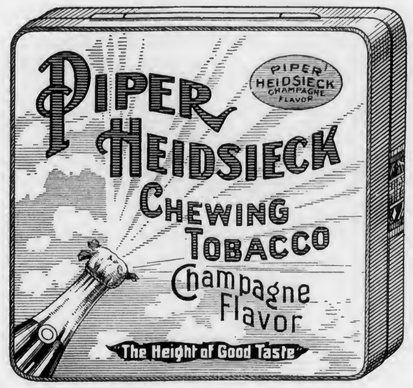

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H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

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Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

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UNCHALLENGED

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

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MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

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"The Quality is Mild but The VALUE IS STRONG"

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THE TOBACCO WORLD

JUNE 15th
1912

Leading Features

Tampa Manufacturers Elect Inspectors in Accordance With New Agreement

Receiver for Valloft & Dreux of New Orleans and Their Chain of Stores

Rain Affects Stocks Causing All Tampa Factories To Close Down

First Pennsylvania District Gains Over Five Millions

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Gains in Lancaster District on Cigars

Latest News of the Leaf Markets

All That's New With Jobbers and Distributors

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 12

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

S. FERNANDEZ & CO., Tampa, Fla.

ADMIRATION
ADMIRATION

RAINBOW CUT PLUG

Best 5c. package on the market

FRISHMUTH BRO. & CO., Inc.
PHILADELPHIA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great
FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

Made by
Salvador Rodriguez
at
Tampa, Fla.

Offices: New York Warehouse: Havana

BEHRENS & CO.
HAVANA, CUBA
Manufacturers of the "SOL" Brand

SOL
HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

We doubly inscribe our new brand

SINTOMA
("Token")

To our Founder as a memory-tribute—(See label).

To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

Juan F. Portuondo
Cigar Mfg. Co.
1110-12-14-16 Sansom Street, PHILADELPHIA

PASTORA
"THE MASTERPIECE OF ALL BROADLEAF WRAPPED HAVANA CIGARS"
Made by
SAN TELMO
CIGAR MFG. CO.
DETROIT
"QUALITY CREATORS"

Established 1857

M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

SAN FELICE
5¢ CIGAR
FOR GENTLEMEN OF GOOD TASTE
THE DEISEL-WEMMER CO. LIMA, OHIO, U.S.A.

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

CENTRAL UNION
UNION MADE
CUT PLUG

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
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For Gentlemen of Good Taste

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PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

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EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE OF HARTS
BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office; 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

CRESSMAN'S
COUNSELLOR
5¢ CIGAR

Tops
All Nickel
Cigars
The Kind on which to Build
Your Business
MADE BY
Allen R. Cressman's Sons, Philadelphia

Short talks to Dealers

We are all working for the satisfied customer. He's the man who pays the rent, and the light bills and the profits. If he quits coming around, the lights go out.

FATIMA
TURKISH
BLEND
CIGARETTES

are "satisfied customer" makers. They are repeat sales cigarettes. They have a quality not easily forgotten.

Years ago they won a reputation as the College Cigarette, and many of the men who made that name for them on the campus are still smoking them.

Make Fatimas your leader. Go into partnership with them for satisfied customers.

The package purposely has been made inexpensive, so that the cigarettesmight be given that "extra" quality.

Liggett & Myers
Tobacco Co.

"Distinctively Individual"

HAVANA STICKS

we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

CHEW

Climax Plug

The standard of QUALITY
for nearly half a century

P. Lorillard Company

Jersey City, N. J.

Established 1760

B
BOLD
BOBROW BROS.

Questions=and the Answer

Are you, Mr. Jobber, distributing a nickel cigar that you know, beyond a question of doubt, is the best quality and workmanship that can be produced to retail for 5 cents?

Are you concentrating your valuable time and energy on a fast repeating proposition?

Have you the brand that is leading all nickel sellers in your territory?

The **Bold** is the answer to all these questions. Distribute the best, concentrate your time, centre your energy on the **Bold.** Your reward will be the leading nickel cigar in your territory. It will make or sustain your reputation as a dispensor of Quality Cigars.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

MARCA INDEPENDIENTE — POR LARRAÑAGA — DE TABACOS DE VUELTA ABAJO — MANUFACTURADOS EN LA HABANA DESDE EL AÑO 1834

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' — F. Ry Ca — HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

Hunt Red Rabbits

In all Seasons

Fine stogie proposition for distributors.

PENN CIGAR COMPANY
2038-40 Bedford Ave. Pittsburgh, Pa

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club — Clear Havana - Made in Tampa

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

El Dallo

A Triumph in Cigardom!!
5c. CIGAR

Instead of useless, gaudy bands, that frequently break the cigars, we use a
REMARKABLE AIR-TIGHT WRAPPING
that keeps the cigars
FRESH, FRAGRANT, CLEAN AND PREVENTS BREAKING
And we back it up with
QUALITY NOT EXCELLED AND SELDOM EQUALLED
EL DALLO sells on sight and repeats on merit

Produced by WERTHEIMER BROS., Baltimore, Md.

London Trophies — ARISTOCRATS — 2 FOR 5 CTS. $2.50 PER 100

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.
46 Miller Street, Pittsburgh

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

Punch Boards

Sell Everything and Will Sell YOUR GOODS

¶ Punch Boards are used to promote the sale of all kinds of merchandise.

We own the patent upon the board and no one else has the right to manufacture them.

WHOLESALE OR QUANTITY PRICES

25 Hole Punch Boards	at	$ .30	each	400 Hole Punch Boards	at	$ .65	each
50 " " "	at	.40	each	500 " " "	at	.70	each
75 " " "	at	.45	each	600 " " "	at	.75	each
100 " " "	at	.50	each	700 " " "	at	.90	each
150 " " "	at	.55	each	800 " " "	at	1.10	each
200 " " "	at	.55	each	900 " " "	at	1.30	each
250 " " "	at	.60	each	1000 " " "	at	1.60	each
300 " " "	at	.60	each				

Terms for approved credit: 30 days net; 2% 10 days, f. o. b. Chicago.
The above prices include punches and boards complete, that is, labeled and filled with paper slips containing serial numbers, which prevents the slips being carried from one board to another. We carry stock labels, also labels having blank headings and upon quantity orders, we make up special labels (containing your own ideas).

Write for further particulars to the

STAR GUM COMPANY
411-17 S. SANGAMON STREET, CHICAGO

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

LA TONIA

A Clear Havana Sumatra Wrapped Cigar

¶ Made in sizes and shapes that appeal to men who appreciate **Quality.** It is that particular Cuban blend and aroma that wins favor among the judges of quality cigars.

JOHN STEIGERWALD & CO., Inc., Philadelphia

Makers of EL BORITA and WAHANETAH — 20th and TIOGA

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

Send me your special Manila offer, without obligation.

Name

Street

City State

OPAL ONYX HUMIGARS

Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

It fits the man *you* want

The one who *knows* a good cigar; and has the price.

The *Girard* exactly suits the great majority of classy smokers because it has the real Havana flavor and yet is always agreeable to the most sensitive nerves.

Full-flavor combined with mildness—That is what makes this cigar the smoke hit of the day.

Our strong nation-wide publicity and our square selling-policy, are all to the dealer's benefit and help him to build up steady and profitable trade.

Why not tie up close to this winning proposition? Keep a good assortment of the *Girard* always on hand. And *let your customers know it. They'll all come back*—The *Girard* is *a repeater.*

3 standard 10-cent sizes

"Brokers"	"Mariners"	"Founders"
5¼ in. Perfecto shown above	5⅝ in. Panatella	5-in. Blunt

$70. per thousand from your jobber or us.
Other sizes retailing up to 15 cents straight.
We have no schemes nor premiums to undermine your business. We do everything to help it. *Doesn't that fit you too?*

Antonio Roig & Langsdorf, Philadelphia
Established 1871

The New

5c Cigarette

A Silk Novelty in each package

Cigars of Distinction — Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

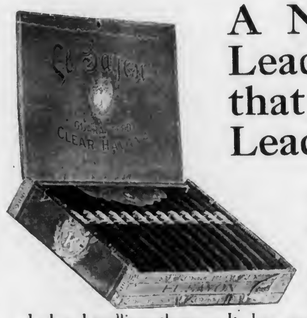
Clear Havana Cigars

Office and Salesroom, 23 DUANE ST.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

THE BRIGHT SPOT
for discriminating Havana
Cigar Smokers

Sig. C. Mayer & Co.
MAKERS
PHILADELPHIA



A Nickel Leader that will Lead

The "El Sayon" is a truly up-to-date cigar built to produce more business for the dealer handling them. It has quality, style and workmanship—which makes a winner.

"El Sayon" cigars are made on the principle of knowing how.

Write now for special introductory offer.

H. F. KOHLER
MAKER
Nashville - Pennsylvania

The New Cigar Manufacturing Concern
THE BAUM-JAFFE COMPANY
Personnel, Policy and Brands

President Nathan Baum — Manufacturer Isaac Jaffe — Sales Agent B. H. Steifel — Sec. & Treas. Isidore Baum

THE MEN BEHIND THE NEW COMPANY

THE Baum-Jaffe Company, which has just been organized in Philadelphia, is to be directed by business experts who have years of successful experience to their credit.

THE MANUFACTURER

THE manufacturing will be under the supervision of Isaac Jaffe, known from coast to coast as the best manufacturer of high-grade goods in America. For the past twelve years he was manufacturer with a large concern, which was recently bought out by another company. Mr. Jaffe is best known as an expert in broadleaf wrapped, Havana cigars and as manufacturer for the Baum-Jaffe Co. he will have better opportunity than ever before for producing high-grade cigars.

THE OTHER OFFICERS

NATHAN BAUM, the president, and Isidore Baum, the secretary and treasurer, are widely known as progressive business men, their house of Adam Baum & Sons, Philadelphia, having had a successful career of over fifty years.

B. H. Steifel, the sales agent has long been identified with the cigar interests throughout the country. His long experience and the facilities which the Baum-Jaffe Co. will provide will aid him to promote the most effective distribution, a feature of the business in which he is well qualified. Mr. Steifel will personally visit the trade in carrying out his selling-campaigns.

THE POLICY OF THE BAUM-JAFFE COMPANY

THE new concern will be a strictly hand-made "Uniform quality" house. The brands to be marketed will be superior in every way right at the start. The quality will never deteriorate as the new company will never resort to the frequently employed and much-to-be-deplored custom of cutting down quality as sales increase. The policy of the Baum-Jaffe Co. will be: **The Greater the Sale, the Better the Quality.** They will deal in high-grade, hand-made cigars, made in up-to-date and marketable sizes. The Philadelphia factory will be at 115 and 117 North Third Street, and other factories will be maintained in the same district. The new company begins business under the best auspices, with encouragement from the largest concerns in the United States.

THE COINER
Hand-made 5 cent straight, Long Filler, Havana Blend

A. J. CASSATT
Hand-made 10 and 15 cent proposition

EL JAFFE
Hand-made Broad leaf Wrapped Havana Cigar

THE company begins business with two brands that will retail at 10 cents and higher. The A. J. Cassatt, named for the late president of the Pennsylvania Railroad Co., and the El Jaffe, named for the manufacturer of the Baum-Jaffe Co. The cigars will be very choice grades of hand-made broadleaf-wrapped Havana goods.

THE 5-CENT BRAND

THE Coiner is a hand-made, long filler, Havana blended cigar of a quality that gives it pre-eminence over any five-cent cigar on the market.

All of the brands will be attractively packed under original designs that will give them identity.

The Baum-Jaffe Company is ready to submit samples and will be glad to do so, or to send salesmen on request

The Baum-Jaffe Company

115-117 North Third Street — Philadelphia, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR

5c. STRAIGHT

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

If you want an uncommonly good Segar, try this brand, nothing better can be made.

¶ *They make trade for you—they make money for you—also some for the makers.*

Segar de Luxe.
This Connoisseurs' Edition de Luxe
Rubaiyat
was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba Under the personal supervision of
John W. Merriam

JOHN W. MERRIAM & CO.

139 Maiden Lane, New York

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

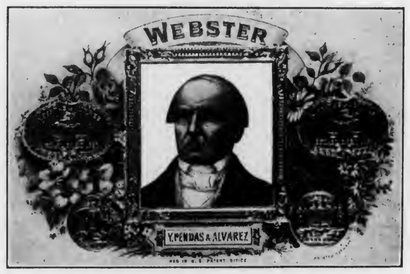
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, JUNE 15, 1912. No. 12.

Receiver For Valloft & Dreux and Their Chain of Stores

Well-Known New Orleans Jobbers and Retailers Become Involved—Friends Express Regret

NEW ORLEANS, June 11th.

IN the petition of Augustus Craft and the Ruy Lopez Company, of Key West, made to the Civil District Court yesterday Judge Skinner appointed Thomas G. Thompson receiver for the tobacco firm of Valloft & Druex Company, Limited, fixing his bond at $10,000.

The petition recites that the Valloft & Dreux Company are indebted to the above parties in the sums of $39,000 and $19,000, that the board of directors of the company by resolution have declared that they can not meet their obligations and that the appointment of a receiver is necessary.

Just after the filing of the above petition L. E. Valloft, president of the Valloft & Dreux Company, applied for the appointment of a receiver to wind up the affairs of the Independent Cigar Stores Company, Limited, as also for judgment against that company for $1,500 with interest. By resolution, the board of directors of the independent company have stated that the corporation is unable to meet its obligations.

Mr. Thompson was also appointed receiver of the latter company, the bond being fixed at $10,000.

The Independent Store Company control leases in the principal part of the retail section of the city and operated twelve stores. Both of the above firms did a large business, Valloft & Druex being one of the largest and best known cigar distributors in this State. Individual members of the companies were very popular. Much regret was expressed in tobacco circles at the trouble into which these companies have become involved.

PELICAN.

Tampa Factories Forced to Close

Continued Rainfall Affects Cigar Stocks, Causing Shutdown

TAMPA, June 11.

TAMPA presents the unusual condition this week of an entirely suspended cigar manufacturing industry, and not due to labor troubles. Rainfall, which is unprecedented in duration, if not in volume, has put the tobacco in all the factories in unworkable condition, and, one by one, the houses have been forced to shut down and await the return of dry weather. Rain began falling last Thursday, and since that time there has been an entire absence of the genial sunshine which is characteristic of Florida at all seasons.

At this writing there is not a factory in operation in the entire city, and the probability is that not one cigar will be made in Tampa this week. That this will have a very perceptible effect not only on local business, but also on the records of the city for the month and year may be readily understood. The Weather Bureau says today that the rainfall will continue about thirty-six hours longer. It is due to unusually low pressure on the middle gulf, and such continuous precipitation has been known in Tampa byt once before—in 1902.

Tampa Manufacturers Sign Agreement; Elect Inspectors

They Will Have Power to Call Upon Employers and Settle Any Disputed Points

TAMPA, June 12.

FOLLOWING a meeting of the Tampa cigar manufacturers on Saturday, June 1, another was held on June 8, at which the inspectors provided for in the agreement of June 1 were elected. They are: Antonio Fernandez, a former manufacturer, and Jose Caras, a practical cigarmaker, who is not a member of any organization of workmen. Both are experienced men and it is believed that they will discharge the duties of their positions with satisfaction to all concerned.

Several weeks ago a joint meeting of the cigar manufacturing firms, the Citizens' Association of Tampa and the Board of Trade was held for the purpose of making some arrangement for an enforcement of the equalization agreement of 1910. Complaints were numerous regarding the old agreement and the Citizens' Association and the Board of Trade took the initiative in calling a meeting for the purpose of effecting a more definite understanding. One proposed form was drawn up, but this was not satisfactory, as it was regarded as a partial affair, favoring the union idea, and a meeting of all the manufacturers was then called to discuss the question. This meeting was held Saturday, June 1, and resulted in the adoption of an agreement, in effect, as follows:

The appointment by the manufacturers of two inspectors, one to be a person not engaged or interested in the manufacture of cigars, but thoroughly conversant with the business, the other a cigarmaker not affiliated with or a member of any union or labor organization. These inspectors are to visit the factories of the city, not less than once every thirty days, for the purpose of inspecting the sizes, shapes and prices of the cigars manufactured, and to determine whether or not the agreement of equalization of 1910 is being carried out and adhered to. If the inspectors find that cigars are being made which are not scheduled, listed or provided for in the 1910 agreement, it will be the duty of the inspectors to fix a price for such size. In the event the regular inspectors fail to agree upon any matter, they are to call upon the Board of Governors of the Board of Trade of Tampa to appoint a special inspector to settle the point in dispute. The inspectors shall have the power to call upon any manufacturer found not to be living up to the agreement to reimburse employees or workmen to the full extent of the difference between the price paid and the price fixed by the agreement of 1910.

The agreement and the work of the inspectors should do much toward preventing labor troubles, because the cigarmakers will have always a "court of appeal."

Eighth Amsterdam Inscription

Prices were extremely high at the eighth Sumatra inscription, held in Amsterdam on June 7. The leaf was of a uniformly good quality. American concerns purchased about 2700 bales of the tobacco.

Among the larger buyers were: H. Duys & Co., 1000 bales; E. Rosenwald & Bro., 800; A. Cohn & Co., 371; Deisel-Wemmer Co., 311; Otto Eisenlohr & Bros., 179; S. Rossin & Sons, 65.

How I Would Run a Retail Cigar Business

Written For The Tobacco World by "A Mere Smoker"

I HAVE been a user of tobacco for ten years and do not claim to be an expert judge of the finest grades of goods, but I will endeavor in this article to give a smoker's opinion of how I would go about establishing the ideal tobacco and cigar store. This plan, if strictly adhered to, I firmly believe would establish my store on a paying basis in a comparatively short space of time.

In the first place (granted the fact that sufficient capital is at hand for putting the venture through) I would, as nearly as possible, secure the ideal location, in a fairly large town. It would also be a good idea to watch, for a time, the methods of men who have been successful in the retail sale of tobacco. I would see what class of customers they catered to and then dope out my idea on what I should do. It would also be well to watch the number of people who would pass in a certain time the locations I had in mind, before selecting mine.

It has been said that men smoke more heavily in summer than in winter. We instinctively seek the shady side of the street in summer. So a store on the shady side of the street would be a good plan as it would materially help to secure the heavier summer trade. Certainly it would be hard to secure a location combining all the mentioned advantages, but a little forethought and brain effort will accomplish marvels in bringing most of them in the range of the possible. All these matters, small though they seem, are really very important in the long run to the future of a successful business.

Next I would do a little "ciphering" on what my monthly expense account would be in the location selected. I would take into consideration rent, lighting, salaries of help, etc., and find out definitely how much business I had to do to cover my expenses and also make a reasonable profit.

Let us say I am now well located in the business part of town. The stand has been fitted out neatly, but not necessarily expensively, using, say, a wood trimming finished and stained in a mission effect, which gives an odd yet rich appearance. The display windows could be finished in a lighter hard-wood to produce an attractive contrast. Now, a few words about this window. I will plain its style to attract the attention of the passerby. The side glass can be placed at such an angle that people turning a corner a square away will be confronted by my sign, which can be attractively lettered thereon. It will immediately "hit them in the eye" without even the necessity of turning the head. Then when they come up to my store they will turn and see what such an attention-compelling window contains of interest to a "smoke-hunter." I will take up the matter of window display later.

In selecting my original stock I would sell the brands that had "made good." By this I mean those that were the best sellers by virtue not only of judicious advertising, but those that had the inherent good qualities to back up the advertising. I would carefully watch the tastes of my various customers and not hesitate to order, even if only in small quantity at first, a certain brand which had been called for, as one good customer will often influence many others to use his favorites.

Now, I have my own idea on what constitutes the ideal smoking mixture and I would have such a mixture made up under my own brand and personal supervision and push it for all it was worth, selling it at as low a profit as possible. Thus I could establish a reputation, the glory of which would soon be reflected in rapidly increasing sales of my other goods. If my mixture did not happen to satisfy the palate of a certain particular smoker I would modify it for him, even if it put me to some little trouble. For it is on such principles as these that the most successful businesses are founded.

In selecting a stock of pipes, I would carry all grades, of course, but would make a point of not carrying much "junk." It cheapens a store and the percentage of profit, besides, is too small. I would push the sale of the better grades of pipes, not only because there is more profit in their sale, but because there is more enjoyment to the smoker in their use.

In point, I would here give an experience of my own. I well remember the first good pipe I ever purchased. I had owned and discarded many before this, as the men who sold me pipes usually knew even less than I about real enjoyment in pipe-smoking. A friend of mine "put me wise" to a tobacconist who catered to pipe-smoking cranks and I went to his store—a veritable smoker's Paradise. That man sold me a pipe which was far better than any I had ever used. He also gave me a few valuable pointers about the care of a pipe which I would impart to my customers, as they are not common knowledge. I never knew real pipe enjoyment until he showed me the way. I think this little story makes my idea plain—that for real pipe-smoking one must have a real pipe—and they do not sell at 25c., either.

I would also carry only a very carefully selected assortment of the best brands of cigarettes, as there are only small profits in their sale also. Not every one will agree with me on this.

My main effort would be in my line of cigars. There would be no "ropes" in my stock, even in the cheaper grades. When I see some of the very cheap cigars that are sold and smoked, I confess I feel ashamed of some of my fellow-smokers who put quantity before quality, though I really think the majority of smokers are beginning to know a really good smoke when they strike one. Those are the men I would go after and I would go after them hard, giving the very best brand I could secure for their money.

Most important of all in the establishing and holding of my trade, I would insist on courtesy and consideration on the part of my clerks to all my patrons, from the man who bought a five-cent bag of tobacco to he who regularly purchased the very best cigars by the box.

In waiting upon customers I would try in a diplomatic way to educate their taste in what constitutes a good cigar, cigarette or tobacco. I could easily learn in time to differentiate between the man I could teach to use good tobacco and the one who "wants what he wants when he wants it" and thus not "get in wrong" with any of them. This can be done in such a way that no offence can be taken—just show him that you have discovered a good thing and want to put him next.

Such conveniences as a 'phone, some comfortable lounging and smoking chairs, a city directory and a few good sporting periodicals would be appreciated by all of my customers and I would see that they were embodied in the regular features of my place.

I would have my lighter arranged conveniently so any passerby could stop in and use it, for the chances are that the next time that passerby enters the store he will be a customer.

And now another important item—window display and advertising cards. I would utilize all my spare moments to evolving ideas for these cards and displays. I do not claim to be connoisseur on art or the harmony of colors, but I feel sure I could point out glaring errors in the arrangement of 75 per cent. of the displays I could pick out in a short walk in the business section of any large city.

These displays should be changed continually. How many windows we see that have the same stereotyped arrangement often fly-specked and garnished with dead flies of a previous summer! They give an infallible index of how live the man inside is! The display would not necessarily be expensive or large and crowded, as all their effect would thus be lost. Some neat and out-of-the-ordinary always attracts most attention. Window cards could also be lettered in spare time. I would utilize the baseball fan's love of the great game to have him buy my goods and also appeal to the football "bug" and the theatregoer. As a prominent advertising man said recently: "Don't overlook that sympathy thing in advertising, for it's one of the best assets the ad writer has." So why not put it to use—for the window display is the best medium a retail tobacco merchant has.

Regarding lighting, cleanliness and the arrangement of my stock I would accomplish the very best possible. The effect of a bright attractive store on the patron is too well-known to require much attention here.

I would carefully watch my record of sales and expenses and keep continual tabs on all my profits, so I would know whether my business was on the boom or needed added ginger for an uplift. I believe more businesses fail because the manager knows too little about figuring profits than for any other reason.

As I stated at the beginning, I am but an humble smoker—one who, I fear, is looked down upon by retailers as a harmless lunatic, and inconsistent crank, to be humored at all times, yet I feel sure that there are many essential truths in these statements, and if the opportunity presented I would stake a great deal that my theories would work out to a successful conclusion.

French Supervision of Tobacco Industry

THE French Government keeps a pretty close watch on the tobacco industry as a foreign periodical notes in a recent issue. In the French Ministry of Finance there is a class of officials whose activity is little known to the outer world. These men are the official tobacco testers, and they pass judgment on every kind of tobacco manufactured in France.

They consist of a chairman and five assistants, and from morning to evening they have nothing to do but smoke cigars, cigarettes and pipes, in order to arrive at an estimate of the different kinds of tobacco submitted to them.

It is not only the products of home industry that come before them for judgment, but the cigars and cigarettes that are sold in France have also to make their appeal to the decision of their palate, and the pleasantest part of the day's work comes when it falls to their lot to test the high price Havana cigars sold by the State.

The officials who undertake this difficult and responsible duty are ex-inspectors of tobacco manufactories, who have passed a certain number of years in the State's service and have given proof of their capability for this peculiar kind of work. Their by no means light duty consists in smoking from 9 in the morning to 5 in the evening, and very often it is by no means the best kinds of tobacco with which they have to deal. The injurious influence of this tobacco debauch, which produces great dryness of the mouth and throat, and might easily lead to nicotine poisoning, they endeavor to combat by drinking great quantities of black coffee, which acts as an antidote to the effects of the nicotine imbibed. And it is only black coffee that renders it possible for them to distinguish between and estimate the value of the various kinds of strong tobacco.

The successful merchants of today place their faith in honest, common sense, persistent publicity. They know that advertising is simply news—news of merchandise, and prices, and store service, and so on. And the advertiser who gives the people the news they want to read has the only sort of power over pocketbooks that is fundamentally sound.

"Physiology of the Pipe"

M. WATTVILLE, the well-known French scientist and amateur collector of pipes, who possesses the finest existing collection of pipes of all nations, publishes the following curious set of reflections, which he calls "The Physiology of the Pipe":

First—While the cigar and cigarette are cosmopolitan, the pipe is characteristic of a race.

Second—The activity of a race is in proportion to the length of the stem of the pipe.

Third—The shorter the pipe the more laborious the nation.

Fourth—Inversely the longer the pipe the lazier the race.

Fifth—The more frugal the nation the smaller the pipe it affects.

Sixth—On the other hand a large pipebowl is a sign of a wasteful and sensual nation.

Seventh—The mind of a race may be deduced exactly from its way of smoking.

Eighth—Tell me what you smoke and I will tell you what you are.

"Blushing Bride" was Society Man

George L. Storm, treasurer of the United Cigar Manufacturing Company together with Frank Patterson, prominent New York lawyer and counsel for the company, played a practical joke on a Connecticut Justice of the Peace recently. The Justice had expressed an aversion to marryiny anybody at any time and while at supper the J. P. was hurriedly called by Mr. Storm, who with tears in his voice pleaded with the Justice to overlook custom and marry his friend Patterson, who had just eloped with a society belle of Gotham.

When the Justice stopped at Mr. Storm's house and found the participants had failed to secure a license he rose in arms and flatly refused to perform the ceremony. Then the "blushing bride" removed a wig and disclosed the person of Colby N. Chester, Jr., a prominent New York society man.

PROBLEMS of the RETAILER

Warm Weather Advertising

MUCH can be learned of the science of advertising for the average merchant, by studying the methods of the great department stores. These emporiums have been built up to their present prominent position in the business world solely by advertising, and they pay high salaries for the best brains in the advertising business. Their conclusions, as may be seen in the methods actually employed, represent the results of exhaustive experiments in the art of selling goods through newspaper space, and no one can deny the fact that they get results.

One of the significant features of this publicity is that they spend so much money through the summer in advertising. One reason for this policy is the conclusion that a steady trade is the best, and even though prices are slashed widely in that time it is economical in the long run. Where advertising is allowed to drop, or to be cut down, trade drops, too. As a result the force of clerks is not profitably employed and a loss, or either a large decrease in revenue follows.

A merchant in advertising now days, aims above all things to impress upon the public that he has enterprise and intelligence. And if he spends a great deal of money on publishing that fact, and then cuts down on his appropriation, so that his name appears in the advertising column only at intermittent periods, the impression of previous advertising is largely effaced.

The public must consume your goods in summer just as well as in winter and it is up to the progressive merchant to get on his toes and take that trade. You will find many competitors who are slackening up in the race and becoming listless at this period so get busy and secure that business Mr. Cigar Store Man.

Pointers For the Clerks

The bigger a man grows the smaller a dollar looks to him.

The world hasn't much use for a man who puts himself to little use.

In order to be a success in business it is first necessary to be a success as a man.

Many a man has been patted on the back so much that it has stunted his growth.

Don't wait for the time to come when you need friends to make them. Make them now and let them use you first.

The man who asks for a raise in salary on the strength of what he is *going to do* for the concern is trying to sell a pig in a poke.

The man who thinks that he knows it all stands very little chance beside the man who wants to know it all.

You may be right in thinking that you know more about the business than the boss does, but be careful about how you assert the fact.

The Policy of Courtesy

THE student of modern business methods often pauses and wonders whether in the hurry and scurrying after profits and large dividends we are not losing sight of the fact that we are forgetting how to be courteous in our relations with our business associates. Between the systemitizing and the rush for increased trade, he argues, we are becoming boors.

While the argument just given may possibly be too far-fetched there is a tendency abroad which undoubtedly works toward that end. A public service corporation in this city recently ordered its employes not to say "please" to their patrons on the ground that much valuable time was lost each day in the use of this pleasing little word. They also requested their patrons not to say "please" to the employes.

A prominent magazine writer wrote a short time ago of a well-known American in the courtyard of a Swiss hotel commenting on the charming courtesy which pervaded the place, and saying that he would give $10,000 if that courtesy could become the habit in his home office and salesrooms. He added that his foremen were much more inclined to swear than say "good morning." It is just barely possible that those particular employes might usually be in better humors if they were not compelled to produce certain results and had little time for the niceties of business.

The courtesy which at one time used to be shown in some stores is, alas, a thing of the past. Then one felt almost like an honored guest when he made his purchase. That in too many places has been succeeded by a smirk politeness which almost changes to open scorn if the customer happens to have simple tastes and does not care to invest largely. The clerk who tries that method on anyone with the least sense of perception will never see that customer again.

Window Bulletin Suggestions

ARE YOU ON THE POLITICAL FENCE?
Whether you are or not, don't let that bias your judgment on our fine assortment of cigarettes. The window display tells the story.
5c. per package up.

WE DON'T EXPECT TO SELL TO EVERY ONE.
The man who buys his cigars and wants quantity at the expense of quality does not wish our goods. But he could get the BEST at the most MODERATE price.
Try Us.

ROOSEVELT OR TAFT?
Many of our patrons are undecided and doubtful as to who should have the nomination. Yet one fact they are emphatically positive about is the excellency of our cigars.
Step in and Try One.

A "Bold" Salesman

THE above caption can be applied in its best sense to a description of G. McConnell Palmer, the star local salesman for Bobrow Bros. When Mr. Palmer took up the exploitation of the "Bold" cigars two years ago, Philadelphia dealers were just beginning to recognize the merits of this smoke. Mr. Palmer, knowing the intrinsic value of the cigar started out on a "Bold" campaign among his old friends in the northwestern and northeastern sections of the city and today he has more than 800 retail stores, all of them live ones, pushing the "Bolds" across the counter. Mr. Palmer is an optimist as to the future of this cigar. His optimism is based not on fancy but on the volume of his repeat orders. That is the test of a "Bold" salesman.

Herbert Solomon, who formerly traveled for J. Bamberger & Company, is now working the Nevada territory for Ehrman Bros. & Company, of San Francisco, who have taken over the Bamberger business.

George Cacematis, who has been covering the San Francisco district for the "Nestor" cigarette, is now campaigning on that popular product in Los Angeles and adjoining territory.

Harold Flammer, representative for Benson & Hedges, of New York, has been working the Coast States in the interest of his firm.

Hank Gleason, an old-time and popular traveling cigar man, is now manager of Emil Griefen's Randolph street cigar store in Chicago.

Al Meyer, formerly city salesman for Shepard & Strassheim, of Chicago, is now connected with Ruhstrat, Crowley & Company in the same capacity.

John A. Lapkan, the genial salesman of A. B. Smith & Company, of Boston, has been working the cities of Middle New England on "3-20-8" cigars with splendid results. Joseph McDowell is a recent addition to the Smith selling force and is doing good work.

Gilbert Smith, the well-known Y. Pendas & Alverez salesman, is covering the Middle West pushing his firm's lines.

Joseph Carrigan, the popular New England representative for Theobald & Oppenheimer Company, of the Quaker City, recently returned to his headquarters in Boston after an extensive campaign through his district on the "Wm. Penn" and "Royal Lancer" cigars. Mr. Carrigan will next tackle Vermont and impress on the dealers in that section the merits of his goods.

Wm. Brinkman, who is traveling for the Minneapolis Drug Company, recently covered the Cincinnati trade, where he called upon the Geo. Voige Cigar Company. Mr. Brinkman has a brother who is also a knight of the grip for a plug tobacco concern.

Charles J. Castillo, sales manager of the large Tampa firm of P. San Martin & Leon, has been covering the Eastern cities looking after the interests of the Martin & Leon brands.

One of the best known and popular New York salesmen is Charles Bernhardt, who is now covering the New England States for Schinasi Bros., pushing "Egyptian Prettiest," "Superfine" and "Natural" cigarettes. His traveling experience dates from 1906, and since that time he has been connected with the American Tobacco Company and Butler & Company, Inc., assisting the latter concern to popularize "Pall Mall" cigarettes.

M. Landau, the Canadian representative for Henry Clay and Bock & Company, Ltd., left a short time ago for a trip through Europe.

L. G. Atkinson, representative for the "Melachrino" cigarette in the Middle West, with headquarters in St. Louis, has severed his connection with his firm, his resignation taking effect June 1.

G. L. Marion, the popular representative of Antonio Roig & Langsdorf, of Philadelphia, is now covering the Pacific Coast States, where he reports smokers are beginning to realize the merits of his products, particularly the "Girard" cigar, which is more than coming up to expectations.

Horace Gladstone, the hustling Bondy & Lederer representative on the Coast, after an extensive campaign in Southern California, is now covering Portland, Ore., and adjacent districts, where he is working shoulder to shoulder with Rosenfeld & Smith, of Portland. He expects to arrive in the Golden Gate City in several months, at which time he will wage a campaign on the "Watt" cigar.

J. J. French Opening Factory in Tampa

Former Manager of Havana-American Company Has Leased a Building—Fixtures Being Installed

TAMPA, June 12.

J. J. French, former manager for the Havana-American Company here, who recently resigned with the intention of locating elsewhere, has decided to engage in cigar manufacturing in Tampa and has leased a factory building at Fourteenth street and Twelfth avenue, which is being rapidly fitted up for factory purposes.

Mr. French has already had installed the fixtures and furniture, but declines, as yet, to make public the names of his associates in the new concern. He has gone so far, however, as to order labels, which are now on the way.

WHILE strolling along one of the prominent streets near the center of the town several days ago I suddenly decided that a smoke would taste mighty good. I came to a place where a sign, "Cigars," attracted my attention, and I lifted the latch and entered.

It was a very warm day and I left the door open and waited for a clerk to wait upon me. Presently the owner, a man of possibly sixty years, entered, and before asking what I wanted, softly slipped behind me and carefully closed the door. After he had waited upon me I asked him how he found conditions in the trade. "Rotten," he replied, and went off in a tirade on modern business methods and the present condition of the tobacco trade. "Surely," I thought, while strolling back to the office, "that man is far luckier than he deserves to be."

Upon inquiring I had discovered that this man, the founder of the firm, doing business for over fifty years in a good location within eight squares of City Hall, on a prominent street, had never advertised. He had his cigars placed in a number of neighboring cities and sold only his brands in his retail store.

His store was dusty, unattractive looking. I found the door closed on one of the warmest days of spring, and one small weather-worn sign and a pile of dirty cigar boxes in the windows was all that showed to the passerby the kind of business being carried on.

This cigar manufacturer during his career had seen firms springing up and branching out into prominent, progressive concerns, doing an enormous country-wide trade. He had seen them use modern, legitimate, aggressive publicity methods, and refused to recognize the signs of the times. Is it at all strange then that in the year of our Lord, 1912, he stands and rails at the condition of the trade? Verily, verily, a man who is blind as all that gets all that is coming to him!

* * *

A California story about Mark Twain in the days when he was not overburdened with profitable employment has it that a woman of his acquaintance met him one day on the sidewalk with a cigar box under his arm.

"Mr. Clemens," she said, knowing he was an unusually heavy smoker, "whenever I see you, you're carrying a cigar box. Aren't you smoking too much?"

"It isn't that," replied Clemens, "I'm moving again."

* * *

Not so very long ago a drummer alighted from a small town in Northern Pennsylvania, and started down the main, and apparently the only street in the place.

He looked up and down the street, then hailed Lee Bung, who was going past with a bundle of soiled wash, with, "Say, John, how much of a place is this?" "Stleet ca' ev'ly forty minute," replied the Chinaman.

When I bought four cigars in a retail store the other day, I pushed them across the counter for the salesman to put in a paper bag, not having my cigar case with me. He said, "do you want to carry these cigars with you all afternoon?" and receiving my affirmative nod he proceeded to explain, "If I were you, I would not put them in a bag. They would keep better if you would stand them erect in your coat pocket."

"Why?" I queried.

"Well, the nearer you can keep these cigars to your body, the better they will keep, since the heat and moisture from your body acts as a humidor and prevents them from becoming dry and brittle. This is especially true in the summer time. If it were cold and wintry I wood recommend your putting them in a bag, but during these hot days, you will find that they keep much better by being kept as close to your body as possible."

"All right, old Scout," I said as I put the cigars in and tested his new theory. He was right. I had learned something, which I gladly pass on to other retailers who can impart it to their customers and at the same time save the cost of buying bags.

* * *

Not very long ago a New York man puts it, J. Pierpont Morgan was feeling uneasy about his health, and upon going to his physician was ordered to quit smoking cigars. Several days later his secretary, upon entering his private office, was surprised to see the noted financier and art connoisseur blandly puffing away on a pretty "hefty" looking cigar and blowing out thick clouds of smoke.

"Why," exclaimed the secretary. "I thought—I thought the doctor said——"

"I'm not using tobacco," exclaimed Morgan, testily. "This is merely a cigar that Tom Ryan gave me."

* * *

While not vouching for the truth of the following story overheard recently which caused me to raise my eyebrows slightly, I pass it on as a fairly good one:

The elevator conductor of a tall office building, noticing that the colored janitor had ridden up with him several times that morning, remarked:

"Sam, this is the fifth time I have taken you up, but you have not come down with me."

"Well, you see," Sam replied, "Ah been washin' windows on de 'leventh flaw, and every now and agin Ah misses mah hold and falls out."

THE ONLOOKER.

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Detroit, the New Tampa of the West

The analogy between the oft-quoted saying that the "Stars of Empires move westward in their course" and the more modern interpretation that "Stars of Industry are moving in the same direction", is shown by the latest reports on the tobacco industry of Michigan. Statistics, compiled by 1909 census, and just made public, present a forcible illustration of the remarkable growth of Michigan, and more particularly Detroit, as a tobacco manufacturing center. Three-fourths of the total product of the State is manufactured in Detroit, which is literally the working hive of the State's industry.

The total value of the products, which includes cigars, cigarettes, chewing and smoking tobacco and snuff, increased from $9,245,000 in 1899 to $11,864,000 in 1904, and to $16,179,000 in 1909, making a gain of $6,934,000, or 75 per cent. for the decade.

Of the 729 establishments reported in that State, all but 14 are engaged in the manufacture of cigars and cigarettes, but the value of their output formed only three-fifths of the total shown by the entire industry. This indicates that the tobacco-manufacturing industry, including chewing and smoking tobacco and snuff, has reached tremendous proportions considering the comparatively small number of factories.

The statistical development of Detroit is especially interesting. Although the number of factories increased only six from 1899 to 1909, the value of the products in that time grew from $6,536,000 to $12,773,000, representing also an increase in capitalization from $1,930,000 to $5,486,000. During that time the number of persons engaged in the industry grew from 4,037 to 6,544. These figures confirm the general tendency of the industry everywhere, that the larger factories are growing larger and the small ones are becoming smaller and gradually passing out of existence.

When it is considered that these tremendous gains represent only an increase of six factories in ten years, the significance of this concentration of the industry is quite evident.

The increased importance of Detroit as a cigar manufacturing center is being recognized everywhere, especially in the Middle West, where Detroit-made cigars have found a growing market. At its present rate of progress Detroit is becoming eligible to a prominent place in the list made illustrious by the fame of Tampa, Key West, Havana, Philadelphia and New York.

Greetings to the new Tampa of the West!

You Can't Force the Retailer; Educate Him

"Suppose you owned a department store in New York or Chicago, with annual sales of from twenty to thirty millions. For years your expenditure in the metropolitan dailies in advertising your store, your name, your brand had amounted to perhaps $250,000 annually. This being your store, your tradition and your investment in good-will, would you not carefully scrutinize a line of merchandise that some one attempted to force you to carry by exploiting it in the national magazines?"

The above query has been raised by one of the great national weekly magazines in discussing the attempt of certain manufacturers to force the retail trade to handle their goods. It is quite pertinent to the cigar and tobacco trade, and emphasizes the truism that national advertising without national distribution is money wasted.

Manufacturers who have attempted to force the retail and wholesale trade to handle their goods without first enlisting their co-operation, and taking the dealers into their confidence, have run against the snags of faulty distribution repeatedly and have found their thousands and thousands of dollars sinking into the bottomless pit of wasted effort.

After all, any selling plan, however brilliant, is fundamentally weak if it overlooks that strategetic link between the factory and the consumer, the retailer, and no manufacturer ever attained permanent success who ignored this important factor. This truth is beginning to dawn on many of the so-called advertising experts who have at last learned that it is impossible to force any cigar, cigarette or smoking tobacco down the throats of the retailer simply because it is advertised. As the result of seeing the retailer's position in its newest and truest light the advertising experts have been forced to recognize the importance of trade journals in any selling campaign.

The trade journal, if it be worth anything at all, provides the vital connecting link between the manufacturer and the dealer. By constantly keeping before the dealer through trade papers and enlisting his good-will through personal solicitation and trade-paper advertising, the national advertiser creates for himself that feeling of interest and co-operation which is sure to keep open the channel of distribution.

A big national advertiser who has always used trade papers hit the nail squarely on the head when he said:

"Trade papers are undoubtedly the cheapest and most authoritative means of getting at the right class of retailers. We believe in them as a means of reaching the people we are aiming at, namely, the progressive and intelligent merchants. They are the men who take trade journals and recognize more and more every day that nationally advertised products are almost self-selling over the counter. We do not regret a single dollar we have ever spent in trade-paper space. It has repaid us indirectly many fold by preceding the salesman and making additional national distribution easier for them."

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

A. T. Co. Declares Quarterly Dividend

Former Subsidiary Companies Also Vote Earnings to Stockholders

THE American Tobacco Company declared the regular dividend of 1½ per cent. on its preferred stock on June 5th. No action was taken on the matter of declaring an extra dividend, which had been rumored. The company holds $16,000,000 stocks of other companies which it must dispose of within three years. One plan of disposition is that the securities be sold, but how the proceeds are to be divided remains undecided.

Three of the new companies formed out of the old tobacco combination also declared initial dividends on their common stock. The George W. Helme Company and the Weyman-Bruton Company, both engaged in the snuff trade, declared their first common stock dividends of 2½ per cent. quarterly each. This is in addition to the regular dividends they have been paying of 1¼ per cent. each on the preferred stock, which were also declared June 5th. The dividends are payable on July 1 to stock of record June 15.

The P. Lorillard Company declared similar dividends.

To Manufacture "Melachrinos" in South Africa

M. Melachrino & Company gave out a report from their New York office last week that they intended to open a cigarette factory in South Africa, which would be located at Cape Town, and probably start operations August 1.

Mr. Melachrino stated that owing to the demand for their cigarettes in that country it had been considered advisable to establish a factory there to care for that trade alone. All other points are to be cared for from the main factory in Cairo, Egypt. The employes for the new plant will probably be secured in this country.

Tampa Co-operative Co. Move New York Office

DURING the past fortnight the New York headquarters of the Tampa Co-operative Cigar Company, which have been heretofore on Duane street, have been removed to more commodious offices at 136 Water street. D. Gonzales, the treasurer of the company, reports that the sales on their "Quevedos" are growing with a steadiness which is gratifying in the extreme.

This company adopted originally as their motto "Quality," and they have staked their entire future on the production of goods which were just a little above the highest standard of clear Havana goods. The result has been that each sample order of "Quevedos" has meant duplicate sales and a permanent new account for their books.

"Clix" a New Duke Cigarette Product

THE W. Duke, Sons & Co., branch of Liggett & Myers Tobacco Co., are now busily engaged in marketing a new brand of popular priced oval cigarette, which they have named "Clix." These goods are blended of Turkish and American tobacco and packed in boxes of 10's, 100's and 500's, and are offered to the trade at $3.90 per thousand, subject to the usual cash discount. The "Clix" cigarette will be packed with coupons, which are redeemable in either one of the company's decorated satin ribbons or a half cent in cash, or in the premiums which the Liggett & Myers Tobacco Co. are offering their customers.

Considering the tremendous competition at the present moment in the making of 5 cent oval cigarettes, it is almost needless to say that the quality of "Clix" is worthy of attention.

Diehl's Havana Tobacco Cable Code

The office of the "Tobacco World" has been favored with a copy of one of the most useful publications which we have ever seen, Diehl's Havana Tobacco Cable Code. This Code book is the result of several years' work of Herman Diehl of Havana, who is a member of the firm of Gutierrez & Diehl, 53 Estrella, Havana, and there is not a phase of the tobacco industry, leaf or cigar, which is not carefully and intelligently covered for use with code words, and for use in sending cablegrams not only to Cuba but all over the world.

We feel confident, that if merchants were acquainted with the extraordinary scope of this book of over 200 pages, that its adoption and use would be universal throughout the industries.

Merchants who are interested at all, can inspect a copy of the work at the office of the "Tobacco World," or by addressing the compiler direct from Havana or A. B. Bornholdt, 142 Maiden Lane, New York.

Making a Hit with the "Marconi" Cigar

D. M. Frank & Co. report a strong demand on their "Marconi" cigar, which they have pushed lately on account of the Titanic disaster. Orders are coming in from all sections of the country, keeping the factory working full time.

M. Winkelstein, the leaf tobacco dealer of Syracuse, New York, has just taken more commodious quarters in that city, and is now located at number 230 E. Water street.

New Ruy Suarez Product of Merit

VINCENT M. PLANCO, of Ruy Suarez & Co., the New York clear Havana manufacturer, sailed for Cuba on Saturday, June 9th, on his regular purchasing trip, which he makes annually. Mr. Planco will be gone about a month, and is prepared to buy more heavily of leaf than on any previous trip he has made.

Ruy Suarez & Co. have just been awarded a patent on a new form of packing their El Planco clear Havana goods, which they have named "Nested Triangulars." The cigars for this particular brand, are made in triangular form, and are packed in 5's, 10's and 50's. The 5's and 10's are put up in a very unique imitation cedar carton, and the goods rest completely and neatly in triangular cardboard holders.

The top of the box, as shown, displays a minature representation of the well known Planco label, done in brown and gold, and the whole packing is as unique and inviting a one as you have seen for a long time.

Boxes of 5's are offered to the trade, so that they can retail them for 65c., and the 10's are priced so that they can be retailed for $1.35.

Making It Hard for the Smoker

The non-smokers in many of our cities certainly are trying hard to make it unpleasant for the poor, harmless puffer of tobacco. The ladies, usually society women, are now waging crusades, so-called anti-street car smoking campaigns particularly. They speak of the "ashes from cigars blowing in people's eyes," etc., etc.

In commenting on these puritanical efforts a contemporary recently stated that he humbly wished to suggest to these women patriots to first banish long hat pins, hobble skirts and cheap perfumery. Possibly if they did that it would leave their husbands enough money from their pay so they could buy decent cigars, the kind that hold their ashes, instead of the "two-for" which many of them are obliged to buy now.

And if a lighted cigar in close proximity on a crowded street car is unpleasant to non-smokers in the rear seats, it is not dangerous, which is more than can be said regarding the long hat pin which many a poor unfortunate has been obliged to carefully watch and dodge at times while riding on a crowded public vehicle.

The Tin Decorating Company has taken over the tin department of the American Tobacco Company in Baltimore, Md. The former a subsidiary of the tobacco company is capitalized at $2,000,000. The plant employs about 1000 persons.

President A. D. Bendheim of the Metropolitan Tobacco Co. when interviewed by a WORLD man stated that the withdrawal of the Liggett & Myers account was yet in an unsettled condition, and that his company were unprepared to make any definite statement, in the matter just at this moment.

Their plans for the future will be more definitely formulated within the next ten days, and they will then be in shape to make a statement to the trade.

Copenhagen Snuff

Attention is directed to the initial announcement on page 5 of the Weyman-Bruton Co.'s Copenhagen snuff This concern, since their severance from the A. T. Co. have specialized in the snuff business to a marked degree, and their progress in the short time of their individual existence has been most noteworthy.

Knowing better than the consumers themselves, the care which must be exercised in properly manufacturing and merchandizing of such a perishable article as snuff, the Weyman-Bruton Co., have thrown every precaution possible around the distribution of their goods, so that the consumer might receive his box of snuff, in the freshest possible condition.

This company were among the first to plainly stamp on each box, the date on which the goods were packed, and they have always urged jobbers and distributors to keep their stocks, down to a minimum so that the consumers would be able to get the benefit of fresh goods in every instance.

Copenhagen snuff is guaranteed to be absolutely pure, made from specially selected rich leaf tobacco by an exclusive process, which retain all the good of the leaf and expels all the acid qualities. The company invite inquiries from any and all dealers, who have had difficulty in obtaining a satisfactory supply of Copenhagen chewing snuff.

Henry Deisel, of Deisel-Wemmer Co., Weds

Henry Deisel, of the well-known cigar firm of Deisel-Wemmer, of Lima, Ohio, was married to Miss Gladys E. Alderman, of Marietta, that State, on June 3rd. Mr. Deisel has entered the wedded state with the heartiest congratulations of his friends.

Speed Goodloe Again in Wholesale Field

Former Member of Dusel, Goodloe & Co., Opening Jobbing House At 1203 Cuthbert St., On July 1st.

SPEED GOODLOE, who recently retired from the firm of Dusel, Goodloe & Co., on N. 7th street, is now making arrangements to open a new jobbing house at 1203 Cuthbert street, which building was, until lately, occupied by the Brown-Bucher Company, cigarette manufacturers. The last named concern will be remembered as starting business at the above address last fall and going exclusively in the manufacturing of cigarettes. It is said they dropped $17,000 in the venture and the final closing out of the business took place several weeks ago, at which time they disposed of an expensive cigarette making machine.

Mr. Goodloe stated to a TOBACCO WORLD representative several days ago that he will handle a full line of domestic and imported cigars. His domestic brands will be his own, manufactured by independent concerns. He will carry a complete line of imported goods, including those of Henry Clay and Bock & Co. He has not completed his final plans as yet, not having decided on the personnel of his sales force, but he stated that he will be ready for business on July 1st. On the 25th of this month, he will issue a circular to the trade, announcing his policy and brands.

The building Mr. Goodloe will occupy, at 1203 Cuthbert, is an almost new two-story and basement affair and is admirably suited for a wholesaler of tobacco and its branches. The alterations, which are now under way will include the installation of a large humidor, the length of the first floor, with a capacity of over one million cigars. The location is also a central one, which is an added advantage.

Mr. Goodloe will enter the wholesale field anew with a vim, and his friends are all wishing him a pronounced success at his new location.

Terry & Hogan Take Over Fischler Stand

THE change in ownership of the cigar stand in the Real Estate Trust Co. Building, until recently conducted by Herman Fischler, who died a short time ago, went formally into effect on last Monday.

The stand will be run by Charles Ferry, formerly with the Sulzberger-Oppenheimer Company, and Miss A. M. Hogan, who was employed in the packing department of the same concern. Both have had a practical experience in the manufacturing of cigars which should be of great benefit to them. They will do business under the firm name of Terry & Hogan.

Baum-Jaffe Co. Open Philadelphia Factory

A crew of workmen have been busily engaged for the past two weeks getting the new Philadelphia factory of the Baum-Jaffe Co., at 115-17 North Third street ready for occupancy. On the floors that have been already renovated cigarmakers have been set to work and this force will be increased as soon as alterations are completed.

Following the announcement of this firm in the last issue of THE TOBACCO WORLD, numerous inquiries have been received from live jobbers and retailers who have been anxious to make connections with this enterprising firm. The demand for their 10c. cigars "A. J. Cassatt" and "El Jaffe" has been phenomenal, while their nickel cigar, the "Coiner" is making friends wherever introduced.

Isidore Baum, secretary and treasurer, states he expects to have 100 hands soon at work in the Philadelphia factory, which, together with the production from their Souderton factory, will bring the capacity up to a point where they will be able to take care promptly of all of their orders.

Park & Tilford to Have Ritz-Carlton Privileges

It is reported that the cigar stand privileges of the new Ritz-Carlton Hotel, Broad and Walnut streets, Philadelphia, have been leased by Park & Tilford of New York. This hotel, which is now nearing completion, will take its place alongside the Bellevue-Stratford as a high-class hostelry. The cigar stand privileges should be quite valuable.

Wm. H. Rhoads Purchases Another Stand

Kline & Co., retailers of Broad and Ridge avenue, have disposed of their cigar store to William H. Rhoads, 1433½ Filbert street, who will take charge of the new location after extensive alterations have been made. The Kline location is an old one and was known years ago as the Silver Dollar store.

D. B. Mayer, a prominent Ocean City wholesaler, is much elated over his prospects on the "Bold" cigar. He took on this popular Philadelphia product recently, and had a number of calls for the brand before he was able to supply the demand.

David Kaufman, of Kaufman, Pasbach & Voice, New York lithographers, called on the Philadelphia cigar manufacturers during the past week after which he left for Lancaster. Mr. Kaufman reports that the month of May was the biggest in the history of his firm.

Quaker City Briefs

Samuel Jacobs, of Hilbronner & Jacobs, has returned from a brief though successful tour of the South and Southwest.

Dusel, Goodloe & Co. report an increased demand on Porto Rican cigars. Mr. Cole, of their salesforce, has been working the local field on their Porto Rican brands.

Louis Klein, of the Louis Klein Cigar Co., Cleveland, O., stopped off in Philadelphia last week to visit some of his friends in the trade. He was a welcome visitor at the factory of Antonio Roig and Langsdorf whose lines he represents in Cleveland.

At the new drug store just opened at 8th and Arch streets, Philadelphia, by the Central Drug Company, a full line of the popular brands of cigars is carried, including "Roigs," "Cincos," "Havana Ribbons," "Marcellos" and other well-known brands. The store is in charge of Mr. J. Shenkin, M. D.

Sig. C. Mayer & Co. are far from making complaint regarding conditions at this writing. The "Rey Oma" and "El Wadora" are meeting with repeated success wherever they have been introduced. Westerners have taken a particular liking for the Mayer goods and show their appreciation in the increased sales.

C. A. Rossman, of 681 N. Broad street, who is situated right in the heart of "Automobile Row," is well pleased with the outlook in that location. He recently stated that the "Bold" and "Discriminator" cigars, of Bobrow Bros. have taken quite a hold among the automobile enthusiasts, and reports increased business on these brands.

The Rey Oma base ball team, composed of employes of Sig. C. Mayer & Co., secured ample revenge for their defeat at the hands of the Sheip & Vandegrift aggregation of ball tossers some time ago and beat them recently to the score of 15 to 5. This now makes a tie and another game should settle the rivalry between the fans of each establishment.

The new United Cigar Stores stand at the southwest corner of 12th and Chestnut streets was opened for business on Wednesday morning last. The formal opening has been announced as Saturday, at which time a premium and double certificates are to be given away. Any customer making a purchase of $10 or more will receive as a premium a handsome cigar humidor.

Allen R. Cressman's Sons May Open Another Plant

The home of the "Counsellor," Allen R. Cressman's Sons, is a hustling one at present, the Philadelphia factory being pushed to the limit. The other two up-state factories are also working to their full capacity to supply the demand. Allen R. Cressman's Sons are seriously considering the establishing of another plant and the trade need not be surprised to hear this announcement ere long. The "Counsellor" is very popular in the Pennsylvania coal regions and in New Jersey. With the resumption of activities in the coal mines the sales have risen until a new record has been tacked up. The sales for May, as reported from the Philadelphia office, have risen higher than for any month in the firm's history.

Havana Ribbon Salesmen on the Jump

Bert Thompson, Western representative of Bayuk Brothers, is at present on a visit to the Philadelphia office and gives a glowing account of "Havana Ribbon" sales in his territory. Mr. Thompson's statement is verified by the large increase in weekly and special shipments to the central and far West.

From the South J. C. Revercomb is sending big orders for "Havana Ribbons," some of his most active accounts being William Deiches & Co., distributors for the Baltimore territory; W. H. Harris Grocery Co., Richmond; E. F. Beale & Sons, Norfolk; Wood-Nickels Grocery Co., Roanoke, and Cole Tobacco Co., Newport News, Va.

The Pennsylvania-New York territory, under the control of Dave S. Achenbach, is steadily growing in distribution and duplicate business.

Samuel, Max and Meyer Bayuk, comprising the firm of Bayuk Brothers, have stated their intention of applying to the Governor of Pennsylvania for a charter to do business under the title Bayuk Brothers' Company. The business will be carried on along the same lines as heretofore.

In order to meet the increased demand for their "El Borita" cigar, John Steigerwald & Co. have been forced to consider the opening of another factory. They have under consideration several desirable sights including Norristown, Sumneyton, Pennsburg and Green Lane, Pa. It is likely that they will locate in one of these and open up a branch factory in order to increase their production of nickel cigars and obtain a better class of workmanship, than if they would concentrate their manufacturing all in one town.

Manager Batroff reports that business is showing very satisfactory gains both locally and through the Middle West.

Tuckett Tobacco Company Reorganizes

Will Apply for Charter to Increase Its Capital to $5,000,000

THE Tuckett Tobacco Company of Hamilton, Ont., have applied for a charter to increase their capital stock to $5,000,000. The plant in Hamilton will be doubled. Under the new organization more shareholders will be taken in and the present stockholders will be given a chance to get in on the ground floor. The board of directors will be increased from three to five and although there will be a number of changes, there will be none in the staff or management.

The rumor that the Tuckett Company would shortly be merged with the MacDonald Tobacco Co. of Montreal, in order to better compete with the American Tobacco Company in Canada was vigorously and emphatically denied by both concerns. A later rumor put it that the MacDonald Company had purchased a controlling interest in the Tuckett Company through intermediaries, but this report could not be confirmed.

Tobacco Manufactures in Minnesota

According to the last census, in 1909, there were three hundred and thirty-nine establishments in Minnesota engaged in making tobacco manufactures. They employed 2,130 persons, and capital invested was $1,718,309, while expenses totaled $2,851,870. The value of products was $3,364,792 of which $2,108,842 was value added by manufacture.

all that's new with JOBBERS and DISTRIBUTORS

Ehrman Bros. Take Over Bamberger & Co.

ONE of the important changes on the Pacific Coast in a jobbing line within the past fortnight is that of the sale of J. Bamberger & Company, of San Francisco, to Ehrman Bros. & Company, the transfer to be made during the present month.

Julius Bamberger founded the Bamberger Company about twenty-eight years ago and was one of the best known "long shot" jobbers in that section of the country. He has announced that he intends to plan a long vacation after the business has been closed up, which will include a trip to Europe.

Ehrman Bros. & Company will continue the Bamberger brands of cigars, among them being "J. B.," "El Bambo" and "Don Riccoto." They will also take over the present stock of the firm. The Bamberger establishment will be discontinued and the business concentrated at Ehrman Bros. & Company, at 134 Front street.

Strause & Co. Hustling Peorians

E. A. Strause & Co., of Peoria, Ill., are recognized as "the" jobbers of that city. They operate seven retail stands besides their jobbing business. The business is in the hands of Abe Strause, brother of Ed, who formerly was vice-president of the Prize Cup Cigarette Co. They make as their leaders the "Webster," "Robert Burns," "Corina," "La Venga," "La Soneda," "Lord Temple," "Westmoreland Club," "Owl," and "Bachelors." Ed. Strause travelled Illinois for a good many years for Best & Russell Co., of Chicago., before going into business for himself and when with the Best & Russell Co. was Charlie Storm's searchlight. Ed is now president of the State Trust & Banking Co., of Peoria and gives up all his time to the bank and has his brother Abe and Hugh Miller take care of the "smokes." Wonder if Ed would discount a few cigar flaps and bands for his old friends?—guess so.

Two new sizes of the "Romeo y Julieta" have been placed in the East by Rodriguez, Arguelles & Company. One of them, the "Romeo Damitas," a small smoke, will sell at twelve cents each, while the larger size, the "Romeo Finos," will retail at a quarter.

Sidney Cahen, the Middle West representative of E. Regensburg & Sons, of Tampa, returned to New York recently. While in his territory he assisted in a strong campaign on the Regensburg brands, principally the "American" cigar, which enjoys a wide popularity in the Middle West and Coast States.

William Pearce, the Lynn, Mass., jobber and retailer, has opened his new store at the corner of Munroe and Market streets, that city. The store is handsomely furnished and every up-to-date device for the proper care and handling of cigars has been installed.

"Made in Chicago" Being Introduced

ONE of the new brands recently announced is one styled "Made in Chicago," which will be manufactured by the La Espera factory of Fromberz, Berlizheimer & Company of Chicago. The labels and bands have lately been received and the new cigar will soon be on the market.

A. D. Berlizheimer, a member of the firm, is now in Milwaukee assisting the sales force of C. B. Leedersdorf & Company, who are distributing the "La Espera" in Wisconsin, where it is well known among discriminating smokers.

Reymer Bros. to "Handle Solace" Brand

Reymer Bros., Inc., the well-known Pittsburgh distributors, have taken on the "Solace" brand of cigars, manufactured by Geo. W. Nichols & Company, of New York. Their territory will include Western Pennsylvania and part of West Virginia. The makers declare there has been a healthy demand for their product in that section, which accounts for the new connection.

Watson Company Take on "Don Antonio"

The Harry W. Watson Co., of Detroit, Mich., have secured the distribution for Michigan (exclusive of Detroit) of the "Don Antonio" cigar, made by H. Anton Bock & Co., New York. Claude E. Howell, of the concern, has the Detroit distribution and has made the brand popular there among discriminating smokers.

The "Omar" a New Cigarette

The American Tobacco Company will shortly put on the market a new cigarette to be called the "Omar." It will be packed twenty to the box and will retail at 15 cents. It is understood that the cigarette will be introduced throughout the country and that artistic advertising matter has been prepared for window display purposes.

H. T. Deane, the Everett, Mass., distributor, has added three auto trucks, which will enable him to cover everything within a radius of fifty miles of his establishment.

Bernard Lett, of the jobbing firm of Bernard Lett & Company, of Boston, returned recently from a trip through Southern New England. He worked principally on the "Sanchez & Haya" and his own brands, "Lett's 88" and "Lett's Londres."

H. L. Judell & Company, of San Francisco, report a good trade on their newly campaigned five-cent cigar, "A Good Cigar." Another of their brands doing satisfactorily is the "Watt." The Judell Company are now making a drive on Manila goods, which are coming fast in popularity on the Pacific Coast,.

Jobbing Trade Items

Joseph Semor, formerly with the Fahey Tobacco Company of Chester, Pa., has opened a wholesale store at Third and Parker streets, that city.

A good trade on the "William Penn" cigar, of the Theobald & Oppenheimer Company, is reported by the William A. Hoelscher Cigar Company of St. Louis, Mo.

H. Lowenhaupt, of the Moss & Lowenhaupt cigar firm, of St. Louis, Mo., recently returned from a long trip through Illinois and Indiana, where he has accomplished good results on the "Tadema" cigars.

The Peregoy & Moore Cigar Co., of St. Joseph, Mo., have removed to 714 Francis street, that city, where they will conduct a wholesale business exclusively. The new address is a much more convenient location both for the firm and its customers.

The Lawrence Cigar Co., of Denver, Colo., have taken on E. M. Schwarz & Co.'s "Inventors" and "Little Inventors" cigars and will start a wide campaign in that territory on these goods.

Jobbers of Syracuse, N. Y., report a splendid year for the cheaper lines of cigars. The five-cent cigar is a popular product in that section, the factory of Justine Seubert, of that city, Binghamton and New York, supplying the trade. Other good sellers among nickel brands are the "Silent Salesman," Jeitles & Blumenthal; the "Cinco," and "La Dola," American Cigar Co.

Seattle wholesalers have been very busy the past month in preparing shipments for the Alaskan trade. The fleet of small trading vessels bound for the North has been unusually large this spring and many of the traders have stocked up on tobacco, which they recognize as one of the most valuable commodities which can be taken to that country.

Col. T. Jefferson Sweeny, for the past twelve years the representative of the American Tobacco Company in St. Joseph, Mo., has been transferred to Denver following the dissolution of the company, as ordered by the Supreme Court decision. Col. Sweeny is now general representative of the Liggett & Myers Co. at Denver. He was very well known and liked in St. Joseph and left for his new field of endeavor with the best wishes of his host of friends.

Tobacco Manufactures in Virginia

According to the last census, in 1909, the manufacture of tobacco in the State of Virginia includes the production of chewing tobacco, smoking tobacco, cigars and cigarettes, and snuff. The 104 establishments reported for the industry in 1909 gave employment to 7.5 per cent. of the total number of wage earners in all manufacturing industries in the State and reported 11 per cent. of the total value of manufactured products and 15.1 per cent. of the total value added by manufacture. The industry shows an increase of 51.4 per cent. in value of products and 40.5 per cent. in value added by manufacture from 1904 to 1909, as compared with an increase of only 7.8 per cent. in the former and a decrease of 1.7 per cent. in the latter for the preceding five years.

Original Richardson Bill Not to Pass

Sub-Committee Decides Not to Include Tobacco Under the Terms of the Pure Food Law

THERE will hardly be any legislation during the present session regarding more strict regulation on tobacco. Internal Revenue Commissioner Cabell wrote a letter to Chairman Richardson, of the sub-committee, objecting strongly to the present measure and as a result the sub-committee decided not to include tobacco under the pure food law regulations.

The letter of Mr. Cabell, which followed a request of Mr. Richardson to him for suggestion on weights and any injurious ingredients which may be used in the manufacture of tobacco, is in part as follows:

"With respect to weights and measures, as applied to tobacco, alcoholic liquors, and other articles on which an internal revenue tax is collected, I beg to suggest that the matter is already sufficiently covered by existing internal revenue laws. The manufacture of tobacco can take place only on Government bonded premises. The tobacco can be packed only in packages approved by the Bureau of Internal Revenue, and to every package containing tobacco is affixed a stamp which is a receipt for the collection of the tax due on the contents, and which indicates the amount of contents of the package.

"Under internal revenue laws the tax must be collected on the entire amount in the package, and a package of tobacco which contains more than what is indicated by the stamp affixed is immediately liable to forfeiture, and the manufacturer who sends out such package is liable to prosecution. On the other hand, the internal revenue tax itself, which is much higher than any possible profit that could arise from short weight, is absolute insurance against the package containing any appreciable amount less than the stamp indicates. At infrequent intervals we find packages on the market over-weight. Rarely, if ever, do we find packages appreciably under-weight. Of course, the tax is collected before the package is removed from the bonded premises, and in certain classes of tobacco, and other internal revenue articles, there will be a normal shrinkage. This, however, is slight.

"With respect to prohibiting the use of licorice in manufacturing tobacco the proposition seems to be altogether absurd. Licorice is one of the recognized ingredients which enters into the manufacture of chewing tobacco. A proposition to prohibit manufacturers of ice cream from using sugar, or flavoring, and limiting them solely to the use of cream, would be exactly analogous. Or the proposition to limit a manufacturer of cake to use only flour. The use of licorice, molasses, rum, alcohol, and certain flavoring matters, is as essential in the manufacture of tobacco as is the use of eggs, sugar and flavoring matter in cake or the use of sweetening and flavoring in ice cream, etc. Such a provision would completely annihilate the manufacture of chewing tobacco, with a consequent loss to the Government in revenue of from twelve to fifteen millions of dollars, and seriously affect all other kinds of manufactured tobacco, from which source at present fifteen millions of dollars per annum additional are collected."

Retail Trade Items

Robert Fell and Walter Pierce, of Wilmington, Del., are opening a cigar store in the old police station at Front and French streets, that city.

A new smoke house will be opened in the Stewart Hotel building, San Bernardino, Cal., by Frank Rathbun, where he expects to have the finest cigar store in that section.

S. Goodman, of Los Angeles, has sold his two retail cigar stores to Fred Barman & Bro., which firm has a chain of retail stores in Los Angeles. Mr. Goodman, who has a large following in Arizona, will specialize in his jobbing business exclusively in the future.

A new retail smoke shop has been opened in Rome, N. Y., by C. H. Sullivan.

The cigar business of D. K. McMillan, Sacramento, Cal., has been purchased by A. Rickard.

W. H. Hammersmith has purchased from A. G. Krull the cigar stand in the Mutual Life Building, Buffalo, N. Y.

TOO LATE FOR CLASSIFICATION

CIGAR SALESMAN wants to represent reliable Pennsylvania cigar manufacturer, making $11 to $18 goods. Sells jobbing trade only. Commission basis. Address C. L. P., Tobacco World. 6-15-c

Late New York News

Krinsky Factory Rushed with Orders

Cigarette Concern Compelled to Work from 7 a. m. to 7 p. m. to Satisfy Demand

THE well-known cigarette concern, I. B. Krinsky & Co. are now working their full force of employes from seven o'clock in the morning to seven at night in an endeavor to catch up with orders. The "Fifth Avenue" cigarette is now making especially big strides and it is largely upon this brand that the hands are now working overtime. The "Egyptian Lotus" and "Egyptian Heroes" are also doing very well.

The Chicago representative, D. Levin, reports large gains as does their Boston man, B. Silverstein. In Philadelphia, E. B. Bowen & Co. are sending in increased orders and state that the Krinsky goods are becoming more popular every day among Quaker City smokers.

W. Detterman, United States representative for the "La Yebana" cigar of Manila, announces the removal of his office from 172 Water street to 76 William street.

I. Shiller, of 2957 Broadway, on July 15, will move up town one block, bringing him three doors south of 116th street. The new location is a more commodious one and will enable him to carry a larger stock.

At a banquet given by the American Iron, Steel and Heavy Hardware Association, at the Somerset Hotel, in Boston, on June 6, the Castañeda cigars were featured most prominently. Dave Echemendia, their hustling representative, landed the order.

Theodore Werner, of T. J. Dunn & Co., sailed for Europe last Tuesday on the New Amsterdam and after looking over the Sumatra tobacco situation in Amsterdam pretty thoroughly will make a long trip through the Continent, to last about three months. Mr. Werner feels that he has earned a vacation and expects to thoroughly enjoy himself while away.

S. P. Coe, head of the cigar department of Acker, Merrill & Condit, is now on a trip through the Middle West. He will visit St. Louis. Kansas City, Minneapolis, St. Paul, Chicago and Indianapolis, before returning to headquarters in New York. He expects to be back about July 2nd.

Max Schatz, representative for Behrens & Co., of Havana, accompanied by Mrs. Schatz and his daughter, Miss Lucia, sailed last Tuesday for an extended trip through Europe. They expect to be gone several months and will visit London, Paris, Berlin and the summer resorts on the Continent.

E. Regensburg & Sons are much elated over the progress made within the past six months on the "American" cigar and are receiving orders from many out-of-the-way points which they have not made any special effort to reach. They recently were the recipients of a letter from the United States Consul-General of Japan, asking for information regarding the Regensburg products, which is a good indication of the wide-spread reputation of this progressive concern.

Quaker City Notes

Obtains Cigars by Forging Orders

Identified by six tobacco men as the man they claimed obtained large numbers of cigars from them under false pretence, Melvin Pettit, Hancock street, above Girard avenue, was held under $800 bail for court.

He was arrested in the cigar store of A. C. Hutton, 435 Market street, where he presented an order for 500 cigars, with the name of George Parker signed to it. He took 200 cigars with him and when he returned later for the remaining 300, the suspicions of Mr. Hutton had been aroused and he had Pettit arrested.

George Parker, a tobacconist at 165 W. Girard avenue, declared at the hearing that the order was a forged one. It developed at the hearing that Pettit has obtained over 2000 cigars from the other dealers in the same manner.

W. D. Duncan, of Terry & Duncan, 10th and Chestnut streets, has returned from a campaign along the Jersey Coast resorts. He was accompanied by David H. Mousdale, the representative of Sanchez & Haya and they report gratifying results in placing the cigars in high-class seashore cigar stores. Mr. Duncan is now using a Ford motor car in his travels and is very much pleased with it.

Morris D. Neumann, of the Neumann-Mayer Company, is again in town after a long trip through the West. He is very much pleased with the prospects on the "Bella Mundo" and "El Tello," cigars.

William Luckett, of Luckett, Luchs & Lipscomb, left last Tuesday on an extended trip through the Middle and Far West.

What the New Orleans Stores are Doing

NEW ORLEANS, June 10.

LOUIS BREFFEILH, 300 Carondelet street, has devoted both of his show windows this week to an extensive display of "Webster" and "El Toro" cigars. The dressing is artistically done and has attracted much attention.

Manuel Villa, who is conducting two stands, one at Baronne and Gravier, the other at Camp and Poydras streets, is making a leader of the "Paloma," Porto Rican cigar, and "Villa's Selection," a 5 cent cigar manufactured by J. Bozano.

Blanchard Kiern, formerly manager of the cigar department of Sutton Bros., Mobile, has removed to this city and will shortly enter the employ of a local factory.

Edgar B. Mayer, salesman for Mendez & Gomez, New York and Porto Rico, spent last week here the guest of his father. While here Mr. Mayer made several new accounts for his firm.

S. H. St. Martin, 111 Decatur street, has been featuring "El Ferdie" and the "Daisy Special," manufactured for him by José Ventura. Mr. St. Martin's place is known as the Post Office Cigar Store, being located opposite the Federal Building.

Henry Asher, for many years connected with A. Falk, has accepted a position as local representative for a Western distillery. Mr. Asher is widely known to the cigar trade and his friends wish him success in his new field.

John Russ, a Texas cigar salesman, after a tour through the Lone Star State, passed through the city last Thursday.

Augustus Block, with the Havana-American Company, is here for a short stay after a successful trip through this State and Mississippi.

Colonel Moses Mayer, favorably known and universally popular throughout the Southern territory for the past thirty years, is spending a short time in the city. Colonel Mayer represents the "Bachia" cigar and enjoys a large business on that brand.

Godfrey F. Bonny, until recently in the tobacco business at Baton Rouge, is before the courts here on a charge of passing several worthless checks.

Calixto, Lopez & Co., Tampa, are represented here this week by their traveling salesman, C. L. Patterson.

C. Mendez, of the firm of Gomez & Mendez, Porto Rico and New York, has arrived here to join their salesman, E. B. Mayer, in a trip through his territory.

PELICAN.

TAMPA TIPS

Cuban Uprising Topic of Interest

Clubhouse of Centro Asturiano Badly Damaged by Fire; two fatalities occuring—Peregrino Rey Elected Councilman in West Tampa

TAMPA, June 11.

THE rebellion in Cuba is the principal topic of interest in cigar circles here. Manufacturers who have just returned from the island differ in their estimates of the seriousness of the trouble. Some think it will assume the proportions of a revolution and will necessitate the armed intervention of the United States, while others put it on the basis of a mere uprising of blacks, which will be speedily quelled. Reports are that the negroes of Havana are rapidly leaving that city for the rural regions, where they are joining the forces of the rebels. The manufacturers agree, however, that the trouble will interfere with the tobacco crop, and, therefore, will militate against the best conditions in the manufacturing industry.

The handsome clubhouse of the Centro Asturiano, one of the finest buildings in the city, was partially destroyed by fire Saturday night last. Fire was discovered on the stage, where a rehearsal for an amateur theatrical production had just been concluded, and spread so rapidly that before the firemen arrived it had enveloped the top part of the structure. Two fatalities occurred at the fire—H. D. Bassett, of Jacksonville, a traveling man for the Standard Oil Company, volunteered to assist the firemen and was instantly killed by the falling of a heavy piece of cement coping. J. H. Tucker, a former member of the fire department, who was also assisting the firemen, was fatally injured by the fall of the same coping, dying the following day in the City Hospital. When the bodies of the victims were shipped to their respective homes Monday morning, committees of the Centro Asturiano acted as escorts to the train and the Centro sent handsome floral tributes. Secretary James Fernandez, Jr., of the Centro Asturiano, says the clubhouse will be restored at once.

Arguelles, Lopez & Bro. are using some of the new leaf to advantage in filling their present orders.

A. L. Cuesta leaves tomorrow for Cuba to arrange for immediate shipment of tobacco. His firm will use the new wrapper entirely after July 1.

J. R. Burns, of F. Lozano & Sons, after several weeks in the city has started out again on the road and will go direct to New York City.

W. H. Streeter, of Streeter, Fernandez & Company, has returned from a trip through the Middle West.

Manuel and Jesus Rey, brothers of Ramon Rey, of Rey, Strauss & Company, are here from Spain for a visit to relatives, and may decide to remain.

Harry Roberts, who is one of the most prominent Mystic Shriners in the country, has returned from Los Angeles, where he attended the national conclave of the order. He had a very enjoyable trip, going with the Savannah, Ga., Temple on its special train, and returning with the Philadelphia Temple.

Peregrino Rey, of Cuesta, Rey & Company, was elected a councilman of West Tampa at the election held in that city last Tuesday. Mr. Rey led the ticket.

Manuel Lopez, Jr., of Lopez, Hermanos & Bro., is enjoying tarpon fishing at Pass-a-Grille, a famous resort near here.

Samuel I. Davis closed down one day last week for taking inventory, re-opening the following day.

A. A. Martinez, of A. I. M. Martinez Company, has gone to Cuba to look into crop conditions.

In the regular city election last Tuesday Mayor D. B. McKay, who was nominated in the municipal primaries, was elected, defeating the Socialist candidate overwhelmingly. The primary ticket for council was elected.

Manuel Campo, leaf dealer of Chicago, was a recent visitor to Tampa.

Francis Bolano & Company have been working capacity in their factory up to this week, when the damp tobacco required their suspension, with the other factories of the city.

Salvador Rodriguez remains at the local factory, giving the business his close, personal supervision.

Manuel Sanchez, local manager for Berriman Bros., believes the new tobacco will result in large increases in the demand for Tampa cigars. He predicts an increase of at least 25 per cent. in the output of "Jose Vila" when the new tobacco can be used.

Arturo Manrara, son of the late Edward Manrara, has made his home in Tampa to take charge of the interests of the estate, and was elected president of the Ybor City Land and Improvement Company, one of the big concerns which was conducted by his father.

Frank Royal Struss, bookkeeper for Samuel I. Davis, and Miss Corinne Lawrence, daughter of Dr. and Mrs. W. P. Lawrence, were the parties to a notable wedding which took place last Wednesday.

PERFECTO.

First Penna. District Gains Over Five Millions

Production for May Far Overshadows April—Deficit for Year Nearly Wiped Out

THE increase in the production of cigars for the First District of Pennsylvania which started with the month of April was continued during May with surprising steadiness. The revenue returns show that the increase of May, 1912, over the preceding month was 5,374,700 cigars. Compared with May, 1911, the month showed a gain of 1,377,640 cigars. The latest figures reduce the deficit for the first five months of this year, compared with 1911, to almost nothing. At the end of April the deficit was 1,411,390 which is virtually wiped out by the latest figures.

The revenue returns for May, 1912, compared with May of the preceding year, are as follows:

	May, 1912.	May, 1911.	Increase and Decrease.
Cigars at $3	65,116,700	63,739,060	1,377,640 I
Cigars at 75c.	21,612,000	33,212,000	11,600,000 D
Cigarettes at $3.60	27,900	35,700	7,800 D
Cigarettes at $1.25	11,363,040	9,629,400	1,733,640 I
Tobacco at 8c	98,652	92,928	5,724 I

Those Alleged Anti-Smoking "Crusades"

Editor of "American Medicine" says scents which contrary sex use are worse than Tobacco Smoke

Relative to the crusades that appear against smoking in public places, and these crusades are periodical, we notice that "American Medicine" speaks adversely. The editor of that learned publication can easily understand how tobacco smoke is disagreeable to some women, but he is confident that the scents with which many females besprinkle themselves are more disgusting to the average male than tobacco smoke can be to anybody. He is against all scents in public places, and sees no reason why one scent should be given greater consideration than another. There is logic in that conclusion.

There is an argument in the smoker's favor that has not yet been advanced, so far as we know. It is this: Since man learned to smoke the world has progressed more than in all the previous centuries. There were no great inventors before tobacco came in general use. Science and knowledge have seemed to advance along with the cultivation of the weed. It is a well known fact that nearly all of the greatest lawyers in our history chewed tobacco, and it is said that a majority of the members of the Supreme Court chew tobacco, among the number being the chief justice. No one can say of his own knowledge that tobacco is responsible for our great progress, but it and progress have gone hand in hand.

Articles of incorporation have been filed by the Ben. F. Shearer Cigar Co., of St. Joseph, Mo. The capital stock of the new concern is $20,000 and the stockholders are Ben. F. Shearer, James A. Hughes and Eugene Silverman. Mr. Shearer owns 98 per cent. of the stock.

Made in Detroit

May Revenue Receipts Show Enormous Increase

Opening of Excursion Season Expected to Boom Cigar Trade—James C. Wheeler, Former Deputy Revenue Commissioner, Buried in Arlington Cemetery

DETROIT, June 10.

TODAY marks what may be virtually designated as the opening of the excursion season. Perhaps it would be more correct to say that yesterday was the opening day, being Sunday, which is always a big excursion day throughout the season. But the Sabbath excursionists have no opportunities to shop, and leave little money here except with the street car company, the roller-coaster man, and the pop-corn and peanut vendor.

Downtown merchants have been eagerly awaiting the excursion season. The influx of thousands of visitors daily from nearby cities and rural districts means increased sales to them. The spring season, owing to cool weather, has not thus far been fully up to expectations, and cigar store sales have doubtless proven a barometric index to general shopping conditions. With added patronage and increased sales all up and down the shopping district, cigar dealers are looking hopeful and some of them are already wearing their new Panama lid or have ordered their new summer suit, while all expect soon to join in singing, "Oh, You Beautiful Doll-ar!"

This town is the real thing, too, as a convention city. No day in the year fails to see its delegates hurrying to beautiful Detroit to participate in some gathering of State, national or international importance. The advertising value and commercial advantages of these gatherings is inestimable. That the cigar and tobacco lines participate largely in these advantages goes without saying. For instance, the State Conclave of Knights Templar brought some two thousand or more persons here last week, who are known to be liberal spenders and who for the most part know no predjudice against "My Lady Nicotine." They left many dimes and dollars at various stands.

Our cigar factories and tobacco manufacturing plants maintain a dizzy pace. The sale of revenue stamps in May, as compared with last year, shows an enormous increase. The first district produced last month 2,110,576 pounds of manufactured tobacco and 23,397,000 cigars. And all good ones. The sale of stamps was as follows:

	Cigars.	Tobacco.
May, 1912,	$76,191.00	$168,847.00
May, 1911,	66,905.00	152,497.00

The Spietz-Worch Co. are exceptionally rushed. They are planning to increase the capacity of their building to the utmost, as they haven't room for the labor their business demands.

San Telmo Cigar Company are bending every effort. Mr. Rosenberger tells me, to keep pace with orders. The same story is true with other plants.

The Superia Cigar Company's former plant at No. 19 Selden avenue is now occupied by the Detroit Cigar Manufacturing Company, who took possession immediately the former firm had removed to their new plant at No. 683-690 Hendrie avenue. The Detroit Cigar Manufacturing Company (often known as the Green Seal Factory, after one of its earliest and most popular brands), is one of the oldest cigar manufacturing concerns in the city, having been located at No. 50 Congress street, East, for at least a quarter century.

For some months the Detroit Cigar Manufacturing Company have been preparing to launch a new Havana cigar, the "Catiline." Now that they are settled in their new home they are about ready to place the goods with the trade, and samples will go forward to agents within a day or so.

Rich. Helms, San Telmo Cigar Company, returned June 3rd from the Shriners' meeting at Los Angeles, after a five weeks' absence. Chas. Davison, of the Banner Cigar Manufacturing Company, who was also on the pilgrimage, returned a week earlier. Rich. managed to turn his trip somewhat to a business advantage, swinging through quite a northern sweep on his return and shaking hands with quite a few prominent distributors to whom "Pastora" and other famous San Telmo brands are well known.

Geo. L. Gross, former Detroit cigar manufacturer, has been in the city several days. Mr. Gross was for many years associated with his father, Geo. C. Gross, on Jefferson avenue. Later he operated alone in a small way, but found such little promise in the venture that he gave it up and drifted West. About three years ago he entered Bridgeport, Ill., and narrowly missed making a clean-up in the old business. As it was, a real estate speculation netted a tidy amount. He is at present engaged in the retail cigar and tobacco line there. The purpose of Mr. Gross' return here was to place Mrs. Gross in a hospital to undergo an operation of a somewhat serious character.

Jas. C. Wheeler, Deputy Commissioner of Internal Revenue, died at Washington, D. C., a week ago and was buried with honors at Arlington Cemetery on June 5th, the sixty-ninth anniversary of his birth. The entire Bureau of Internal Revenue was closed at Washington on the day of his burial, as a signal mark of the esteem and respect in which he was held by the service. Mr. Wheeler was an officer of the 18th Michigan Volunteers and rendered gallant service in the army. For five years he served as Chief Deputy Collector of the First District of Michigan, removing to Washington twelve years ago. Probably no individual in the internal revenue service was better posted and more familiar with its details and regulations than he.

Miss Amy Wheeler, a member of the local office force here, is a daughter of the commissioner. She with other Michigan members of the family were hastily summoned to Washington, as the commissioner's illness was of short duration and his death sudden and unlooked for.

Earl Saxton, recently representing Carpenter, Cook Co., of Menominee, Mich. (wholesale grocers), has signed with Harry W. Watson Co., Detroit, to cover all of the Upper Peninsular and part of the Lower.

"Jack" Abland has Ty Cobb's "Honey Boy" Evans—$500 trophy—in Cafe Grande cigar window. Few "fans" fail to pause to inspect it. The trophy was presented to Cobb as the World's Champion Batsman for the season of 1912.

Francis Taylor, representing the Rey del Mundo factory, Havana, who has been to the Los Angeles Shriners' gathering, paused here a day on his return eastward.

F. E. Cranz, of New York City, is here today accompanied by his salesman, C. S. Sarlin.

Alb. J. Kuepley has been doing some quiet work here for the "Ashbwine" and other cigars of Louis Ash & Co.

Other visitors are: S. Blum, E. Rosenwald Bros.; Howard Kinney, Duys & Co.; Izzy Mayer, Jeitles & Blumenthal, Philadelphia; N. B. Shapera, M. A. Gunst & Co., Tampa; Julius B. Annis, sales manager Sola Cigar Company, New York; Leo Weiss, Leo F. Weiss & Co., New York; L. J. McKinnon, Cordero & Co., New York; W. D. Walker, S. S. Pierce Co., Boston; Wm. Charles, G. S. Nicholson & Co.

S. F. HEAVENRICH

Moore Company Changes Name

The J. A. Moore Cigar Co., of Hannibal, Mo., have reorganized and will hereafter be known as the Red Star Cigar Company. F. C. Harrom and D. L. Holcomb, members of the concern, have purchased J. A. Moore's interest and will continue the business along the same lines as heretofore.

The J. A. Moore Co. has been doing business in Hannibal, Mo., for a number of years and is one of the well-known tobacco concerns of that State.

Stewart Bros., cigar manufacturers of Ludington, Mich., have sold out their business to William Wallace and Joseph Cartier, of that place. Both Mr. Wallace and Mr. Cartier are practical cigar men and state they will continue the reputation built up by Stewart Bros. on their brands.

The Thalheimer cigar box manufacturing plant at Cedar and Walnut streets, Reading, Pa., has closed down and is going out of business. The closing down of this concern threw out of employment 75 hands. The Bucks Cigar Box Company, of the same city, has leased part of the Thalheimer building and will use it in connection with its other factory.

The contract for the Farmers' Loose Leaf Warehouse in Cincinnati, Ohio, has been let to Adolph Dietz & Co., of that city, for $25,000. The building is to be of concrete and steel, with fireproof doors. The warehouse will have a capacity of 300,000 pounds of tobacco and when completed will be one of the most up-to-date in the city.

ST. LOUIS

W. A. Stickney Company Take on "H. Upmann" Cigar—"Tungsten" Cigar in Great Demand, Dealers Having Difficulty In Securing Enough

JUNE 12.

THE W. A. Stickney Cigar Co. has taken on the "H. Upmann" cigar, which will be offered to the trade in six sizes, viz.: "Perfecto," "Czar," "Stickneys," "Minervas," "Majors" and "Sarosos," and which will retail at three for 50 cents and three for $1.00.

Geo. W. Krebes, vice-president of the Van Noy Railway News Company, of Kansas City, was in the city the 10th of this month buying cigar and tobacco stock.

David Chalmers, Western representative of the Havana-American Company, spent several days the first of the month in this city, leaving on the 10th for Chicago. Al. Kelly, their local representative, is carrying samples of "Little Perferencias," getting a good distribution on the above size, and wherever placed it is duplicating nicely.

E. A. Sutter, of L. P. Sutter & Bros., Chicago, was in the city the first of the month, visiting the St. Louis house of his company.

A circular received by the trade here on June 10th announces the withdrawal by the Havana-American Company of their 10 per cent. gratis on "Perferencia Operas." This is the staple 5 cent size of the above-mentioned cigar.

Philip Morris & Co.'s "Little Brown Box" is getting to be one of the largest selling brands in this territory, showing a big, healthy increase in the past six months. There is no cause for alarm on the above statement, as W. H. Wolfson, familiarly known as "Billy," is on the job both during the sunlight and moonlight.

Amos Smith, proprietor of the "Buzzard's Roost," Litchfield, Ill., was a caller at the W. A. Stickney Cigar Co.'s place last week and placed a generous order for goods.

Preston Herbert, vice-president of the Esberg-Gunst Co., accompanied by his wife, passed through this city the first of the month on their way to Hot Springs, Ark.

William A. Stickney, wife and daughter, Miss Mildred, departed June 8th for New York, where they took the North German Lloyd Steamship Princess Cecile on the 11th for Europe. They go direct to Baden-Baden and will spend a greater part of their time there while abroad. Mr. Stickney will probably be absent all summer, returning to this city early in the fall.

H. A. Terry has joined the forces of the Streeter, Fernandez & Co., manufacturers of the "La Rama." Mr. Terry has the best wishes of his numerous friends in the trade in his new connection.

H. A. Bischoff arrived here last week from Kansas City, where he went to introduce himself to the local branch of the W. A. Stickney Cigar Co. "La Garnita" is the brand on which he especially made the trip. Mr. Bischoff was immensely pleased with his initial performance at that point.

C. E. Terry reports an excellent business on "La Mega" cigars, having introduced the "Lord of England" size to quite a number of the best retail dealers in this city.

Stuart G. Stickney left on the 9th for Kansas City, where he was to participate in the golf contest given by the State Association of Golf Players. Before departing he received the hearty good wishes from the boys in the store and admonished that he was expected to capture the first prize. From Kansas City Mr. Stickney will go to Denver and Salt Lake City to visit the branch houses of his concern.

Lee Atkinson, local representative of M. Melachrino & Co., of New York City, resigned his position the first of June and departed for the East. As yet there has been no one appointed to the vacancy.

E. W. Marlin, of Celestino, Vega & Co., of Tampa and Chicago, although having no connection with the W. A. Stickney Cigar Co. in a business way, can generally be found around that place. The firm's brands are on sale in the finer sizes at Ernest Rauh's, who is located in the Wright Building. Mr. Marlin expects to spend two weeks in this city on this trip.

Business on the "Tungsten" cigar is reported to be enormous, the only fault that the Stickney people find is that the manufacturers are unable to keep pace with the demand. Complaints are being received from all quarters through the necessity of reducing retailers' orders to make the supply reach all around. They hope to be able to meet the demand in a week or so.

The store of the Charles P. Stanley Cigar Co., 702 Olive street, was entered by burglars on the night of May 12th. Ten dollars was taken from the cash register and two thousand cigars were missing.

Information, under the provisions of the Child Labor Law, has been issued against Jos. R. Cugizzi, a cigar dealer at 110 North Fifteenth street, for employing two boys under legal age.

O. S. Hendrickson, representing Pohalski & Co., manufacturers of the "First Consul" cigar, which is distributed through this territory by the W. A. Stickney Cigar Co., left on the 9th for Kansas City, and will be absent about ten days.

S. M. Frank, of the Frank Pipe Manufacturing Company, of New York City, called on the local jobbers this month and showed a classy line of goods. He reports business quite good for the season of the year.

Dan. Liddy, W. A. Stickney Cigar Co.'s Western Missouri and Northern Kansas representative, will attend the Missouri State Druggists' Association Convention at Warrensburg on June 11, 12 and 13. Those who know Dan and his entertaining ways, say that the convention would be rather dull without his enlivening presence.

F. P. Baldwin, general Western representative of the American Cigar Company, with headquarters in St. Louis, left on the 7th for a swing around the circle. In his travels he will make Joplin, Kansas City, St. Joseph and Omaha, expecting to be absent about two weeks.

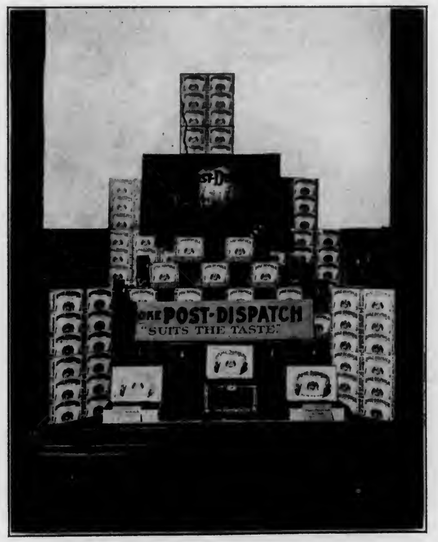
Moreda Factory to be Moved to Tampa

Branch Will Also Be Maintained in Havana, Where Foreign Goods Will Be Made

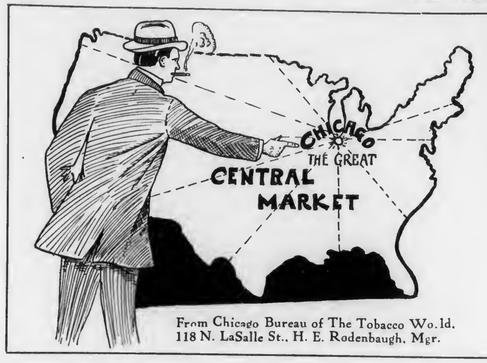
THE factory of Pedro Moreda, of Havana, which was recently purchased by M. A. Gunst & Company, of New York, will be removed to Tampa shortly, according to Henry Ensburg, who recently returned to New York from Tampa and Cuba.

This well-known concern, whose most famous brand is the "La Diligencia" Havana cigar, will distribute its products to the United States from the Tampa factory and it is intended to maintain a branch in Havana, where the cigars will be made for exportation to foreign countries.

Baker Brothers, well-known distributors of Boston, report a run on the "San Felice" cigar, manufactured by the Deisel-Wemmer Co., of Lima, O. Frank Goodwin, who is covering the Boston field for the firm is much pleased with his results on the brand. The "San Felice" is a popular piece of goods in New England and it is becoming more so every day.



Attractive Window Arrangement of "Post Dispatch" Cigars, made by Eitel & Cassebohm of Louisville, in Palace Cigar Store, San Diego, Cal.



From Chicago Bureau of The Tobacco World.
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

MAY CIGAR SALES BREAK RECORD

Business Improves in Past Fortnight---Gas Kills Isidor Latzar---S. R. Moss Cigar Co. of Reading Rents Druggist's Windows for Display During Convention Week

CHICAGO, June 12.

Cigar men are whooping it up for "Teddy" and shouting aloud for "Bill." There is no division in political sentiment as far as the dealers are concerned, because the coming of the Republican National Convention will mean a big stimulation in business, and if the delegates get into a deadlock and have to remain here for an unlimited period, these same cigar men will be all the more enthusiastic for G. O. P. Big crowds of visitors are expected here convention week and will help swell sales.

Business has been much better the past fortnight. Cigar manufacturers have been hard at work and jobbers likewise. Tobacco leaf men are also greatly satisfied with the trend of affairs and the outlook was never brighter.

Cigar Sales in May Break Record.

According to figures supplied by the Collector of Internal Revenue, cigars made in this district broke all records for May. As a contrast, tobacco production was the smallest in three years for the corresponding month.

Here are the figures:

	1912.	1911.	1910.
Tobacco	$116,864.88	$123,267.29	$130,151.85
Snuff	37,815.65	34,964.66	23,751.23
Cigars and Cigarettes	63,815.89	55,890.04	60,866.62

Cigarette Sale Increased.

City Collector Edward Cohen today announced that the smoking of cigarettes in Chicago is increasing. As proof he offered his records showing the increased number of licenses taken out. During the twelve months of 1191, 1,334 dealers applied for licenses to sell cigarettes, while so far this year 1,548 licenses have been issued, and more applicants are looked for.

Nearly $1,000,000 more has been paid to the city collector to date than had been collected at the same time last year. The payment and comparisons are:

	1912.	1911.
Sundry funds	$400,716.59	$251,581.84
Insurance tax	1,389.18	585.26
Vehicle tax	360,990.96	186,585.95
Licenses and permits	4,314,476.80	4,304,253.48
Warrants (collection)	918,248.69	778,478.49
Miscellaneous	272,564.20	238,070.77
Special assessments	2,062,302.85	1,950,074.71
Special deposits	124,840.75	58,011.90
Street railways	1,869,748.00	1,704,185.88
Total	$10,325,268.02	$9,471,828.28

The United Cigar Stores Company has leased from Patrick White the premises, 126 South Canal street, opposite the Union Station, a four-story brick building on 22 by 75 feet of ground, for ten years from May 1, 1912, at a term rental of $50,000. This is said to be a record price for rental space outside of corners on the West Side. Thos. J. Cohrane & Co. represented both parties to the transaction.

Some comments have been made in regard to Best & Russell Co. taking on a factory brand, which they have done recently, the "Mi Hogar," made by E. P. Cordero, as this factory has always confined their product to Grommes & Ulrich, making their "El Emporio" brand for a number of years. L. J. McKinnon, who represents E. P. Cordero, was formerly with Theobald & Oppenheimer, of Philadelphia. Later with Sam Gessler, of the Rubini factory. Started a factory in South Bend, Ind., making a 5 cent cigar called "Bond-Quality." Unfortunately the brand fell down. He placed it with Best & Russell Co. and did a lot of plugging, but the brand wound up in the department stores at two for 5 cents. Bill Best, Jr., felt sorry for Mc, who is a pretty good chap, and gave him a small initial order for "Mi Hogar," which he will sell in their stores. If Mc does any missionary work and turns in orders Best & Russell will fill them. This answers why Best & Russell put in the brand.

The new hotel to be erected on the southeast corner of Van Buren and La Salle streets has been leased by the Hotel Sherman Company.

Collins Invented New Display Rack.

W. G. Collins, who formerly traveled for Best & Russell in the South, is covering Indiana for this firm, with Chicago as headquarters. Mr. Collins is pushing "Sanchez & Haya" and "Hand Made" 5 cent cigars. "This," says he, "brings home the bacon." Mr. Collins has just invented a display rack for retailers to place on top of the case for tin can goods. This device will be introduced soon with the "Hand Made" cigar.

Manuel Garcia, a member of the firm of Perfecto Garcia & Bros., who resides in Cuba, and does the buying for the house, was a recent visitor here. Angel Garcia has left town on a trip to the Pacific Coast.

The exclusive cigarette privilege in both the ball parks has been let to E. A. Condax & Co.

A. M. Tobias & Co., of Fifty-fifth street and Calumet avenue, have added some new brands—"Dulce" and "El Genio." They also have in stock "Websters," "Charles the Great" and push their own brand "Battenberg," made for them by Lozano & Son, of Tampa, being one of Ben Lesser's star customers. Tobias has another place on Forty-seventh street, near the L Station; in his Fifty-fifth street place he has a large card room in the rear.

Best & Russell Co. are selling in all their stores a new all Havana cigarette, ten for 15 cents, called B. & R. Co. "All Havana Splits." They advertise it "mild for cigarette smokers." It is made for them by Storm, Fisher & Co., New York.

The United Cigar Stores Company are offering straw hats claimed to be valued at $3 for 150 certificates.

Many, Blanc & Co., 164 W. Kinzie street, wholesale liquors, have added a cigar department to their business.

Gas Kills Tobacco Broker.

The accidental opening of several gas jets caused the death of Isidor Latzar, a leaf tobacco broker with offices at 317 West Lake street. Mr. Latzar had gone into the basement of his home, 1142 Fullerton avenue, to repair a leaky pipe and pushed a table against a gas range, opening the valve. The deceased is fifty-three years old.

Schonaeffner-Collins & Co., who operate the cigar department of Central Drug Store, will give it up August 1st. The stand is for rent at $300 per month.

There is merry competition here in the sale of pipes. All the better class "loop" stores are boosting their sales by giving a can of Tuxedo with every pipe purchased. A 10 cent can is given with a 25 cent purchase; 20 cent can with a 50 cent pipe; 40 cent can with a pipe costing $1, and a 75 cent can with a $2 purchase.

The latest big loop site leased is in the Westminster Building, Monroe and Dearborn streets, by Best & Russell Co., who have taken a Dearborn street store, next to the corner, for a period of five years.

Mr. Geo. Alces, of Simon Batt & Co., of New York, was in town this month. He has his "La Verdad" brand placed with P. J. Bauer, Sherman House, Rubovitz Bros., J. Berlizheimer, W. F. Monroe Cigar Co. and C. Jevne & Co.

Walter H. Creutzburg has a good cigar stand at 319 S. LaSalle street and has quite a following from the Open Board of Trade. His principal business is on "La Soneda," "Sanchez & Haya," "La Molesta," "La Monte" and "La Reba."

S. P. Doyle, manager for the Home Drug Company, 65 W. Monroe street, is working some window displays for cigars. He says his principal leaders are "Sanchez & Haya," "Foneda," "La Soneda," "El Genio," "Lovera," "Francisco Goya" and "El Salero." He sells all popular 5 cent brands at three for 10 cents. Doyle was formerly assistant manager of The Fair Cigar Department.

Wengler & Mandell, who are the makers of the "Tom Palmer" cigar, which is very strong locally, have a retail store in the Hartford Building (Madison and Dearborn streets), which is kept open day and night and considered by many as the best cigar corner in Chicago. In clear Havana cigars they only handle their own brands, "Tom Palmer" and "Tropics," but they handle a full line of cigarettes of all brands and pipes and smoking tobacco. In five cent goods they handle a few popular brands besides their own, "The Yale Seconds" and "El O'Roy," of Storm, Fisher & Co.

Carl Von Hermann, of the Lexington Pharmacy, Michigan avenue and Twenty-second street, has a cigar department in which he carries all the leading well known brands. His leaders are "La Soneda," "Vanderbilt Cup," "La Cyrill," "Flor de Cuba," "Sanchez & Haya" and "Lovera." In five cent goods he pushes private brands.

Moss Leases Druggists' Windows During Convention.

Three thousand five hundred dollars is to be paid 500 Chicago druggists by the S. R. Moss Cigar Co., of Lancaster, Pa., for the privilege of window displays of their "Flor de Moss" cigar to be made the week of June 28th to July 5th. The Moss Company have rented the windows exclusively for that week, and it is the first time that such an advertising campaign has been made in Chicago.

The American Briar Pipe Company, 170-172 W. Randolph street, are showing many new novelties in their very attractive and up-to-date display room. Among their leading sellers is the "Black Diamond" line. This business was established by Simon J. Levey and Harry S. Levey, his son, twenty-five years ago, and the latter now conducts the business with his two brothers.

The out-of-town visitors include Ben Lesser and Sig. Mayer, of Lozano Son & Co., Tampa; Phil. Verplanck, of P. Verplanck & Co., also of Tampa; S. R. Moss, Lancaster; F. E. Francisco, New York; Fred Suss, of the R. Steinecke Co.; Fred R. Charles, of Martinez-Charles Co., and W. A. Charles, of G. S. Nicholas & Co.

The Boston Store has quite a cigar department under the capable management of Louis Marks. They handle all the popular brands at cut prices and sell a great many jobs. They operate a small factory in their building, making six brands, which they push in their departments.

Herschman Bros., formerly at 186 N. LaSalle street, have moved to 71 E. Forty-third street, corner Michigan avenue, where they will be closer to their customers.

Wm. Best, Sr., president of Best & Russell Co., spent Decoration Day in Indianapolis taking in the auto races.

Tom Foster, of 5917 Prairie avenue, who was formerly with the American News Company, has established a cigar and news depot at the above address.

I notice a clear Havana cigar called "Iliad" in all of Best & Russell Co.'s stores. They are made by Grommes & Elson, of the "Ben Bey" factory.

John A. Lorimer, of Fifty-fifth street and Prairie avenue, has quite a place. In connection with his cigar store he has a billiard room, barber shop, and news depot. He carries a big assortment of cigars and cigarettes in his store. "Johnnie" is very popular, belongs to all the neighboring clubs, accommodates all the salesman with a chance on new goods, and has made his place headquarters for the Sox rooters.

Interested with Billy Mass in the Charles Barker Co. is Louis Newman, who is president of the new corporation.

A gentleman selling mineral water for a Waukesha concern called on a local dealer and presented his card which read: U. P. Moore, with ———— Company. Perhaps the next salesman will be "Duke's Drew Good," with British-American Tobacco Company.

The new Western representative for Fritz Cros. Co., cigar manufacturers of Cincinnati, Ohio, is Max S. Austrian.

Edward A. Kraussman, the New York leaf tobacco merchant, stopped off recently on his way home from Los Angeles, where he attended the Imperial Council of the Shriners.

E. P. Prickett, sales manager of J. & B. Moos, has returned home from his annual vacation, which was spent at Virginia Hot Springs.

The cigar store in the rotunda of the Rookery Building, which is conducted by Albert Breitung, has been extensively renovated and presents a more pleasing appearance.

A. J. Myers, of Salvador Sanchez y Co., has returned from an extended Southern trip, on which he did an excellent business.

José Lovera, accompanied by Mrs. Lovera, spent a couple of days in this city recently, having stopped off on their return home from Hot Springs.

Peter A. Krusing, of 3859 Cottage Grove avenue, who made the Kirby House in Milwaukee famous, is giving his cigar department special attention. His leaders are "La Soneda," "La Natoma," "Cyrilla," "La Venga" and "General Shields."

Simon Lichtenstein, who has two loop stores and makes his headquarters at 186 N. Fifth avenue, is looking for another location. He has just added the "El O'Roy" brand of Storm, Fisher & Co. His son is working the retail trade for F. Bolano & Co., so he has window displays in both stores of the Bolano brand, as Jim Blaine would say—"Patting on the back."

Mrs. Frank E. Scott (Miss Florence Couthoui) controls the cigar privilege in the Congress Hotel, the Railway Exchange and Peoples Gas Building. Miss Couthoui's father, Joe Couthoui, started the business and was assisted by his daughter for many years. While imported cigars and high-grade cigarettes predominate, brands like "Roi Tan," "Henry the Fourth," "Tom Moore" and "Robert Burns" sell well. It is rumored she wants to dispose of the business, and, like Margaret Illington, remain at home and darn socks, but knowing ones state the bonus and good-will is "some" price.

Griff Walton, of 1015 E. Sixty-second street, has been the South Side man for Best & Russell Co. a great many years, and from all reports is a hummer. He makes his leaders "Sanchez-Haya," "Lovera," "Robert Burns," "San Marco," "Potter Palmer," "Owls" and "Palmer House."

Geo. Anderson, who represents Reid Murdoch & Co. cigar department, has been selling cigars in Chicago since "Hek was a pup." He formerly pushed the "Rubens" and "Juliana" brands, but now it is "Roi Tan" across the board. He has put this brand in every first-class shop in the loop, and it is today the best seller in the loop saloons. Uncle George has a way of doing things, and when he does not get away with his side-kick, McKenzie, the representative of Seidenberg & Co., makers of "Roi Tan," does. They travel together constantly and lots of people think they are a couple of plain clothes men from Chief McWeeny's office.

Additional Windy City Briefs.

The United Cigar Stores Company has opened their store in the Mallers Building, southeast corner of Wabash avenue and Madison street.

John W. Walters, who makes his headquarters at the Hamilton Hotel, Wichita, Kan., and travels for Best & Russell Co. in Kansas and Oklahoma, stopped off here en route for New York to visit his family, as his daughter is studying for the operatic stage in that metropolis.

Lilienfeld Bros. Co., Grand Pacific Hotel Building, have their windows full of "La Azores" in tins, twelve for $1, convenient pocket size for the summer tourist. They also job the "Corina" cigar, which Tom Dean Branyan made famous, just as credit for the popularity of "La Azora" is given Dick Congdon.

The cigar privilege at Riverside Park has been secured by D. W. Faber, incorporated.

The factory of B. Martinez & Co. is now installed in new quarters at 333 West Madison street.

Billy Baxter, at ohe time partner of the firm of Roper & Baxter, the house that put "Figaro" on the map, is the city star of Grommes & Ulrich. His stronghold is the retail druggist. While he takes orders for "Olinda" and "Emporia" cigars he always finds time to buzz a case of bottled goods in the order.

W. A. Vorhauer, who lives at 3238 Beach avenue, is Best & Russell Co.'s representative on the North Side and has built up a very large business; in fact, is one of the Best & Russell stars. "Billy" glides around in his Cadillac and the other day caromed on a drunk, who pretended he was badly hurt and is trying to trim "Billy," but he says "Nothing doing."

Al. Meyer has joined the sales force of Ruhstrat-Cowley. He was formerly with Shepard & Strassheim.

Henry Leopold, of Leopold & Mergentheim, celebrated the silver anniversary of his wedding recently at a reception at the Standard Club.

Peter J. Bauer, 83 W. Randolph street, has added the "Baronita" Tampa brand, made by Calixto Lopez & Co., of "Eden" fame. Bauer also carries the "La Soneda," "Charles the Great," "Websters" and "La Verda." In 5 cent goods he pushes the "Stratford Hotel," "Josetta," "El Roy" and "Seal of Havana."

Walter Black has joined the selling force of Leopold & Mergentheim.

Additional visitors here this week include Ed. Wodiska, of Corral, Wodiska & Co., and Geo. Yocum, of Yocum Bros., Reading, Pa. The latter has given up his office at 224 North State street and will devote most of his time in the future on the Pacific Coast, making headquarters in Los Angeles.

W. F. Monroe Cigar Co. have a large window display of the "Tadema" brand, of Arguelles, Lopez & Bro. Monroe have handled this brand for over twenty years and still selling.

HARRY E. RODENBAUGH.

Retail Trade Items

Jacob Magin & Son, of Belleville, Ill., have opened an up-to-date retail cigar store and factory at 221 E. Main street, that city, where they will carry a complete line of smokers' materials.

John D. Miller has purchased a half interest in the cigar stand at the Bancroft, in Saginaw, Mich., and has already assumed his new duties.

A cigar store and news stand was opened recently in the lobby of the Wick Building, Youngstown, Ohio, by Schagrin & Roseman. The fixtures are said to be among the most expensive in that city.

J. W. O'Donnell, of Placeville, Cal., is making extensive improvements to his cigar store. His increasing business necessitated taking the store room adjoining his old stand.

Lane & Gills, well known cigar dealers of Redding, Cal., have sold out to C. C. Kise, of that city.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, June 8.

DURING the last eight days we have had heavy showers of rain all over the island, so that now even the few places that had not received any benefit previously from rains, can bundle the remaining dry leaves and throw them into piles, in order to commence the escogidas in due course of time. The receipts of new tobacco from the Santa Clara province are beginning already to be heavier, while up to now those from the Vuelta Abajo and Partidos have been but moderate. As previously stated, by the end of this month we ought to have enough stocks on hand to make it worth while for northern buyers to come here and find some selections of suitable leaf.

Our leaf market has been quiet, as the principal demand has been on the part of the exporters for Germany, although there has also continued to be some call for the South American markets. Americans have only operated sparingly, as well as our local manufacturers, principally because there has not been enough new tobacco in our city. All this is bound to change, as we are advancing in the season.

Sales during the past fortnight amounted to 3,689 bales, or divided representing: Vuelta Abajo 840, Partido 374, and Remedios 2,475 bales.

Buyers were: Americans 663, exporters to Germany 1,538, shippers to South America 921, and our local manufacturers 567 bales.

Exports of leaf tobacco from the port of Havana, from May 20th to June 1st, were:

To all ports of the United States	4,675 bales
To Bremen and Hamburg	1,772 "
To Buenos Aires and Montevideo	921 "
Total	7,368 bales

Receipts of Tobacco from the Country were:

For two weeks ending June 1, 1912		Since January 1, 1912.	
Vuelta Abajo	1,240 bales	8,492 bales	
Semi Vuelta	455 "	1,268 "	
Partido	1,218 "	2,223 "	
Remedios	4,119 "	15,435 "	
Mayari		1,024 "	
Total	7,032 bales	Total	28,442 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—From Chicago: Mike Friedman, of M. Friedman & Co.

From New York: Allie Sylvester, vice-president of the American Cigar Co.; Max Stern, of Sylvester & Stern, of New York and Havana; Felipe Rodriguez, owner of the Flor de P. A. factory, of Havana.

From Tampa: Edgar J. Stachelberg.

Departures.—For New York: Manuel Rodriguez, Dionisio Hevia, and Ramon Fernandez (Chocolate).

For Buenos Aires: Antonio Ferres Mir.

For Spain: Miguel Gutierrez and Ignacio Gonzales.

Cigars.

Our export stastistics show no improvement during the second half of May, as per Custom House returns, as follows, viz.:

From May 16 to May 31, 1912,	9,456,742 Cigars
From May 16, 1911, to May 31, 1911	10,661,535 "
Decrease in 1912,	1,204,793 Cigars
From January 1, 1911, to May 31, 1911,	76,429,398 Cigars
From January 1, 1912, to May 31, 1912,	67,168,976 "
Total decrease in 1912, ...	9,260,422 Cigars

The principal decreases by countries were: United States 604,847, Great Britain 404,514, German 238,931, Australia 194,870, and France 144,000 cigars.

The following countries show increases: Argentine Republic 217,449, Canada 101,139, Spain 81,651, and British Africa 41,500 cigars.

The above figures appear rather disheartening as even the United States, which ought to be our best customers, are showing the worst falling behind during the past fortnight. It is to be hoped, however, that we have arrived at the point, where the tide is bound to turn, and that before long we shall see an increase again in our exports to the principal countries, owing to the fine quality of this year's crop of tobacco. As regards wrappers, however, one manufacturer, who has been in the habit to buy a certain vega of tobacco every year, and which has yielded from 50 to 70 per cent. of wrappers each time, he found that this same vega this year will only yield 20 per cent, and that even these will not be clean in colors, but contain many bad spots. For this reason importers and retailers in the United States ought to do all in their power to post smokers in time and call their attention to this defect, although the smoking and burn are excellent, and far superior to former crops.

H. Upmann & Co. continue to be busy in their celebrated H. Upmann factory, and have enough orders on hand to keep their cigarmakers employed.

Romeo y Julieta is also well supplied with orders and working normally.

Partagas does not complain, as according to the season, it is doing as well as any of our factories.

Henry Clay and Bock & Co., Ltd., report no change in their previously stated activity.

La Diligencia, under the new ownership of M. A. Gunst & Co., is quite busy upon a good order slate.

Castañeda is working along steadily, keeping up its reputation as the favorite at all banquets in the North.

Sol is doing well considering the epoch we are passing through at the moment.

Flor de P. A. Estanillo has received quite some good orders with the return of Don Felipe Rodriguez from the United States.

Eden, Don Manuel Lopez, the senior partner, has been delayed in coming here, through the happy occurrence of having become a grandfather. The factory is working quite strong for the South American markets.

Excessive rains and humidity have curtailed the output in our factories during the past eight days, as the material has been too moist to be workable upon some days.

Buying, Selling, and Other Notes of Interest.

Contrary to expectations, the revolt of the colored people has not been subjugated yet, and it seems that the ramifications had extended further than was believed at first. However, through the acts of the leaders, in trying to make a race war against the white people, they have raised such a storm of indignation throughout the whole island, that all the white people, irrespective even of nationality, have combined to defend themselves against such African savages. And while the end cannot be foreseen, how soon the latter will be exterminated, it is bound to lead to a better state of affairs in the future. President Gomez's allocutions to the people to arm themselves for self-defence has had the desired effect, in increasing the army and creating enough volunteer forces, so that finally the colored bandits will not escape their deserved fate. The latter have hidden themselves in the wildernesses of the mountains and virgin woods of the province of Santiago de Cuba, and are being helped by spies about the movements of the troops. They are enabled to fly upon the approach of the army, being even too cowardly to accept a battle, having a majority of men, and which happened at the burning and pillaging of the defenceless village of La Maya, as soon as a small contingent of troops returned. The violations of white women by negro brutes has capped the climax. Fortunately, through the establishment of military law, the spies can be summarily dealt with and shot upon the spot when caught. Even here in Havana there has been some excitement, and quite a number of colored people have been arrested upon suspicion to be concerned in this uprising, and they have been government employees in a great majority, thus showing that the better they were treated by the whites, the more ungrateful they became, and were trying to conspire against their benefactors. The time, however, has not come for Cuba to be a second Haiti, as fortunately the whites outnumber the colored people by over double the figures, or in other words not quite one-third of the whole population is colored. The assistance by the United States in landing marines to protect American property has been gratefully accepted by our government, as the latter will thus be enabled to devote all its soldiers to the prosecution of the black miscreants.

Gonzalez & Benitez were sellers of 795 bales of leaf during the past fortnight.

Adolfo Moeller purchased 585 bales of Remedios for Germany.

José C. Puente disposed of 450 bales of leaf.

H. Upmann & Co. bought 511 bales of tobacco for export during the last two weeks.

Sobrinos de A. Gonzalez sold 350 bales of all kinds of leaf.

J. F. Berndes & Co. acquired 504 bales of Remedios for export to Germany.

Herrera, Calmet & Co. closed some transactions of Remedios, amounting to 230 bales.

Sylvester & Stern purchased 500 bales of leaf for their customers during the last fortnight.

I. Kaffenburgh & Sons were sellers of 185 bales of new Remedios from their escogidas.

Manuel Rodriguez, of Rodriguez & Tejeiro, of New York, selected some 263 bales of choice vegas of Vuelta Abajo, old and new crop.

M. Abella & Co. sold 118 bales of all kinds of leaf.

D. Hevia & Co. were buyers of 250 bales of leaf in our market during the last two weeks.

Miguel Gutierrez sailed per steamship "La Navarre" on the 29th ulto. for Spain, accompanied by Mrs. Gutierrez, to spend the summer months in his old home.

Ignacio Gonzalez left on the 8th inst. per steamship "Ipiranga," via Coruña, for Madrid, to join his family.

Don Antonio Calzada, of A. M. Calzada & Co., has gone to the country again, in order to see whether he could not now be more successful in buying at more reasonable prices the bundled tobacco.

The principal shippers above 200 bales from the port of Havana were: Sylvester & Stern 942, Diego Montero 617, A. Moeller 585, H. Upmann & Co. 574, J. F. Berndes & Co. 504, I. Bernheim & Sons 428, Rodriguez, Menendez & Co. 272, Garcia & Co. 261, and Leslie Pantin 208 bales.

ORETANIV.

Latest Doings of Milwaukee Tobacco Men

Leo Roth, in Wholesale Business for 46 Years, Dies After Lingering Illness—Edgerton Cigar Co. Erects Storage Warehouse—Many Changes in Tobacco Circles

MILWAUKEE, WIS., June 10.

LEO ROTH, for forty-six years engaged in the cigar and tobacco business at 296 East Water street, died June 8th at the home of his daughter, Mrs. Max Pereles, 693 Hackett avenue, after a lingering illness, at the age of sixty-five years. Mr. Roth was one of the well known wholesale dealers of this city. He was prominent in Jewish circles and was a member of Temple Emanu-El. He is survived by his wife and four children.

The American Tobacco Company, a New Jersey corporation with a capital stock of $93,788,700, of which $238,826.65 is invested in Wisconsin, filed a statement to do business in this State with an office in Milwaukee.

Following the suggestion of H. Walton Heegstra at the recent convention here of the Rexall Drug Store Club of Wisconsin, in regard to the most successful ways in attracting the public to unique window displays, the A. Spiegel Drug Co., West Water street and Grand avenue, recently arranged a novel way to advertise the "Black and White" cigars. In the center of the main window, which was filled with boxes of "Black and White" cigars, Sambo, a colored man, sat leisurely smoking a large corncob pipe (filled with "Black and White" smoking tobacco) and whitewashed pieces of coal. Large crowds were attracted by this novel sight. It is said the display will be made at each of the 5,000 Rexall stores in the United States.

The B. Fernandez Co., makers of the "Harvester" cigar, suffered somewhat through the freight handlers' strike, a consignment of twenty-five barrels of loose Havana leaf being spoiled in transit owing to the delay caused by the strike.

Business with the local retailers has been quite good, no complaints being heard.

Steve Surman, manager of the Cuba Rica Cigar Company, has made a display of the "El Baton," which is moving quite well.

Fay Lewis & Bro. Co. report an active business both wholesale and retail, all lines moving well. This company has recently put on a new man in the State, Alex Arkins, who will make in between districts, not now covered by the older men. The city districts have also been re-arranged, Mr. Pieler putting in all his time in the downtown district, Mr. Zorger taking the entire north side, and Arthur Roelke, a new man, the south side. Edgar Hoe, secretary of the company, recently took a short vacation at French Lick Springs, Ind. He was accompanied by Mr. E. T. McGuire, manager of the pipe department.

Leo Abraham is doing his usual business. The "La Verdad," "Rosa de Mayo," "Tadema" and "Lovera" are moving very well. The "Charter" also continues to move nicely. His private brand, the "Don Corrello," is taking hold nicely and sales are increasing. Abraham has adopted a black and white design in making display windows of this brand, the Third street store having a large black sign covering the entire space with white lettering. It is very noticeable, the contrast standing out plainly. The third street window is being used to display "La Verdads" in all sizes.

Otto Krohn, of the pipe repair department, recently joined the ranks of the other Benedicts. He has moved his own store which he opened a few months ago, to his home. Joe Feiger still finds it necessary to use a cane to get about, but takes his regular turn at the store, relieving Sam Bach.

A. O. Meister continues to enjoy his usual business at Mason and East Water streets. He is displaying the "Equity" in his windows at present.

Ralph Wettstein, the Grove street cigarist, is enjoying a nice trade. He recently added several new brands to his large assortment. The candy business, which he established next door to his store some time ago is also doing well.

A. S. Goodrich & Co. are doing very well with the "Cinco" and "Equity." Collections are also reasonably good.

Quite a number of changes have occurred throughout the State. At Wausau, Wis., a new cigar factory has been established by Gust. Krueger.

J. C. Harer, a former cigarmaker at Beaver Dam, who a few years ago sold out to Carl Haertl, has re-purchased the business. He has been engaged in the cigar business in that city for the greater part of the past 25 years.

At Green Bay, Wis., Gustav A. Schmidt, cigar manufacturer, filed a voluntary petition in bankruptcy. Liabilities $2166.19, assets $721.30.

A new cigar factory has also been opened at that place by Frank E. Ambach.

Fred A. Ruplin, formerly a salesman of the P. & W. Cigar Co., has contracted for the northwest agency of the Nicholas Kuhnen Cigar Co., of Davenport, Ia. His headquarters will be at La Crosse, Wis. Among the brands he will handle are the "Dulce Maria," a ten cent cigar, and the "Pappoose," a nickel smoke.

A. W. Nehls, of Ripon, has closed out his retail business, and will devote his attention to the manufacturing of his "Blue Bird" and "Royal Seal" cigars.

The Edgerton Cigar Co., Edgerton, Wis., has begun the erection of a storage warehouse for their manufactured tobacco business. The building will be 60 x 22 feet, one story, fire proof on the outside. This company is now doing a large business in that section.

M. S. Park and Ralph E. Smith formed a partnership in the cigar business at Evansville, Wis.

John McArthur has engaged in the cigar business at Oconto, Wis. Chas. Hutchinson will open a cigar factory at Wausaukee, Wis., and Amil Scantland has engaged in business at Washburn.

At Kaukauna, Wis., Dick Shobliske and Will Kapsel have opened a cigar store, and Knute Anderson moved his cigar factory from Wausaukee to Iron Mountain.

Sanford Soverhill lost a carload of tobacco by fire, while in transit. The loss was about $4500. Fred Guene, formerly of the Guene Tobacco Co., Janesville, has entered the employ of C. L. Culton, Edgerton, and will have charge of the tobacco department.

O. A. KROMPAS.

Elizur R. Ensign Dies in Hartford

Was One of the Pioneer Connecticut Tobacco Growers

One of the best known residents of East Hartford, Conn., Elizur R. Ensign, died in that city last Sunday. He was 89 years of age.

Mr. Ensign was one of the first men in that section to engage in the culture of tobacco, having set out his first crop in 1863. In 1872 he was agent for Sandman & Bernheimer, tobacco dealers of New York, and later was with E. Hoffman & Sons, of New York, as their Hartford agent.

He is survived by a widow and two sons, F. Howard and Alfred J. Ensign, who were in business with him.

Articles of incorporation of the Land Tobacco Redrying and Storage Company, of Lexington, Ky., were filed in Frankfort, that State, on June 8. The capital stock was placed at $50,000 and the incorporators are William F. Land, L. M. Land and Younger Alexander. It is understood that the company is to build a redrying house and a warehouse, which will be leased by an Eastern concern.

F. J. Kaiser, who, for several years has been conducting a cigar store in Fremont, O., has discontinued the retail tobacco business and is now doing nothing but a wholesale trade.

O. W. Altgeld, a well-known tobacco salesman of Brooklyn, N. Y., died in that city recently at the age of fifty-two years.

Jacob Brunner, one of the oldest Baltimore tobacconists, died in that city at the age of seventy-two. He leaves a widow and eight children.

Henry B. Hertzier, a tobacco packer of Landisville, Pa., died at his home in that town recently of pneumonia. He is survived by a widow, three sisters and a brother.

Frederick S. Myers, for many years a member of the firm of Myers Bros. & Company, of Richmond, Va., died in the Jefferson Hotel, that city, recently. He leaves a widow and three children.

Frank Zellers, a Baltimore retailer of cigars, died recently at his home, 1219 Greenmount avenue, from a complication of diseases. He was fifty-eight years of age and leaves a widow and two sons.

Isaac Anthony, one of the best known retail tobacco merchants of Canton, Ohio, died last week of heart disease. He had been in the tobacco business since 1853, and at the time of his death ran a store at 1000 East Second street. He leaves a widow and three children.

Marcus Van Praag, a retired cigar manufacturer of New York City, died several weeks ago at the home of his daughter at 251 West 120th street. He was eighty-two years of age and leaves four sons and three daughters.

George W. Lentz, a well-known Baltimore leaf dealer, died in the Church Home Infirmary, that city, after an operation. Mr. Lentz was head of G. W. Lentz & Company, with offices at 502 East Lombard street. He was born in Baltimore, sixty-two years ago, and leaves a widow, a daughter and a son, G. Howard Lentz, who will probably continue the business.

Abraham Goldstein, a prominent Baltimore cigar manufacturer and retailer, was run over by an automobile in that city recently and sustained injuries which resulted in his death. He was owner of the Monogram Cigar Factory, at 108 Park avenue, Baltimore, at which location he has been doing business since 1887. He is survived by three sons and two daughters.

James C. Wheeler, Deputy United States Internal Revenue Commissioner, died last week at his residence in Washington after a short illness, at the age of sixty-nine years. Mr. Wheeler was a Civil War veteran and became deputy commissioner twelve years ago, after being in the revenue service for a number of years. He assisted in settling many questions before the bureau and is supposed to have drafted the smokers' decision. Captain Wheeler is survived by a widow and seven daughters.

No Pessimists Among Boston Retailers

Trade Improving Steadily—M. Roitman Opens New Stand; Gus Hall to Open Another—National Theatre to Allow Smoking During Performance

BOSTON, May 8th.

THE cigar and tobacco business in Boston is advancing every day. Retail trade particularly is showing new life.

M. Roitman has opened a cigar, cigarette and tobacco store at 21 Dock Square, in the center of the market district, where he will sell wholesale and retail.

S. Adler, of the "Union American Cigar Company," is in Boston this week working on the "Rocky Ford" cigars. Reports a fair trade.

The new National Theatre on Tremont street, Boston, is to be turned into a Cabaret house this summer. Smoking will be allowed during the show.

John Kroog (Wm. Demuth & Co.) is in town this week with a full line of pipes. Boston pipe smokers like a good looking pipe.

The jobbers here who have a park and summer hotel trade report business is coming ahead in good shape—the Norembega, Lexington and Paragon Parks. At the summer hotels, Point of Pine, Reven. Winthrop and Nantasket beaches, everything is moving forward rapidly. New cigar stands are being built and the owners expect a large trade.

At the Summer street store of Cobb, Bates & Yerk is a very fine window display of cigars and tobacco which has drawn hundreds of summer tourists.

Gus Hall is soon to open a new store on Federal street, very near the South Station, where thousands pass every day. He will handle the best Havana and domestic cigars.

A. S. Hovey, of Lynn, carries a fine stock of Havana cigars. The leader is the famed "La Integridad," which holds the center of the window display. Mr. Hovey says that the Havana cigars are in more demand than domestic just now.

At the drug store of Paul C. Klein, corner Boylston and Tremont streets, can be found a fine assortment of Havana and domestic cigars, cigarettes, etc. His window display has a fine assortment of the best known brands of all kinds of cigars, cigarettes and accessories.

Pillsbury & Co., of the "Pelham," 76 Boylston street, says that business is good and growing better every day. Distributors of "Ponce de Leon" clear Havana cigars and domestic cigars, Boston-made.

At the Hollis Hotel, 249 Tremont street, where C. H. Knapp is manager of the cigar department, business is very good.

At the Plymouth Cigar Store on Eliot street, the proprietor says that business is fair and improving every day. He has all kinds of Havana and domestic goods.

John Cimerblatt, 209 Tremont street, makers of the "Tremont Smokers," "J. C. B.," "West End D. C.," "Havana Panatelas," "Maximo Gomez," says that their box trade is improving.

In the Charlestown district, Boston, Mass., trade is fair through the different stores. B. O. Churchill, Main street, right under the historical shaft of Bunker Hill Monument, says that business is good and the call for domestic cigars is greater than for Havana.

At the "Waverly House Cigar Store," City Square, business is satisfactory.

At the Henly street cigar store, also the store of A. H. Gilbert, 294 Main street, Charlestown, and the store of D. Gallagher, 340 Main street, "Bull Durham" tobacco, light and dark; "Mecca" cigarettes and the cigars named the "Poet," "Marksman" and "Worker" have the call, and are largely patronized by the Navy Yard employes.

At Green's Pharmacy, corner of Eliot and Tremont streets, business is fair; so many cigar stores in the vicinity and all trying to sell make the business lighter for some of them.

The "Chesterfield Cigarette Company," "J. B. Cherry & Co.," "Copenhagen Cigar Company," on Shawmut avenue; the "Berkeley Cigar Store," the "Sawyer Drug Company," "John E. Jacobson" and "Glick Cigar Store" all report business as fair and improving every week.

Boulevard Pharmacy, Everett, filed May 24, 1912. Capital, $5,000; 1,000 shares, $5 each. Directors, R. Fazioll, president; Flora Fazioll Everett, treasurer, and H. E. Ring.

Joseph Gainley, cigar manufacturer, has moved his factory to the Tucker Building, 19 Dean street, North Adams, Mass.

Wm. Colnon and James Mathews have opened a cigar store at 19 Main street, North Adams, Mass.

WM. T. HENDERSON.

One of the latest deals in real estate in New Haven, Conn., has resulted in the establishing of the second United Cigar Stores stand in that city. The lease is for five years and work has already been contracted for looking to the elaborate reconstruction of the store, which will be finished in the usual "United" manner.

Shortage of Manila Cigars on Coast

San Francisco Distributors Handicapped by Tardy Arrival of Goods Bouquet-Cohn Co. Absorbs Stand of V. E. Stein

SAN FRANCISCO, June 8.

CONDITIONS in California have not been conducive to much activity in the cigar business for the last week, as the weather suddenly turned hot, and for a few days the temperature in San Francisco came near breaking the record. This tended to curtail the retail demand to some extent, but the principal effect was to limit the placing of orders by retailers, who do not like to keep much surplus stock during the dry weather. The vacation season has started in the city, and things will doubtless be a little quiet for the next few months, but jobbers anticipate rather more trade in the country than usual. Fruit and other crops are turning out above expectations, and will require many people to handle them, while in some parts of the country new towns have been springing up, with their natural accompaniment of smoke shops.

Handlers of Manila cigars are still having trouble in getting enough goods. The manufacturers find it impossible to get sufficient skilled labor to take care of their increasing business, and the distributors in this country, notwithstanding frequent heavy arrivals, find themselves short most of the time. On the Manchuria, which arrived a few days ago, there were 150,000 of the "Maria Cristina" and "Perla del Oriente" brands for Michalitschke Bros. & Co., and a large lot of "Insulars" for the Edward Wolf Co., all of which were badly needed.

I. Danziger, broker for prominent Manila factories, who suffered a severe illness last month, has recovered and has been looking after the business for the last couple of weeks.

Edw. Wolf, of the Edward Wolf Co., says he has found his retail store in connection with the wholesale headquarters a great help. The retail windows have been effectively used for display work, one of the most telling displays of late being of the "El Infinito" cigar. This brand was shown in many different sizes, with a booklet issued by the factory describing its manufacture. Mr. Wolf is well satisfied with the trade in "Nestor" cigarettes, and has noted considerable improvement from the work of Geo. Cacematis, the specialty man sent out some time ago by the Nestor Gianaclis factory. Mr. Cacematis left about a week ago for the Southern California cities, where he will follow out the same lines of work as in San Francisco.

Gabe Cohn, operating a chain of retail stores under the name of Bouquet-Cohn Company, has annexed the stand of V. E. Stein on California street. The place will be under the personal charge of Leo Gans.

A. F. Franks, head of a prominent factory at Jacksonville, Ill., has been in the city for several days. Another recent visitor was T. Leach, representing the Rice Mercantile Company, of St. Louis, Mo.

Arthur Meyer, Western representative of Bustillo Bros. & Diaz, has left for another tour of his large territory. While in the city he made arrangements to have the leading brand, "Alexander Humboldt," prominently exhibited in a number of display windows.

M. A. Gunst is again in the city, after an extended tour of the East. The new Gunst humidor is now practically complete, and is something entirely unique on the Coast. The front of the store has been rebuilt, the entrance being moved from the corner to the California street side, and the plate glass windows are set off with a handsome base and trim of verd antique marble. The humidor occupies the corner, with fine display windows on both Front and California streets, the other walls being lined with natural Spanish cedar, which is also used for the beamed ceiling and shelving, while the floor is of brick. This leaves somewhat less floor space in front of the regular retail counter, but really gives more space to retail purposes, as the humidor will be used as a salesroom on occasion.

I. I. Hess, Coast representative of A. Santaella & Co., is visiting the trade in the north Coast cities.

Horace Gladstone, representing Bondy & Lederer, is spending some time with the trade at Portland, Ore.

Milo Adams, representing the Surbrug Company, has been calling on the local trade for the last week.

Arnold Pollak, one of the old-time cigar brokers of San Francisco, has at last taken up the Manila business, securing the agency in the Western States for the Heloise brand.

Irving Pollak, who operates the cigar stand in the Merchants' Exchange, is well satisfied with his business at present. He has built up a large regular patronage among visitors to the Exchange, and gets a good transient trade as well.

Major F. S. Burrows, representing the "Lovera" factory on the Coast, states that the distributors of his line in other parts of the Coast have followed the lead of Wellman, Peck & Co., of this city, in organizing Lovera baseball teams among their employes. Major Burrows has been introducing a small size Lovera cigar, to retail at 5 cents, in the Coast market, and is having great success with it.

E. E. Klauber and G. W. Walker, prominent cigar men of Los Angeles, are visiting San Francisco at present.

Frankel, Gerdts & Co. are feeling some anxiety over the Cuban situation. They are about the largest consumers of Havana leaf on the Coast.

Gus Orsor, Ehrman Bros. & Co.'s traveler east of the Bay, who was badly injured recently in an automobile wreck, is again making his rounds of the trade.

Emil Judell, of H. L. Judell & Co., is calling on the Oregon trade at present. This house has been working for the last month on the introduction of a new 5 cent line, under the brand of "A Good Cigar," on which they are having a very satisfactory sale.

The Editor's Letter-Box

Who Makes Pouch Nipples?

Editor of THE TOBACCO WORLD.

RICHMOND, VA., June 8, 1912.

Dear Sir: Would be pleased to know where I can procure the Tobacco Pouch Nipple, that is made to fit on the tobacco package, so that the smoker does not have to undo the string every time he wants to fill his pipe or make a cigarette.

Thanking you in advance for this information and the help which I have received through THE TOBACCO WORLD, I am,

Very truly yours,

PETE'S CIGAR STORE,
Per I. L. Bosch.

Makers of Metallic Price Tag

DETROIT, May 25, 1912.

Editor TOBACCO WORLD,
Philadelphia.

Dear Sir:

I mislaid a recent copy of TOBACCO WORLD containing an illustrated descriptive article about a metallic price-tag made by some firm in Chicago.

Can you supply me with the name and address of this firm?

Yours truly,

E. HEINEMANN,
Mgr. Cigar Dept. O'Brien & Co.

Answer.—The firm referred to is W. P. Bowers & Co., 108 La Salle street, Chicago.

Wants List of New York Cigarette Makers

NEW YORK, May 28, 1912.

Editor THE TOBACCO WORLD.

Dear Sir: Will you kindly advise me where I could best obtain a list of cigarette makers in New York City and New England, with, if possible, their ratings, or some information as to the amount of business done by each man.

Thanking you in advance for the favor of a reply, I am,

Yours very truly,

J. HOPKINS SMITH, JR.

Answered by letter.

Firms Selling Cigar Vending Machines

OCALA, FLA., May 24, 1912.

Editor THE TOBACCO WORLD,

Dear Sir:

I would like to have the address of some good firm or firms making and selling Cigar Vending Machines. Any information will be highly appreciated.

Yours very truly,

A. A. VANDENBROCK.

Answer: The International Vending Co., 58 Fifth avenue, Chicago; Red Star Vending Machine Co., Davenport, Ia.

Who Makes the "Henry Miller" Cigar?

PHILADELPHIA, June 9.

Editor TOBACCO WORLD.

Kindly inform us through the columns of your paper who makes the "Henry Miller" cigar.

A SUBSCRIBER.

Answer.—The title "Henry Miller" was registered October 11, 1895, by the El Honor Company, Cincinnati, Ohio.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Lancaster Tobacco Men Growing More Optimistic

LANCASTER, June 11.

TOBACCO men, whether retailers, jobbers or manufacturers, are unanimous in the opinion that there has been a decided improvement in the Lancaster district within the past two weeks. The cigar manufacturing trade was rather dull early in May, but since then it is gratifying to note that things warrant an optimistic feeling as to the future. The reports from the West, where Pennsylvania-made cigars have a brisk call, are more encouraging then they have been for some time and everyone believes it is only a question of a short time before all the factories will again be pushed to the limit.

The local leaf trade is rather slack at present. There has been some business done in old goods, but the packers are more interested just now in the condition of the new crop. They report that it is sweating nicely and that it will be a money maker for them.

There has been virtually nothing doing as far as buying of new goods was concerned. The dealers are still on the outlook for desirable leaf, but purchases have been very few. The crops unsold are of a fairly large acreage and some of these growers claim they will do their own packing before they sell at the low prices the packers are willing to pay.

W. E. Morrow has purchased the cigar store of William McLaughlin & Son, at Prince and Orange streets. He says he will handle a representative line of goods including the products of the 44 Cigar Company and the Eisenlohr brands the "Cinco" and "Henrietta."

Edmund A. Schneck, a cigar manufacturer of Womelsdorf, Pa., dropped dead while on a business trip in Robensonia, Berks county, recently.

William Reese, who, until recently was steward of the Citizens' Republican Club, has purchased the cigar store of Jacob Isenberg, at 255 N. Queen street. Mr. Isenberg has been in business for more than thirty years. Mr. Reese is well-known around town and has the best wishes of all his friends in his new venture. He says he will conduct one of the best stands in town.

S. R. Moss, of the S. R. Moss Cigar Company, recently returned from a trip to the West. He is enthusiastic over the outlook in that part of the country and backs up his enthusiasm with liberal orders for the Moss goods.

Robert M. Granat & Co., leaf dealers, have leased a building on West Lemon street, lately used by Morris Levy, which they will utilize as a warehouse. They will move their office to that building on July first.

The lockout at the Elm street factory of the United Cigar Manufacturers' Company still continues. The former employes of the plant have been trying to come to an understanding with the company, but with no results. They have stated their case to the New York headquarters in an endeavor to settle matters, telling of the conditions under which they had been working. The strikers are being assisted financially by the local Cigarmakers' Union, until an agreement is reached.

Among the recent visitors in the local field were noted the following: E. M. Koser and H. M. Snyder, of the P. Lorillard Co., working "Tomahawk" scrap; R. Murdock and H. H. Gordon, of Bloch Bros. Tobacco Co.; Benjamin Grabowsky, of the G. H. P. Cigar Company, of Philadelphia, and M. C. Myers, of E. Springarn & Co., New York.

Reading Trade Shows Upward Trend

READING, June 11.

WHILE the cigar business has shown a decided improvement for the better in this territory, all the important factors in the trade admit they are not being overworked. The factories are all running with a fair number of orders.

The Penn Cigar Company reports a brisk demand for their newly introduced cigar, the "Iron Prince," and are looking forward to even larger orders as the cigar becomes better known.

Yocum Bros. are kept busy supplying the calls for the "Y.-B." cigars. The "Y.-B." is a widely known product and smokers are beginning to appreciate the smoking qualities of this Reading-made piece of goods. The brand is particularly well known on the Pacific Coast, Los Angeles supplying many of the smokers of this cigar. Yocum Bros. have had several fetching displays of their cigars in local retailers' windows, one of the best being that of Chas. W. Potteiger, who does quite a retail and jobbing business on the Yocum products.

The Fleck Cigar Company is one of the busiest factories in town at the present time. They are confining their efforts principally to two brands, the "Rose O'Cuba," a 5 cent smoke, and the "Royal Bob," which retails at a dime. They have a brisk call for their products in the Middle West at this time, where conditions in the trade appear to be improving more noticeably.

The Porto Vana is another of the busy factories. They report an increasing demand for the "Sheik" brand.

Charles Breneiser's Sons, Seventh and Penn streets, are well pleased at the progress made within the past two weeks. They have been pushing the "Chief Joseph," a 5 cent cigar, claiming that it is the best 5 cent smoke sold anywhere. And judging by results there are a number of people who agree with them on that point.

Receipts at York Revenue Office Show Large Increase

YORK, June 11.

THE receipts at the York office of the Ninth Internal Revenue District established a record for 1912 during May, when a total of $99,367.62 was taken in for the sale of stamps. This amount is $6,038.83 in excess of the receipts for May, 1911, and $12,535.06 more than for the preceding month, April. Fourteen new cigar and tobacco factories were opened in York City and county during the month, furnishing employment to 240 hands.

The big increase in receipts and the size of the factories launched during May indicates a healthy condition of the cigar and tobacco industry in York and York county. A majority of the plants are working full time, many overtime, and all seem to be fairly well supplied with orders. The past was the biggest May business for several years.

Of the new factories opened the largest was that started in this city by Chester G. Myers, which employs 50 hands. The Costa Rica Cigar Company also begun operations during the past month in this city with 40 hands and the plant of the Dover Cigar Company, this city, was opened with 35 hands at work. Thirty hands are employed in the Eugene Gallagher Cigar Company's plant in Dallastown, which was another cigar industry to begin.

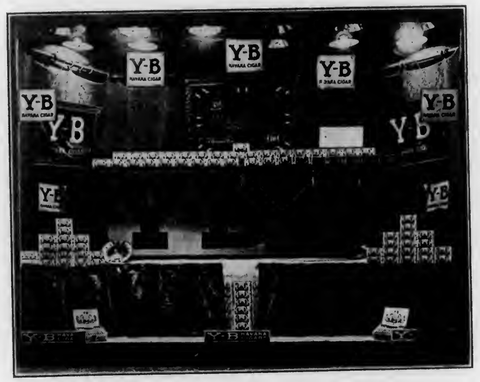
The growers have disposed of most of the 1911 crop and are now busily preparing for the coming season. They were rather late in starting, being delayed by the inclement weather and continued rains, but the farm work is now well under way. The planters are non-committal as a rule on the coming season, but it is a pretty safe guess that the Burley grown in this region in the future will be almost a rarity. "Never again" appears to be the general verdict.

Young & Busser, owners of the Central Square cigar store have made application for a State charter and will soon be known under the name of the Young & Busser Company. It is their intention to enlarge the business. The incorporators will be Charles P. Young, George T. Stallman, and Charles H. Sieker. Mr. Sieker will succeed Mr. Young in the active management of the concern.

The C. H. Plitt Cigar Company is securing splendid results on their "Liar" cigar, which was recently introduced to the trade. They are doing some extensive advertising on this brand, both in trade journals and the local newspapers, and the "Liar" should before long be one of the best known nickel smokes. There are over fifty retailers in York alone handling the "Liar." Young & Busser supply the trade in this region and are more than pleased at the outlook for this new York piece of goods.

The Merchants Cigar Box Company is at present working on full time, which would seem to indicate the improvement in the local field.

Otto Eisenlohr & Bros., of Philadelphia, through their representative in this section, Albert Lehman, have been large purchasers of York county leaf. Mr. Lehman has been very successful in securing desirable tobacco in this region and has purchased hundreds of thousands of pounds.



Display of "Y-B" Cigars, manufactured by Yocum Bros., of Reading, Pa., in cigar store of Chas. W. Potteiger, of that city

Alabama Tobacco Co. Pushes American Havana

CIGAR manufacturers' attention is called to the announcement of the Alabama Tobacco Company appearing on page 46 in this issue of the TOBACCO WORLD.

This concern, with offices in 1305 Heyworth Building, Chicago, is submitting to the trade all grades of wrappers, consisting of a fine line of lights, mediums and darks, the fanciest, they claim, ever offered to manufacturers. They also sell direct from their warehouse high grade fillers and binders which should command the attention of leaf tobacco purchasers.

The product the Alabama Tobacco Company handles is American-Havana. It is raised on their plantations in Baldwin county, Ala., grown under shade and in open field by their experts and then prepared in their large curing plant at Summerdale, that State.

To manufacturers interested in American-Havana, and there are undoubtedly thousands of such, the proposition of this progressive company should be of especial interest.

Hull, Grummond & Co. Extending Business

Hull, Grummond & Company, a recently organized cigar manufacturing firm of Binghamton, N. Y., purchased about a fortnight ago the Joseph V. Brown Building at 215 Washington street, that city, and will occupy the premises about July 1.

Hull, Grummond & Company was organized during January of the present year with a capitalization of $1,000,000. John Hull, Jr., is the president; Adolph Whitelaw, vice-president, and Herbert S. Vance, secretary and treasurer of the concern. This firm is now using in Binghamton a large factory on Water street, part of the Rogers Building, a basement on State street, and is also using considerable space outside the city for storage purposes.

C. Lauber Opens New Smoke Shop

C. Lauber, one of the oldest and best known tobacco merchants of New Haven, Conn., recently admitted his son, Clarence, into the firm. And to fittingly celebrate the change he started another stand at 5 Church street, that city, and put his son in charge. The firm is now C. Lauber & Son.

The interior of the new store is finished in oak, with wall humidor cases and silent salesman. They will carry a high grade line of goods, featuring "Charles the Great," "Webster" and "Sanchez y Haya."

Justin Seubert Absorbs Guilfoyle Cigar Co.

The Guilfoyle Cigar Company, of Binghamton, N. Y., was recently purchased by Justin Seubert, one of the largest New York State cigar manufacturers, with a factory in Syracuse. It is said that the factory will be continued at Binghamton with the regular force of employes, now numbering one hundred and twenty hands.

Bondy & Lederer Removed to Northampton

The cigar factory of Bondy & Lederer at Nanticoke, near Wilkes-Barre, Pa., where four hundred girls struck for higher wages and shorter hours, has been dismantled and removed to Northampton, Pa., where they will locate in the future. The girls were first notified that their requests would not be granted and that the plant would be removed if they did not return to work. Upon their refusal the declaration was carried into effect.

Factory Notes

G. W. Liebach opened a cigar factory at Hastings, Minn., recently.

The Olander cigar factory, of Minot, N. D., has increased its capital stock.

C. E. Coffey, of Great Bend, Kan., is moving his cigar factory to Holly, Colo.

Peter Halverson, of Garretson, S. D., has closed his cigar factory at that place.

Joseph Kowalkowski has purchased the H. S. Wire cigar factory at St. Cloud, Minn.

Geo. Mayland has purchased a half interest in the Olsen cigar factory at Brookins, S. D.

Geo. L. Fay, of Pierre, S. D., has sold his factory to the Viles-Hanigan Cigar Company.

Henry Pagel has opened a cigar manufacturing plant on North Champlain street, Burlington, Vt.

The cigar manufacturing plant of Augustus Schoenbachler at Astoria, Ore., was destroyed by fire a short time ago.

It has been reported that the United Cigar Manufacturing Company will shortly open a cigar factory at Johnstown, Pa.

M. E. Plymyre has extensively enlarged his cigar manufacturing plant at Logansville, Pa., to take care of his increased business.

F. A. Pokosta, 127 S. Main street, New Haven, Conn., is erecting a cigar factory at the above address in the rear of his house.

The Geise Cigar Box Company will shortly erect a factory at Clay and Melindy streets, Cincinnati, which will cost about $20,000.

Williams & Elsasser, cigar manufacturers of Sterling, Ill., recently moved from Wall street, that city, to another more convenient location.

As the result of a heavy rain much stock was damaged in the Kryshak cigar factory at Winona, Minn. The loss amounted to $2,500 and was sustained on Sumatra and domestic tobacco.

H. L. Pue, of Bardstown, Ky., will shortly open a cigar factory in Glasgow, that State. Glasgow is at present a large loose leaf tobacco center, having sold 12,000,000 pounds of tobacco the past season.

Max Joseph, who opened a stogie factory at 1505 Bremen street, Cincinnati, a short time ago, has discontinued operations. Charles L. Bose, another Cincinnati manufacturer, located at 1408 Pleasant street, has also gone out of business.

Dignan Cigar Company Reorganizes

The J. J. Dignan Cigar Company, of San Francisco, recently incorporated with an authorized capital stock of $25,000 and will succeed the Dignan Cigar Company. The only retail store is at Eddy and Powell streets, but it is intended to establish a chain of stands in the near future. Mark E. Jacobson and J. J. Dignan are the incorporators.

Hygiene Cigar Co. New Tampa Concern

Tampa is to have a new cigar manufacturing firm. It will do business under the name of Hygiene Cigar Company and will be operated by E. M. Andrews and W. M. Lamb.

A building on Nebraska avenue, that city, is now in course of erection and will furnish seating capacity for fifty workmen. Their leading brands will be "Andrews Hygiene" and "Tampa."

The idea of the new concern is to have the cleanest plant possible, and they expect to fulfill all that the firm name implies in manufacturing their product.

LEAF TOBACCO MARKET

New York Leaf Trade Dull---Planters Working Hard Setting Out Plants---Little Buying In Edgerton Market

NEW YORK.

NEW YORK CITY.

THE local leaf tobacco market is virtually doing nothing at present, and dealers are reporting few sales of substantial amounts. Binders at this writing still remain very scarce and manufacturers are experiencing trouble in securing enough.

Connecticut and Florida shade-grown tobacco are moving along at a brisk rate, and several good sales have been reported within the last few days.

Dealers are not doing very much in the new Sumatra, the manufacturers evidently being fairly well supplied at present. The old Sumatra, being inferior to the new is now not selling as well as the 1911 goods, even though it is far cheaper. Manufacturers appear to prefer the newer leaf, owing to its superior quality.

The business in Cuban leaf is at a low point, no sales of any size being reported. Dealers are greatly interested in the rapidity with which the new tobacco is being cured and packed. Owing to the continued rains in Cuba the planters have been enabled to take down a large portion of the crop. According to the present outlook the tobacco will more than come up to expectations as far as quantity, burn, aroma and quality are concerned. The wrappers, as previously reported, will possibly be a great deal darker and of poorer quality, some of them being spotted badly.

PENNSYLVANIA.

PHILADELPHIA.

THE past fortnight has shown a slight change for the better among leaf tobacco dealers. While many of them are far from being embarrassed with too many orders, no complaints are heard, as sales are going on at a steady rate. There has been a healthy call for all kinds of leaf, with possibly the exception of Havana, which is moving slowly.

The inquiries for Connecticut are more numerous than heretofore, but the brokers state that manufacturers are balking at the advanced price on this variety of leaf. The new Sumatra, while meeting with the approval of all authorities on Dutch leaf, is not selling as fast as could be expected.

The new Pennsylvania is being disposed of in a fashion, and would possibly sell faster were it not that a number of manufacturers are said to have quite an amount of the 1910 Pennsylvania still on hand.

The leaf market reflects fairly well the condition among manufacturers, who are reporting increased orders. The retail trade is rather dull at present, compared with this period in former years.

LANCASTER.

The planters in this district have been hard at work the past two weeks and they have been transplanting at a great rate. The warmer weather and the rains assisted them materially so that the pessimists who were already predicting misfortune are feeling better. By the middle of June the fields will have been planted almost at all points.

There still remains a fair portion of the 1911 crop, but it is being absorbed pretty rapidly. Some of the larger growers have been packing their leaf this year, more than was ever the case before in this district. The prices have been ranging from seven cents up to eleven, although some growers with extra good crops have refused to sell even at the higher price.

The leaf dealers are all unanimous in the opinion that conditions in the leaf market could not possibly be duller. They report numerous inquiries but at prices which they state would be ruinous to them.

YORK.

The 1911 crop has been almost cleaned up in this section. The Lancaster buyers have been quite numerous here but have not purchased as largely as in former years. The Eisenlohrs have possibly been the heaviest buyers having taken large portions of the crops in Druck and Smyser valleys. Prices, the last two weeks, have been ranging from four to nine cents, much of it bringing the lower quotation.

OHIO.

CINCINNATI.

TRANSPLANTING has been going on in a lively manner in the Burley section, timely rains following several days of sunshine.

It is now conceded that the acreage will not be as large as was thought early in the season, owing to the disappointing price of the lower grade crops and scarcity and high price of grains, many preferring to raise the latter. In some districts the acreage will be 25 per cent. less than last season.

Burley markets are about the same, the color grades continuing in special demand.

WISCONSIN.

EDGERTON.

THE trade in tobacco leaf within the past fortnight clearly indicates a falling away in buying. There is so little of the 1911 crop left in the hands of the growers that virtually no buying is being done. Only widely scattered lots remain and these are being thoroughly hunted. For all practical purposes the crop has been absorbed.

Warehouse handling is still continuing in a desultory manner and stemming operations are being pushed with the released help.

The business in old leaf continues dull. No sales of any amount have been recorded.

A wet May has put the growers behind with their work. The weather has been more favorable the past week and the preparing of the soil for the new crop is under full sway. The plants have been doing finely and in many instances have grown so large that they are crowding. Although most farmers think the week of June 15 to 22nd is early enough for planting in this State, it now looks as if some of them would be compelled to get the crop in the fields to use the plants at the proper size

CONNECTICUT.

SUFFIELD.

ALTHOUGH transplanting was about ten days late, the growers are now fairly well under way. A number have been working on Sunday, taking advantage of favorable weather. Even with the difficulties encountered, the young plants in the field are looking extremely well. The planters are now hoping that the fair weather will continue, so they can rush their work. Thousands of acres of land still remain unplowed.

The hail storm several weeks ago, compelled many farmers to reset much of their acreage. Several farmers received hail insurance, and others are becoming interested in the proposition.

The binder situation has no equal in the Connecticut valley. In former years growers had their crops assorted and cased and held them for prices, but last winter's prices caused many of them to dispose of all their holdings. Under those circumstances there is very little of the 1911 crops unsold in the valley. Meanwhile the 1911 packings are moving along to market at a great rate.

Taylor Bros. to Erect Factory

W. B. and J. P. Taylor, tobacco manufacturers of Winston-Salem, N. C., purchased from the Norfolk and Western Railroad a lot on Depot street in Winston-Salem recently, where it is reported they intend shortly to erect a large tobacco factory.

About a month ago they purchased a large leaf warehouse which was shortly afterward destroyed by fire. The Taylors now own an entire city block, they having secured the lot adjoining their last purchase from the American Tobacco Company.

Frye & Feiock Stogie Company is the firm name of a new stogie manufacturing concern recently launched in Dayton, O. Lynn Beach, formerly connected with the Augustus Pollack factory in Wheeling, W. Va., is superintendent of the plant.

It has been rumored that the cigar manufacturing firm of Kelly & Company, of Valdosta, Ga., expects to shortly move their factory to Savannah. They are said to be treating with the Savannah Board of Trade for a good location.

August Thielman, formerly manager of the Pittsburgh Cigar Company, has purchased the cigar stand in Newell's Hotel, that city. This hotel is the headquarters for many of the sporting fraternity of the "Smoky City."

Leaf News of Interest

Burley Tobacco Society to Close Out 1909 Pool

The district board of the Burley Tobacco Society, in Lexington, Ky., has voted to put the tobacco in the 1909 pool on the markets of Cincinnati and Louisville, and if it is not all sold by July 1, then the Burley Tobacco Company will buy in what remains and make a distribution to growers who pooled their crops.

It is reported that there are about 5,900 hogsheads of the 1909 pool to be disposed of.

Richmond Leaf Tobacco Season Closes

The leaf tobacco season has virtually closed in Richmond, Va. The winding up sales were held last week on the warehouse floors and the auctioneers have gone on their summer vacations. It willl probably be the latter part of September before the sales are again commenced.

The reports from the sun-cured tobacco territory in Virginia would seem to indicate that great preparations have been made for a big crop, and also a good crop the coming season.

Cuban Filler Leaf Grown in Gulf States

The Department of Agriculture at Washington reports that within recent years cigar filler tobacco of the Cuban type has been successfully grown on the Orangeburg fine sandy loam, in the Atlantic and Gulf coastal plains from North Carolina to East Central Texas, with yields ranging from 500 to 1200 pounds per acre.

A new leaf tobacco concern, the Stivers Tobacco Warehouse Company, has purchased a location in Lexington, Ky., where they intend to erect one of the largest sales floors in that city. The establishment will be fitted out with every up-to-date appliance for the expeditious handling of tobacco.

Julius Frei, at one time a partner in the firm of Daly & Frei, Cincinnati leaf merchants, with a large warehouse at Front and Vine streets, is now in business for himself alone at Plum and Court streets, that city.

Gains in Lancaster District on Cigars

Out of the total of $256,894.34 collected in the Ninth Internal Revenue District of Pennsylvania, for the month of May, which includes the city of Lancaster, $183,191.67 represents the tax on 61,638,900 cigars, the amount of the latter item showing a healthy improvement in the cigar industry over the month of April when the revenue receipts were $162,348.70, representing the tax from 54,116,233 cigars.

The city of Lancaster has shown a decided improvement within the past six weeks and the above figures would seem to indicate that an era of prosperity is upon the manufacturers of that district.

John McNee & Sons to Open Branch

One of the large cigar manufacturing firms of Canada, John McNee & Sons, recently bought a five-story building on Sandwich street, Windsor, Ontario, where they expect to open a branch factory employing one hundred hands. The main plant in London, Ont., has four hundred employes and is one of the largest in that section of the country.

Incorporations

J. J. Dignan Cigar Company, of San Francisco, to succeed Dignan Cigar Company. Capital stock. Incorporators: Mark E. Jacobson and J. J. Dignan.

Owens' Tobacco Warehouse Company, Louisville, Ky. Capital stock, $50,000; 500 shares at $100 each. Officers and incorporators: R. Downs, president; J. L. Mansfield, vice-president, and Jordan Owen, secretary-treasurer.

Steffen-Woods Cigar Company, Indianapolis, Ind. Capital, $10,000. Directors and organizers: Charles L. Steffen, Ford V. Wood, Orville P. Bray and Clyde O. McClure.

L. Gershel's Sons, Inc., Manhattan, N. Y. Grow and deal in leaf tobacco. Capital, $25,000. Incorporators: Leopold Gershel, Maurice L. Gershel and Abraham C. Bernstein, all of New York City.

The Miami Valley Leaf Tobacco Company, of Covington, Ohio, has been granted permission by the Secretary of State of Ohio to change its name to Miami County Leaf Tobacco Company.

International Cigar and Cigarette Holder Corporation, Norfolk, Va. To manufacture cigar and cigarette holders. Capital, $45,000. S. M. Price, president; Arthur Lee, vice-president and A. P. Page, secretary and treasurer.

Recent Patents of Interest to Tobacconists

1,013,019, tobacco pipe, Henry W. Jacobs, Shreveport, La.
42,066, design, frame for cigar cutters, Karl Stenman, New York, N. Y.
42,068, design, combination slate, matchholder and file, Edward A. Stippich, St. Louis, Mo.
1,013,776, combined cane and tobacco pipe, Israel Hoffman, New York, N. Y.
1,013,405, anti-fraud tobacco tin, Charles L. Kristofferson, Spearfish, S. D.
1,013,226, cigar, Harry Schwartz, New York, N. Y.
1,013,825, producing mouthpieces on cigarettes, Lewis H. Sondheim, New York.
1,013,236, cigar holder, Edward E. Taliaferro and E. J. Goldsworthy, Colorado Springs, Colo.
1,014,436, spark-arrester for cigars, James E. Bassett, Oshkosh, Wis.
1,014,576, cigar cutter, David S. Du Brul, Cincinnati, Ohio.
1,014,167, match box, Richard Muller, Highland Falls, N. Y.
1,013,889, cigar-tip cutter, Isidor Newman, New York, N. Y.
1,014,543, cigarette case, Arthur Q. Walsh, New York, N. Y.
42,092, design, cigar and cigarette holder, Harry O. Shunk, Denver, Colo.
1,014,655, tobacco planter, Albert Larose, St. Esprit, Quebec, Canada.

Labels.

16,091, "La Irma," for cigars, C. B. Henschel Mfg. Co., Milwaukee, Wis.
16,087, "Heartsease," for cigars, T. H. Hart Co., Philadelphia, Pa.
16,097, "Wild Rose," for cigars, Schmidt & Co., New York.
16,098, "The Best Cigar," for cigars, Schmidt & Co., New York.
16,099, "Tropical de Cuba," for cigars, Schmidt & Co., New York, N. Y.
16,100, "The Favorite Cigar," for cigars, Schmidt & Co., New York, N. Y.
16,101, "Bella Lucia," for cigars, Schmidt & Co., New York.
16,102, "The Select Cigar," for cigars, Schmidt & Co., New York, N. Y.
16,106, "La Vadura," for cigars, C. B. Henschel Mfg. Co., Milwaukee, Wis.
16,112, "Victor Cousin," for cigars, Schmidt & Co., New York.

Copies of above patents may be obtained for 15 cents each by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

A petition in bankruptcy has been filed by Gus Schmidt, a cigar manufacturer of Green Bay, Wis. His liabilities are put at $2,000, with assets of $600.

Retail Briefs

The Men That Blaze the Trail

John F. Anderson has opened a cigar stand at Grafton, N. D.

At 45 Centre street, Rutland, Vt., a new stand has been opened by Clement Perfetti.

Ben Berger recently secured from H. Brewer his cigar store in Los Angeles, Cal.

E. S. Dille has sold the Rex Cigar store, at Newcastle, Ind., to Will M. Goodwin.

The cigar business of C. M. Throll, Los Angeles, has been purchased by Friday & Lantz.

J. H. Roberts has succeeded to the business of the Gate City Cigar Company, Rapid City, S. D.

The F. & S. Cigar Co. has been formed in Gainsville, Fla., by D. A. Falkenburg and A. Shoemaker.

A new cigar stand has been opened at 15 S. Twelfth street, Fort Dodge, Iowa, by J. W. Warren.

The Flatiron Cigar Emporium, at Harris and Forrest streets, Cincinnati, Ohio, has been bought by J. Schlitzer.

Patrick Cassidy, a former traveling salesman, has opened a smoke shop at 1832 Calhoun street, Fort Wayne, Ind.

Geo. Shay has started a retail cigar stand in Lebanon, Pa., where he will carry a complete line of smokers' requisites.

Milton C. Daeley has bought a cigar store at Devil's Lake, N. D., where he will carry a complete line of smokers' articles.

F. G. Froelicht, who has been conducting a cigar stand at 215 N. Sixth street, St. Louis, has moved to 620 Pine street, that city.

S. A. Melcher, retail tobacco dealer, of Peru, Ind., has moved into more commodious quarters in the Sentinel Block, on East Third street.

Henry R. Ackerman, of Louisville, has secured the cigar privileges in the Realty Building, that city, which was completed a short time ago.

At a meeting of the J. H. Orr Cigar Co., of Lexington, Ky., it was decided to liquidate its stock, and the company will shortly go out of business.

Charles L. Pollock, the Boston retailer and jobber, located on Court street, has put on another delivery wagon to take care of his increasing trade.

L. A. Allan, of Camden, Me., has renovated his cigar and confectionery store, which will make it one of the best in that section of the State.

The W. E. Jenkins Cigar Co., of Kansas City, has opened a branch store at 802 Delaware street. The location was formerly occupied by the United Cigar Stores Company.

The cigar stand in the Merchants-Laclede Building, Fourth and Olive streets, St. Louis, was sold by D. C. Thomson to O. J. Coghlan. Mr. Thomson has gone to Los Angeles, Cal.

The Central Cigar Company has opened a new retail stand at Gratriot avenue and Broadway, Detroit. This firm was recently organized by Julius Robinson and Henry Lucking.

The cigar store of George M. Marrion, at Montpelier, Vt., has been entirely remodeled, making it a first-class stand. An orchestra furnished music on the first opening day after the renovating.

Joseph Kellar, who for the past two years and a half has been manager of the two Deschler retail cigar stores at Bloomington, Ill., has sold his interest in the business to Louis G. Deschler, of Indianapolis, Ind.

The Steffen-Woods Cigar Co., of Indianapolis, Ind., was incorporated recently for the purpose of dealing in cigars. The capital stock is $10,000 and the directors include C. L. Steffen, F. V. Woods, O. P. Bray and C. O. McClure.

Columbus United Sales Company

Stock in New Concern Distributed Among One Thousand Representative Business Men of Columbus, O.—Will Save Salesmen's Commissions

W. COMMAGER, general manager of the newly organized Columbus United Sales Company, Columbus, Ohio, was in Philadelphia during the week of June 3 calling on some of the cigar manufacturers. He also visited some of the principal manufacturing centers in the Ninth Pennsylvania Revenue District and placed liberal orders for the private brands of his concern.

When interviewed by a TOBACCO WORLD representative Mr. Commager outlined in a very interesting manner the organization and purpose of his company. He explained that they have sold one thousand shares of stock, at $10 each, to one thousand persons living in and around Columbus. With this capital they propose to put on the market a number of private brands of cigars and stogies which they will sell to the retail trade at a very close figure. They aim to save the salesmen's commission by having the dealers order direct, the demand being largely created by the influence of the one thousand stockholders and their friends, who are being constantly solicited by the company to boost the company's private goods.

In allotting the stock Mr. Commager states that it was distributed with the idea of taking in the representative men from each of Columbus' industries, thereby distributing the influence and making it a powerful factor in the creation of sales.

It is the purpose of the company also to engage in other lines, they having already built up a large business on private brand soap. The Ohio United Sales Company has just been incorporated by the men interested in the Columbus United Sales Company, who aim to work out the same plans broadcast through the State of Ohio. The men behind the project have ambitious plans for the expansion of their business and it will be interesting to observe whether they can put their co-operative idea into successful operation on a large scale. The scheme certainly is unique and its progress will be watched with interest everywhere.

At this time of year many salesmen use more brains in arranging to see the ball game than they do in selling their goods.

"Lovera" window display during Shriners' Week, Los Angeles, Cal., in cigar store of Edw. F. Cohn. Manufactured by Jose Lovera Co., of New York and Tampa

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

CHAS. CHERRY:—24,460. (By permission.) For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 15, 1909. Wm. Steiner, Sons & Co., New York.

JULIAN ELTINGE:—24,461. (By permission.) For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 25, 1909. Wm. Steiner, Sons & Co., New York.

DOUGLAS FAIRBANKS:—24,462. (By permission.) For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 25, 1910. Wm. Steiner, Sons & Co., New York.

PLANTA VITAE:—24,463. For cigars, cigarettes, chewing and smoking tobacco. May 29, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

7-40-9:—24,464. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1912. Green Brothers & Co., North Adams, Mass.

KINGS CASTLE:—24,465. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1912. The Columbus United Sales Co., Columbus, Ohio.

NEW DIPS:—24,466. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1912. Simon Jacobson, St. Louis, Mo.

AIR LIFE:—24,467. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 1, 1912. Campkin Importing Co., Fort Gaines, Ga.

COAST LIFE:—24,468. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 1, 1912. Campkin Importing Co., Fort Gaines, Ga.

SEA LIFE:—24,469. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 1, 1912. Campkin Importing Co., Fort Gaines, Ga.

PURE LIFE:—24,470. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 1, 1912. Campkin Importing Co., Fort Gaines, Ga.

THE TURKEY FAVORITE:—24,471. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Simon Schlopper, New York.

DOMALION:—24,472. For cigars. June 1, 1912. J. C. Sola, Caguas, Porto Rico.

LITTLE SENORA:—24,473. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1912. Paul E. Throm, Marysville, Kan.

CHICAGO DAILY WORLD:—24,474. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1912. I. Lowenberg, Chicago, Ill.

DANIEL H. BURNHAM:—24,475. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1912. Cole Lithographing Co., Chicago, Ill.

ROG-GUN:—24,476. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1912. Theo. Thiery, Chicago, Ill.

W. M. S.:—24,477. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1912. W. M. Stauffer, Myerstown, Pa.

THE WHY AND WHEREFORE:—24,478. For cigars, cigarettes, chewing and smoking tobacco. June 3, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

DUKE OF BALTIMORE:—24,479. For cigars, cigarettes, cheroots, June 4, 1912. Elliot, Ottenheimer & Elliot, Baltimore, Md.

MOSS KIDS:—24,480. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 5, 1912. S. R. Moss Cigar Co., Lancaster, Pa.

C. Q. D.:—24,481. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 5, 1912. National Lithographic Co., New York.

CASO ALTO:—24,482. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 5, 1912. National Lithographic Co., New York.

DON BERLING:—24,483. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 5, 1912. National Lithographic Co., New York.

ROBERT RICH:—24,485. For cigars, cigarettes, cheroots. June 6, 1912. The Calvert Lithographing Co., Detroit, Mich.

JOHN CLAYPOLE:—24,486. For cigars, cigarettes, chewing and smoking tobacco. June 6, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

BEN AHAR:—24,487. For cigars, cigarettes, cheroots. June 6, 1912. A. C. Henschel & Co., Chicago, Ill.

BEN TOON:—24,488. For cigars, cigarettes, cheroots. June 6, 1912. A. C. Henschel & Co., Brooklyn, N. Y.

RECALL:—24,493. For cigars and little cigars. June 10, 1912. Bobrow Bros., Philadelphia, Pa.

BEN SHAH:—24,494. For cigars, cigarettes and cheroots. June 10, 1912. A. C. Henschel & Co., Chicago, Ill.

BEN FEZ:—24,495. For cigars, cigarettes and cheroots. June 10, 1912. A. C. Henschel, Chicago, Ill.

GOLDEN ENDS:—24,496. For cigars, cigarettes, chewing and smoking tobacco. June 10, 1912. I. D. Bull, Nescopeck, Pa.

SANTA MARRILLA:—24,497. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1912. E. B. Williams, Chickasha, Okla.

LAWFUL:—24,498. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1912. Kaufman, Pasbach & Voice, New York.

VALLEY MAID:—24,499. For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 10, 1912. L. O. Skinkle, Detroit, Mich.

TRANSFERS.

LA PRECIADA:—24,500. June 11, 1912. Has been transferred to the L. A. Kinney Cigar Co., Hastings, Nebraska.

PLATINA:—24,484. For cigars, cigarettes, chewing and smoking tobacco. June 5, 1912. Registered October 19, 1900, by Victor Malga & Co., transferred to the Hispano American Trading Company, transferred to the Olivana Cigar Company, transferred to Manuel Camps, Brooklyn, N. Y.

AVIATION SCOUT:—24,489. For plug, scrap and smoking tobacco. June 7, 1912. McHie Scotten Tobacco Company, Detroit, Mich.

GILLIARD:—24,490. For cigars, cigarettes, chewing and smoking tobacco. June 7, 1912. Jacobstein Bros., Rochester, N. Y.

JAMES M. COX:—24,491. For cigars, cigarettes and little cigars. June 7, 1912. M. J. Schwab, Dayton, Ohio.

YE OLDE MADRID:—24,492. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 7, 1912. John L. Jackson, New York.

Late Trade Notes

The Brock Candy Store of Chattanooga, Tenn, has sold its cigar department to Stognailer & Company.

George H. McGinniss, a cigar manufacturer of Hagerstown, has opened a cigar factory at South Potomac street, that city.

John A. Glente has sold his cigar store on Fourth street, North Moorhead, Minn., to Benson & Erickson.

Fred A. Ruplin, formerly salesman for the P. & W. Cigar Company, has contracted for the Northwest agency of the Nicholas Kuhner Cigar Company, Davenport, Ia. His headquarters will be in La Crosse.

A new smoke shop is being opened by Benjamin Perlman, at 417 E. Baltimore street, Baltimore. The alterations are now being completed and will make it one of the most up-to-date stores in the city. It will be styled the Victoria Cigar Store, being next door to the Victoria theatre. This makes Mr. Perlman's second store, he having a retail and manufacturing establishment at 116 S. Gay street.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker

18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio

FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

HENRY A. FISCHEL, Tobacco Manufacturer

1636 North 11th St. and 1635 North Mervine St., Philadelphia.
Packing shorts for jobbing trade a specialty,
Will pay *net cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

Your New Brand Should Have One of Our

Territorial Labels

We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.

LOUIS W. KEYER
348-352 XENIA AVENUE, DAYTON, OHIO

Salesmen Wanted.

Any successful salesman can add to present income by calling on dealers in small towns during spare time consigning our goods. Send references and all about yourself in first letter or no attention given. We want men capable of earning $50.00 per week. See Dun and Bradstreet ratings. We want men now.
DEVON MANUFACTURING CO., 411-417 So. Sangamon St., Chicago

Wanted.

WANTED—Siftings, scraps and cuttings. Cash buyers write us. New York Tobacco Co., 322-324 E. 44th St., New York. 3-15-tf.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York. 6-1-ch.

WANTED—Distributors for Sen Auben Hand-Made Segars, Conchas, Londres and Blunts. Twenty-two years' run. For further information write S. H. Durstein, Wilmington, Del. 6-15-e.

For Sale.

FOR SALE
HAVANA
Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

FOR SALE—A strictly private and very attractive label about 17,000—paid 1½c. per set—no reasonable offer refused. For further information address J. W. Rolle, No. 614 St. Joseph street, Lancaster, Pa. 6-15-c

HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York.

FOR SALE—Twelve M. D. & P. Dieless Suction Tables with different styles Plates and Gauges. One H. P. A. C. Motor & Buffalo Blower No. 4. Ten Borgfeldt's Bunching Machines. Address J. G. Hansen, Reading, Pa. 6-15-h.

UNION-MADE cigar clippings, plain or sweetened, 1½ to 16-ounce packages. Fifty years' experience. Your brand or territory. Good, responsible parties only. Samples sent on application. Quality guaranteed. H. & J. Breitwieser, Buffalo, N. Y. r 5-16

HAVANA SHORTS, pure Vueltos, high aroma; free from Porto Rico and stems. Lopez Co., 353 E. 78th street, New York. tf.

Help Wanted.

We want several first-class, experienced cigar leaf salesmen to cover Middle West, Northwest and Western Territories. No salary limit to right parties. Hochstein Brothers, Milwaukee. tf.

WANTED—Traveling salesman for pipe house; to cover territory in Wisconsin and Iowa. Salary or commission. Apply American Briar Pipe Co., 170-172 West Randolph street, Chicago. 6-15-c.

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

GEO. SCHLEGEL

22nd St. and Second Ave., NEW YORK

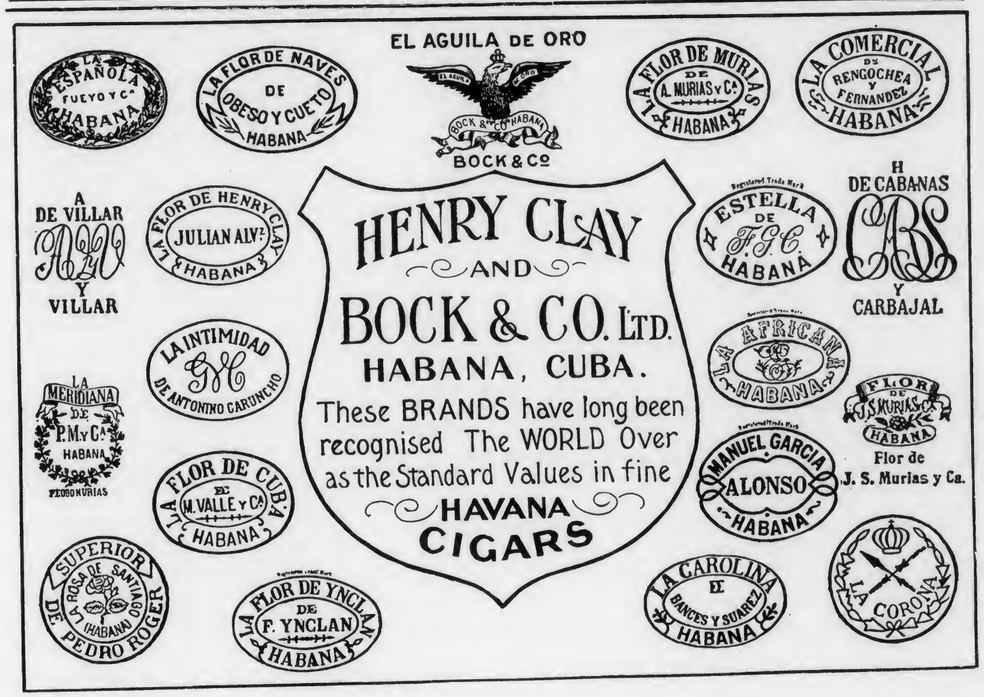
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.
SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

NATIONAL LITHOGRAPHIC CO.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS
Equal to Imported
Write for Samples and Prices



RZ. BAUTISTA Y CA.

LEAF TOBACCO WAREHOUSES

Neptuno 170-174

Havana, Cuba.

Cable—"Rotista"

Cable Address: CALDA

A. M. CALZADA & CO.

PACKERS AND DEALERS IN

REMEDIOS, PARTIDOS, VUELTA ABAJO AND SEMI VUELTAS

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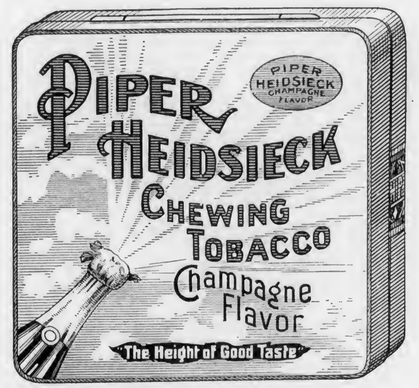

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The Leading Authority in Book Form

All about Tobacco From the Plant to the Finished Product

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The Tobacco World Corporation

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CLARENDON ROAD & EAST 37th ST. BROOKLYN, N.Y.

CIGAR LABELS, BANDS & TRIMMINGS.

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170 WEST RANDOLPH ST. CHICAGO, ILL.

CigarRibbons Largest assortment of Plain and Fancy Ribbons

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Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

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NEW YORK.

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The World's Standard Cigar

FLOR DE TABACOS
DE
PARTAGAS
Y Cª
HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on

REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

PARK & TILFORD

Fifth Ave. and 26th Street, New York

THE LEADING 5c. CIGAR

Straiton & Storm Co., New York

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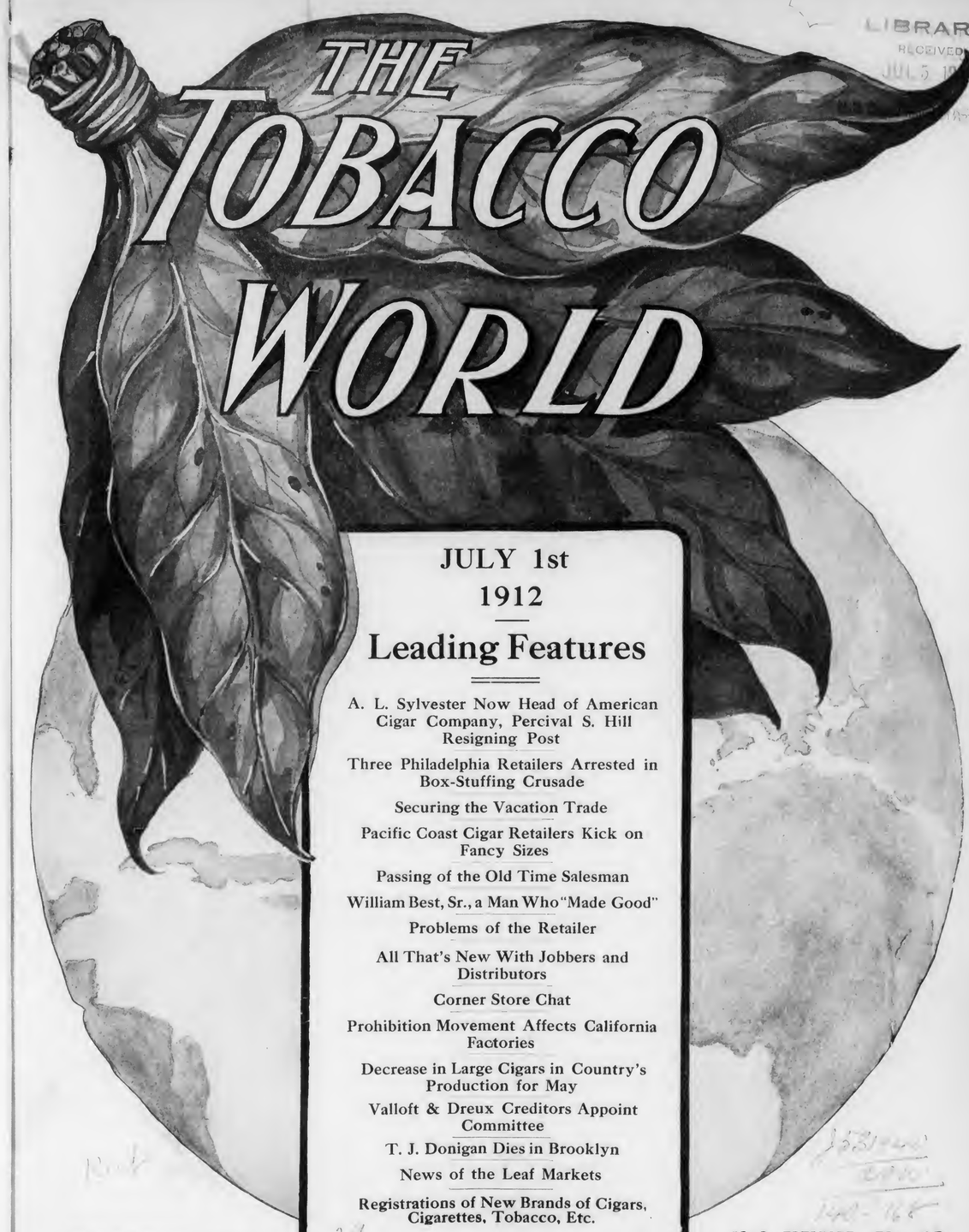

JULY 1st
1912

Leading Features

A. L. Sylvester Now Head of American Cigar Company, Percival S. Hill Resigning Post

Three Philadelphia Retailers Arrested in Box-Stuffing Crusade

Securing the Vacation Trade

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Passing of the Old Time Salesman

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T. J. Donigan Dies in Brooklyn

News of the Leaf Markets

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 13

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

S. FERNANDEZ & CO., Tampa, Fla.

ADMIRATION
ADMIRATION

RAINBOW CUT PLUG

Best 5c. package on the market

FRISHMUTH BRO. & CO., Inc.
PHILADELPHIA

PASTORA
"THE MASTERPIECE OF ALL BROADLEAF WRAPPED HAVANA CIGARS"
Made by
SAN TELMO
CIGAR MFG. CO.
DETROIT
"QUALITY CREATORS"

We doubly inscribe our new brand

SINTOMA
("Token")

¶ To our Founder as a memory-tribute—(See label).

¶ To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

Juan F. Portuondo
Cigar Mfg. Co.
1110-12-14-16 Sansom Street, PHILADELPHIA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great
FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

Made by
Salvador Rodriguez
at
Tampa, Fla.
Offices: New York Warehouse: Havana

BEHRENS & CO.
HAVANA, CUBA
Manufacturers of the "SOL" Brand

SOL
HABANA

Finest Vuelta Abajo Tobacco Exclusively
No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

Established 1857

M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

SAN FELICE
FOR GENTLEMEN OF GOOD TASTE
5 CIGAR

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor
Reasons: Quality, Price, Union Label, Friendly Dealers' Aid
Look for the woman's face and the Union Label on each package.
PRICE, 5c.
United States Tobacco Co.
RICHMOND, VA.

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

S. FERNANDEZ & CO., Tampa, Fla.

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FRISHMUTH BRO. & CO., Inc.
PHILADELPHIA

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Neat, attractive window-displays.

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PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE OF HARTS
BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

GRESSMAN'S
COUNSELLOR
5¢ CIGAR

Tops
All Nickel
Cigars
The Kind on which to Build
Your Business
MADE BY
Allen R. Cressman's Sons, Philadelphia

Short talks to Dealers

A man may buy a package of cigarettes because the advertising is good, or because the package looks attractive—that is, he may buy the *first* package that way. The *second* package he buys because he likes the cigarettes.

FATIMA
TURKISH BLEND
CIGARETTES

Now, Fatima advertising is good—it has made thousands of first sales. And the Fatima package, although inexpensive, is neat and attractive. But better than either of these *first* package sellers, the cigarettes have that *holding* quality that makes men come back for the *second* package.

A cigarette like Fatima, that can make repeat sales on merit alone—that can hold smokers year after year—is a good one to use for a leader—for nothing increases business so well as satisfied customers.

The big sale of Fatimas among business and professional men is a strong endorsement for them.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

The New
5c Cigarette

A Silk Novelty
in each package

Cigars of Distinction Our Motto "Quality"
Tampa Co-operative Cigar Co.
QUEVEDO

Clear Havana Cigars
Office and Salesroom, 23 DUANE ST.
NEW YORK CITY
TAMPA FLA. HAVANA CUBA

CHEW
Climax Plug
The standard of QUALITY
for nearly half a century
P. Lorillard Company
Jersey City, N. J.
Established 1760

A

DECLARATION

We declare the **Bold** not the equal, but the peer of any cigar selling to-day for 5c.

Just as John Hancock's name stood out **Bold** on the Declaration of Independence, just so does the **Bold** loom up against the field of nickel sellers. You will know why, Mr. Jobber, if you try this cigar out in your territory. There is no better time than now. Some other live wire jobber in your territory is going to grab this opportunity if you do not declare yourself quickly. Get in line with the rest of the live, successful, **Bold** jobbers.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' F.R.y Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

Hunt Red Rabbits

In all Seasons

Fine stogie proposition for distributors.

PENN CIGAR COMPANY
2038-40 Bedford Ave. Pittsburgh, Pa

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

A Quality, Not a Quantity Journal

THE ordinary merchant's time is so well occupied and he is so absorbed in his business that he has a very limited time in which to scan his trade paper. Taking that into consideration "THE TOBACCO WORLD" is giving its readers a quality, and not a quantity magazine. We are building up an audience of readers who appreciate quality. brevity, authenticity and efficiency. When a busy man gets those qualities in his paper, he appreciates them. The special articles, letters and news stories, are all prepared with that end in view. If you are a busy man and are not a subscriber of ours, send in your $1.00 to-day to

THE TOBACCO WORLD, 102 South 12th Street, Philadelphia

and receive 24 copies of the best tobacco journal published.

London Trophies ARISTOCRATS 2 FOR 5 CTS. $2.50 PER 100

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.
46 Miller Street, Pittsburgh

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

Punch Boards

Sell Everything and Will Sell YOUR GOODS

¶ Punch Boards are used to promote the sale of all kinds of merchandise.

We own the patent upon the board and no one else has the right to manufacture them.

WHOLESALE OR QUANTITY PRICES

25	Hole Punch Boards	at	$ .30 each	400	Hole Punch Boards	at	$ .65 each
50	" "	"	at .40 each	500	" "	"	at .70 each
75	" "	"	at .45 each	600	" "	"	at .75 each
100	" "	"	at .50 each	700	" "	"	at .90 each
150	" "	"	at .55 each	800	" "	"	at 1.10 each
200	" "	"	at .55 each	900	" "	"	at 1.30 each
250	" "	"	at .60 each	1000	" "	"	at 1.60 each
300	" "	"	at .60 each				

Terms for approved credit: 30 days net; 2% 10 days, f. o. b. Chicago.
The above prices include punches and boards complete, that is, labeled and filled with paper slips containing serial numbers, which prevents the slips being carried from one board to another. We carry stock labels, also labels having blank headings and upon quantity orders, we make up special labels (containing your own ideas).

Write for further particulars to the

STAR GUM COMPANY
411-17 S. SANGAMON STREET, CHICAGO

HUMIDORS OF ALL KINDS

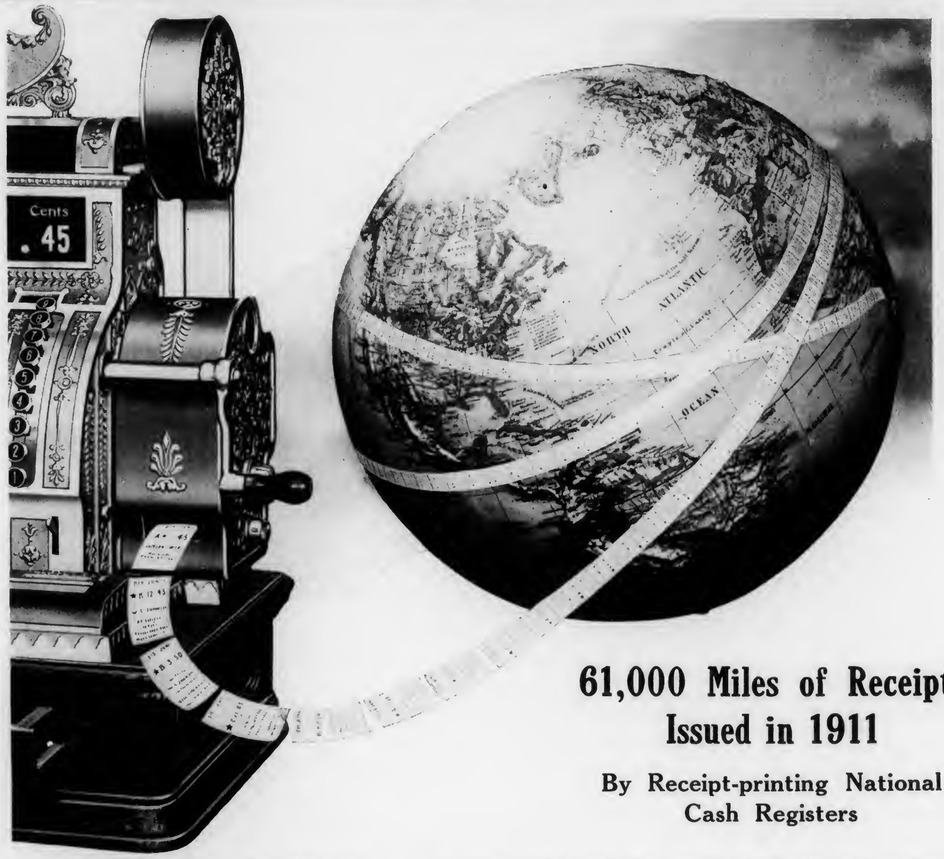
Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.



61,000 Miles of Receipts Issued in 1911

By Receipt-printing National Cash Registers

If placed end to end they would reach two and one-fourth times around the world.

These receipts are protecting and increasing the profits of merchants in every part of the world. They are used in the store farthest North, the store farthest South; even on ships and dining cars.

They are protecting clerks against temptation, children and servants against suspicion, and customers against arguments, disputes and loss of time. They do so much and cost so little.

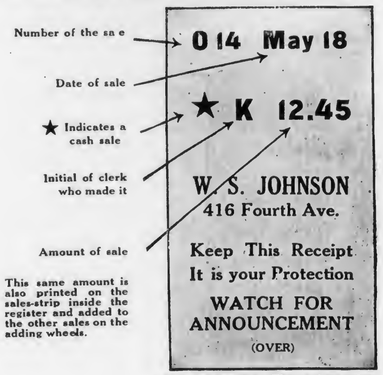
They are used in over 212 different lines of business.

Write today for our booklet, "Get a Receipt."

Investigation will cost you nothing

The National Cash Register Company
Dayton, Ohio

It prints on both sides of a Receipt, cuts it off and issues it. This Receipt is wrapped in the package with the goods



Front of Receipt. The register prints advertisement on back

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

Send me your special Manila offer, without obligation.

Name _____

Street _____

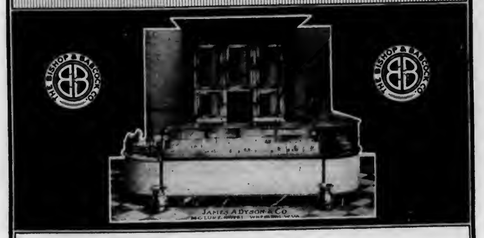
City _____ State _____

One Thought
EL JAFFE
AND
BROAD-LEAF

10¢ AND UPWARDS

BAUM-JAFFE CO.
115-117 North Third Street, Philadelphia

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

"The Best You Ever Saw. That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.
108 La Salle Street, Chicago, Ill

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt
Offices & Factory, 2786 Broadway, New York, N. Y.

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

FIVE OF HARTS
BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

CRESSMAN'S
COUNSELLOR
5¢ CIGAR

Tops
All Nickel
Cigars
The Kind on which to Build
Your Business
MADE BY
Allen R. Cressman's Sons, Philadelphia

Short talks to Dealers

A man may buy a package of cigarettes because the advertising is good, or because the package looks attractive—that is, he may buy the *first* package that way. The *second* package he buys because he likes the cigarettes.

FATIMA
TURKISH BLEND
CIGARETTES

Now, Fatima advertising is good—it has made thousands of first sales. And the Fatima package, although inexpensive, is neat and attractive. But better than either of these *first* package sellers, the cigarettes have that *holding* quality that makes men come back for the *second* package.

A cigarette like Fatima, that can make repeat sales on merit alone—that can hold smokers year after year—is a good one to use for a leader—for nothing increases business so well as satisfied customers.

The big sale of Fatimas among business and professional men is a strong endorsement for them.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

The New 5c Cigarette

A Silk Novelty in each package

Cigars of Distinction — Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

Clear Havana Cigars

Office and Salesroom, 23 DUANE ST.
NEW YORK CITY

TAMPA FLA. — **HAVANA CUBA**

CHEW

Climax Plug

The standard of QUALITY for nearly half a century

P. Lorillard Company

Jersey City, N. J.

Established 1760

A

DECLARATION

We declare the **Bold** not the equal, but the peer of any cigar selling to-day for 5c.

Just as John Hancock's name stood out **Bold** on the Declaration of Independence, just so does the **Bold** loom up against the field of nickel sellers. You will know why, Mr. Jobber, if you try this cigar out in your territory. There is no better time than now. Some other live wire jobber in your territory is going to grab this opportunity if you do not declare yourself quickly. Get in line with the rest of the live, successful, **Bold** jobbers.

BOBROW BROS.

114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' F.R.y Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

Hunt Red Rabbits

In all Seasons

Fine stogie proposition for distributors.

PENN CIGAR COMPANY
2038-40 Bedford Ave. Pittsburgh, Pa

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club
Clear Havana - Made in Tampa

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

A Quality, Not a Quantity Journal

THE ordinary merchant's time is so well occupied and he is so absorbed in his business that he has a very limited time in which to scan his trade paper. Taking that into consideration "THE TOBACCO WORLD" is giving its readers a quality, and not a quantity magazine. We are building up an audience of readers who appreciate quality. brevity, authenticity and efficiency. When a busy man gets those qualities in his paper, he appreciates them. The special articles, letters and news stories, are all prepared with that end in view. If you are a busy man and are not a subscriber of ours, send in your $1.00 to-day to

THE TOBACCO WORLD, 102 South 12th Street, Philadelphia

and receive 24 copies of the best tobacco journal published.

London Trophies ARISTOCRATS 5 FOR 5 CTS. $2.70 PER 100

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.
46 Miller Street, Pittsburgh

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

Punch Boards

Sell Everything and Will Sell YOUR GOODS

¶ Punch Boards are used to promote the sale of all kinds of merchandise.

We own the patent upon the board and no one else has the right to manufacture them.

WHOLESALE OR QUANTITY PRICES

25	Hole Punch Boards	at	$ .30 each	400	Hole Punch Boards	at	$ .65 each
50	" "	"	at .40 each	500	" "	"	at .70 each
75	" "	"	at .45 each	600	" "	"	at .75 each
100	" "	"	at .50 each	700	" "	"	at .90 each
150	" "	"	at .55 each	800	" "	"	at 1.10 each
200	" "	"	at .55 each	900	" "	"	at 1.30 each
250	" "	"	at .60 each	1000	" "	"	at 1.60 each
300	" "	"	at .60 each				

Terms for approved credit: 30 days net; 2% 10 days, f. o. b. Chicago.
The above prices include punches and boards complete, that is, labeled and filled with paper slips containing serial numbers, which prevents the slips being carried from one board to another. We carry stock labels, also labels having blank headings and upon quantity orders, we make up special labels (containing your own ideas).

Write for further particulars to the

STAR GUM COMPANY
411-17 S. SANGAMON STREET, CHICAGO

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

61,000 Miles of Receipts Issued in 1911

By Receipt-printing National Cash Registers

If placed end to end they would reach two and one-fourth times around the world.

These receipts are protecting and increasing the profits of merchants in every part of the world. They are used in the store farthest North, the store farthest South; even on ships and dining cars.

They are protecting clerks against temptation, children and servants against suspicion, and customers against arguments, disputes and loss of time. They do so much and cost so little.

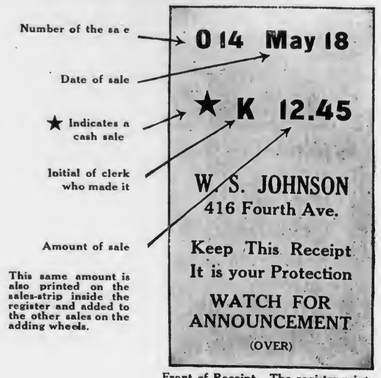
They are used in over 212 different lines of business.

Write today for our booklet, "Get a Receipt."

Investigation will cost you nothing

The National Cash Register Company
Dayton, Ohio

It prints on both sides of a Receipt, cuts it off and issues it. This Receipt is wrapped in the package with the goods



This same amount is also printed on the sales-strip inside the register and added to the other sales on the adding wheels.

Front of Receipt. The register prints advertisement on back

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

Send me your special Manila offer, without obligation.

Name _____

Street _____

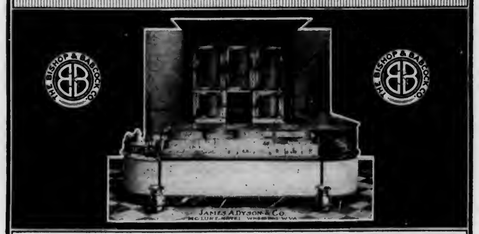
City _____ State _____

One Thought
EL JAFFE
AND
BROAD-LEAF

10¢ AND UPWARDS

BAUM-JAFFE CO.
115-117 North Third Street, Philadelphia

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

"The Best You Ever Saw. That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.
108 La Salle Street, Chicago, Ill

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt
Offices & Factory, 2786 Broadway, New York, N. Y.

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

ADMIRALS

PANATELLA FINOS

The New Sizes

COMMANDERS

PANETELAS

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

On the train, the other day,

I met a salesman who traveled from Chicago to the Pacific Coast in the interest of a certain cigar manufacturer. Because of the wide area this salesman covered he could see his customers not oftener than twice a year. Some of them he sees only once a year and some dealers he visits once—never again.

The manufacturer who hires that salesman could lighten the salesman's work and increase his efficiency by the use of the advertising pages of The Tobacco World. The World would hunt out some new dealers and jobbers really worth a visit; and in its twenty-four calls during the year, (to the salesman's one or two), if the manufacturer use the advertising space at all wisely, the salesman would develop an appreciation of the merits of his cigars impossible to create through infrequent, widely separated, personal visits.

The cost would be a fraction of the salesman's railroad fare.

THE TOBACCO WORLD

PHILADELPHIA

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

Royal Lancer

The Cigar Distinctive

Made in 21 Sizes
10c. and upwards

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

BARON DEKALB SEGAR

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bulldog by

John W. Merriam & Co.

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

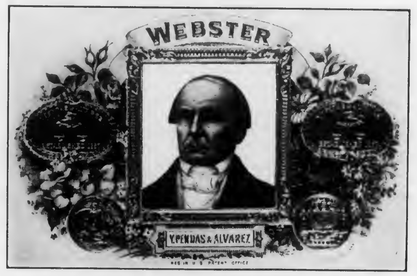
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, JULY 1, 1912. No. 13.

Three Retailers Arrested In Box Stuffing Crusade

Internal Revenue Office Makes Serious Charges Against Philadelphians—Other Dealers Being Watched

THE crusade against box stuffing which was begun in Philadelphia several months ago, and which served for a time to scare off violators of the law, has been revived, owing to the discovery of a number of additional cases.

As a result of the secret investigations conducted by the Internal Revenue men, three prominent Philadelphia retailers were arrested during the past week and additional arrests are expected momentarily. The dealers accused have been under surveillance for some time and Chief Wilkes, of the Internal Revenue Office, is confident that he has sufficient evidence to convict them.

Harry and Louis Petroskey, proprietors of the Independent Cigar Stores, at 9 South and 107 North Thirteenth street, were the first arrested, being charged with stuffing "Cinco" cigar boxes with other brands and selling them for the genuine articles. They were arraigned in the U. S. Circuit Court and were held under $1,000 each for trial.

Simultaneously with the arrest of the Petroskeys was that of a relative, Louis M. Brown, who conducts a retail store at Fourth and Pine streets. Brown was accused of a similar offense.

The Petroskeys are well known in the tobacco trade circles of Philadelphia as chronic price cutters. Frequently they have been selling the standard nickel cigars at 7 for 25c. and their business on cut-price cigarettes has grown tremendously.

Other manufacturers than those making "Cincos" have been sending complaints recently to the Internal Revenue Office in regard to box stuffing, and it is the intention of the Government authorities to make renewed efforts to stamp out the illegal practice.

A. L. SYLVESTER

Gustav Jacoby Passes Away

Well-known Cigar Manufacturer Dies as Result of Surgical Operation

GUSTAV JACOBY, one of the veteran cigar manufacturers of New York, died while being operated upon in a local hospital. Mr. Jacoby had been hurried there on the advice of his physician, who said an operation was the only possible way of saving his life.

Mr. Jacoby had been an active factor in the trade for more than forty years. He came from Germany to America at the age of eighteen, learned his trade, and afterward went into business for himself. He was 68 years old and leaves a widow, two sons and two daughters. One of the sons is now a salesman with the Waldorf-Astoria Cigar Co.

A. L. Sylvester Now President of American Cigar Company

Succeeds Percival S. Hill, who Becomes Chairman of Board of Directors — Has had Remarkable Career

ANNOUNCEMENT was made on Wednesday last that P. S. Hill, the president of the American Tobacco Co., had resigned his subsidiary position as president of the American Cigar Co., and been elected to the newly created chairmanship of the board of directors of the cigar company. A. L. Sylvester has been elected to succeed Mr. Hill as president of the American Cigar Co.

In discussing this change Mr. Hill stated, that he considered Mr. Sylvester a logical successor to the presidency of the cigar company, owing to his thorough knowledge of all branches of the business from the leaf to the finished cigar.

The general duties of the presidency of the American Tobacco Co. have become so heavy that Mr. Hill stated that he felt that he would be unable to give the American Cigar Co. the necessary attention as president, but that in accepting his newly created office and in the elevation of Mr. Sylvester to the presidency, the progressive policy of the cigar company would be maintained to the uttermost.

The newly chosen head, A. S. Sylvester, is a born New Yorker and is recognized everywhere as an authority on tobacco. Although only in the early forties, he has been in the tobacco trade since he was fourteen years of age, at which time he was credited with having sold tobacco on the road.

He was for a number of years connected with the big Havana and New York house of Sylvester & Stern, who are today one of the most important factors in their line. But in the fall of 1909, Mr. Sylvester received a flattering offer from the American Tobacco Co., to become the chief of their cigar and leaf tobacco business, and since that time he has devoted himself exclusively to the service of the American Tobacco Co. That he has made good step by step is easily shown by his election to the presidency of the largest subsidiary company now controlled by the parent concern.

The first intimation which the trade might have had, of Mr. Sylvester becoming the leading factor in the American Cigar Co., was his recent election to the presidency of M. Stachelberg & Co., in Tampa, upon the retirement of E. J. Stachelberg.

He is a man of decided personality, an indefatigable traveller and a glutton for work.

The American Cigar Co. have chosen well.

How to Hold the Vacationist's Trade

Timely Suggestions for Stocking Up the Smoker Before He Leaves Town

NOW that warm weather, with its discomforts is upon us, and the resultant scurrying for the mountain, country or seashore by everyone is at hand, it behooves every tobacconist to cast around for ideas and means of securing the summer trade which does not naturally drift his way and also the trade of the vacationist. The latter usually has quite a bit of money and he intends stocking up before he leaves, so why not make him an attractive offer and even though the profit on your sales is small, you may secure his good-will, which may mean largely increased sales during the fall and winter. Do not allow him to leave town with money which rightfully should be invested with you. Do not wait for the smoker to come to your store. Go after him. The mammoth stores of today do not wait for trade. They use every means in their power to secure it, by circular, catalogue or newspaper—and they generally get it.

A prominent Philadelphia tobacco retailer secured a profitable summer business last year by mailing to his regular customers and others who rarely came to his place, an attractive circular giving some of his off-season offers. The circular was printed on a light brown paper, using red ink. The introductory was short and to the point and then it launched in on prices and special inducements for purchasing.

One particular which he laid special stress upon was the first-class condition of his goods. No smoker wants to take with him on his vacation an assortment of smoking material and then when he finds himself fifty miles from nowhere, enjoying a fine camping trip, discover that his tobacco and cigars are in an almost unsmokeable condition. The goods may have been fresh when they left your establishment, but the point is to sell them to him in such a packing that they stay fresh.

One of his offers comprised a pipe smoker's outfit. This consisted of several pounds of his leading mixture. With each package of a pound or more he gave away a pipe, the purchaser having the choice of a variety of styles. Many men state that they enjoy a pipe more while on their vacation than at any other time. There's no question that a pipeful of good tobacco tastes better while one is living next to nature than at any other time. And then there is the further advantage of having a smoking commodity which will stay in better condition than the more bulky cigar. This is especially true of the camper who must at all times economize on space. The tobacconist who keeps in touch with the smoker can avail himself at this season of any number of opportunities of securing this business by timely suggestions for camping outfits.

Many users of tobacco, who find that they always smoke more heavily on their vacations than at any other period, have formed the practice of stocking up on stogies before leaving for the annual recreation. There appears to be a prejudice in the minds of many men against the stogie as a street smoke. There's no denying the fact that for appearance the humble, Plebeian-looking stogie does not put up the front that his more expensive Havana or domestic cousin does, yet when a man goes out in the country or on a camping and fishing trip he never thinks of appearances and takes a keen pleasure in burning up any number of these smokes as he patiently waits for his fish to bite.

The stogie is put up in various packings and provided the can or jar is fitted with a moistener top, they stay in good condition. Do not keep them virtually hidden on your shelves and expect your customers to call for them. There are many towns where the stogie is almost unknown, yet in summertime they are among the "best sellers." Many men who rarely, perhaps never, smoke a pipe, are open to argument when you put the stogie up to them as a satisfying smoke while roughing it.

The man who will have nothing but the "coffin nail," consumes them almost by the wholesale in the "good old summer time." Make him an interesting vacation offer and he will "fall for it." Give him a neat cigarette holder or case free with a certain number of cigarettes. No specific offers are given here, but any wide-awake tobacconist can reckon pretty closely what he can offer on a certain deal and can make his offers accordingly.

Finally we come to the ever-popular domestic and imported cigar. Many men stick to this way of smoking as a drowning man does to a straw and with this class lies the best opportunity of large sales and correspondingly large profits.

Take, for instance, your banker or broker customer, or the prosperous business man, doctor or lawyer. To many men in either of these classes price is almost immaterial, provided you give him the quality. He may go away for several months at a time, and to a place where the imported cigar is at a premium. It borders on a calamity, in his mind, if he is caught with his supply of Perfectos exhausted.

Emphasize the superior quality of your goods, give him an attractive offer, and urge upon him the prime necessity of keeping his cigars in condition. When he purchases hundreds of cigars, the humidor as a premium, or at a discount, should never fail to interest him. To this kind of smoker a dollar does not look as large as a cart-wheel and if he secures a cigar of quality, he rarely grumbles about the price. And the added advantage of possessing something with which to keep them in condition will get him every time.

One scheme for boosting summer sales has been tried out by a prominent New York store and found to be an excellent one. It is nothing more nor less than supplying some of the customers with addressed postal cards when they leave for out-of-the-way vacation places. Many smokers do not wish to take a large supply away with them and naturally feel distressed if they run out of tobacco. With an addressed postal conveniently at hand the first impulse will be to fill out one side and mail it. Any keen customer will realize that a house of any reputation will doubly strive to fill a mail order with entire satisfaction and will doubtless take advantage of the opportunity.

It matters little what your customer uses, be it the cigar, cigarette or tobacco, you should make it a point to interest him before he migrates and get some of that loose change he would otherwise carry away with him and spend elsewhere, perhaps in an out-of-the-way summer resort, where he may not be able to secure the smoke he longs for.

In working up this vacation business work your window for all that's in it. Change it frequently. Use a good line of talk and it surely will bring results. The following should give ideas on the vacation window bulletin:

THIS MEANS YOU,

MR. VACATIONIST!

Have you ever gone to some out-of-the-way place, ten miles from nowhere, to fish or camp, and run out of smoking material? Almost like being cast away on a desert island, wasn't it? Well, don't let it happen again. There's no excuse.

We handle the most representative line of smokers' materials in the city (we show only a few in this window), and can give you helpful suggestions as to purchasing, packing, means of keeping your stock fresh, until you will consider purchasing here, keen enjoyment.

Where is the Old Fashioned Cigar Salesman?

Written for The Tobacco World by a *Has Been*

WHAT has become of the old-fashioned salesman who called on all the jobbers, shook hands with all the clerks—including the office towel—asked some of the insiders to have a smile, some lunch, came back the next day—little more sociability—new goods shown and got his order? Those were the days of no missionary work, no billboards, no gratis deals and no subsidies on retail stores. The salesman landed his goods on friendship and personality and the jobber was always glad to see him again on his next trip.

Years ago we had the 24-karat men, like Ferdinand Hersch (prince of good fellows), J. H. Davis (Pop), who is still living; Frank Ruffner, John Ladd, John Straiton, Lee Harburger, Sam Austin (still living in Philadelphia), Billy Marburg, Fred Simmons and R. C. Brown, still living at Staten Island, N. Y.

Now conditions have changed. Today it is all you can get, and the jobbers hollering for more; and the cigar business going to the big ones and the smaller man becoming smaller. Because he cannot market his product, his channels of distribution are becoming less and less. Years ago we had no United Cigar Stores, everybody was independent, no trusts to combat, and when a brand was placed it had some "show" of being featured and displayed by the jobbers and salesmen.

Today the jobber has no independence, no private brands, no trade-marks. He is simply a clearing house for the big factories, compelled by their big output to see that their factories are kept busy. Everything is done today to secure a volume, regardless of expense. Gratis deals, advertising and mailing thousands of certificates to consumers to get free cigars.

No one twenty years ago would have ventured to predict that jobbers would have the volume of business they have today.

Did any one dream that M. A. Gunst & Company, of California, would touch the four million dollar mark, or Best & Russell Company their three million dollars of business, or Geo. L. Storm & Company, of New York, their four or five million, and the Metropolitan Tobacco Co., of New York, over thirty million dollars?

Cigars today are sold on the basis of "what can you do to introduce the brand, how much money can you spend to notify the consumer and what can you do to interest the retailer?" The salesman working for the jobber claims he does not have time to sell anything new, he must pound on the old brands, but he forgets that some of the old brands are becoming weaker in spots and some other house is putting in new stuff. He forgets that the more brands of his the retailer has, the more likelihood of increased orders, and he is bound to be short of something.

Some contend that they cannot afford to spend their own money introducing new brands, hence the missionary man is created as a "developer," to boost the game along and spend the money essential to being a good fellow.

But Mr. Jobber-Salesman takes all this, and when Mr. Developer is through, does he follow up the work of the missionary man? I should say, nay, nay. He goes along the lines of least resistance, plugging the old brands and forgetting the new.

It was J. B. Duke who once said, when he was selling Cameo cigarettes (and we knew him when he was poor), that "you can't do business with the jobber and you can't do business without him." The cry of today is how can a brand be successfully introduced so that the manufacturer can give the consumer a real good cigar without all this circus work? Prizes have been given for the best names for plays, stories and buildings.

Why don't some kind-hearted manufacturer offer a substantial prize, say $1000, for an idea of this kind? This would give everybody in the trade a chance to compete. I heard a big jobber say the other day that inside of ten years the $18 to $25 a week man would be the selling end of the cigar business, and the gold-plated man would supplant the present 18-karat agent.

What is to become of the latter?

Austria Heavy Buyer at Ninth Inscription

At the ninth Sumatra inscription held in Amsterdam on June 28th the largest buyer was the Austrian Regie, which purchased 4,000 bales. The Americans, who heretofore had been the heaviest buyers, acquired but 1,100 bales. The bidding was brisk.

The following firms report having purchased the following quantities: E. Rosenwald & Bro., 300 bales; H. Duys & Co., 110 bales; Deisel-Wemmer Co., 400 bales; American Cigar Company, 205 bales; W. K. Gresh & Sons, 156 bales; F. & E. Cranz, 108 bales; Benj. Labe & Sons, 125 bales.

PROBLEMS of the RETAILER

New Idea for Boosting Cigar Sales

IN describing one of his original ideas in boosting his cigar sales, a Detroit merchant gave the following, which should be food for thought for many retail tobacco dealers.

"I've always tried to boost my cigar sales by selling in box lots," said this enterprising business man. "I would argue the saving in price and at first I made a few sales, but invariably these men returned to their old habit of buying a half dollar's worth at a time. The box purchases hadn't proved a saving after all. When they bought in box lots they smoked more, gave away more and it really cost them more for smokes than it ever had before. That's what they all told me. So I decided I had been working on the wrong tack and abandoned the quantity scheme.

"Still I wanted to get the cigar trade of the town and sell even more cigars than I was selling, so I kept hunting for a plan that would sell the quantities and yet be of real advantage to the consumer. Finally I found it—and I got the inspiration from a lunch counter. I noticed that a restaurant sold meal tickets for 21 meals at a reduced price. You paid for the 21 meals in advance and got a discount by so doing. It is an old scheme in the restaurant line, but it was new in the cigar business, and I grabbed at it immediately. I had smoke-tickets printed—fifty stars on the outer margin, green stars for the five-centers, red for the tens. Then I pointed out to the men who had told me of their objections to the buy-a-box plan that they could now buy a box at the box price and leave it with me. They would simply bring along their tickets and get one cigar or a dozen as suited their fancy.

"This was a new one to all of them and the novelty of the plan combined with the saving has been a wonderful trade puller. I now sell three-quarters of the cigars smoked in this town and I'd rather sell them this way than by the box, because a customer comes into the store every day for his daily supply and very often sees some other article that attracts his fancy and loosens his purse strings."

There are evidently many retailers who have been afflicted with their usual attack of spring fever, but if they will only throw aside their lethargy, put on their thinking caps and spruce up on the general appearance of their stores, they will not have so much reason to complain of the dulness of business.

"All work and no play makes Jack a dull boy," is an old and perhaps often overworked saw, yet it still holds true. It is well for a man to take a day off occasionally, go away on a fishing trip or some other form of recreation. He will come back refreshed and tackle his work with renewed vigor the next day.

Study your customers as they come in through the day. You are selling something that is a pleasure for the average man to come in and buy. See to it that your manner does not detract from that pleasure. With one man you must be quiet and unobtrusive; he has something on his mind, you can see it from his abstracted air. Another enters who is jubilant over something; he has done a particularly good piece of business, possibly. You can even crack a joke with him, and no matter what the point is, he will, in all likelihood, laugh for a minute, and go out thinking you are one of the brightest young men in town.

Use Good Stationery

THE old saying of "Fine feathers make fine birds," is just as true today as it ever was, and people would much prefer to look at a peacock than an ugly buzzard. In looking over several thousand letters received from retail cigarists in our office, we are deeply impressed with the apparent carelessness on the part of many retailers in the matter of business stationery.

Probably seven out of the ten letters received in our office are either typewritten or hand written on cheap, poorly printed writing paper, with an equally inferior envelope to match. If dealers would stop to think a moment, they would quickly recognize that the use of poor business stationery is a very expensive economy.

A carefully written letter, on good stationery, will always receive attention and respect, when received in a business office. We have heard a clerk say often times: "These people do not amount to much, because their letter heads are so wretched."

With the modern day advancement in the printers' art, a cigar merchant, no matter how small, should transact his business on dignified, well-printed stationery, and the additional expense for obtaining this is so trifling that no dealer who has any ambition can afford to use anything else.

Understand, also, that good stationery is an index to the type of the business firm which sends it out. Many a small bill of goods has been checked by a manufacturer and credit established, because the order was sent in a business-like way, on excellent stationery, and thereby a fine impression created.

Window Bulletin Suggestions

THE "FATAL FOURTH"
may be fatal to men smoking "Ropes" but not to users of our excellent line of goods. We have everything needed to complete an enjoyable and glorious day.

IF THE HOME TEAM LOSES
Don't feel too bad about it. Just come inside and get one of our "Superlative" 10c. cigars. Your disappointment will soon fade away.

INSURE A "SAFE AND SANE" FOURTH
by investing in our .....cigar. You will then have the smoke minus the danger usually attending the celebration.

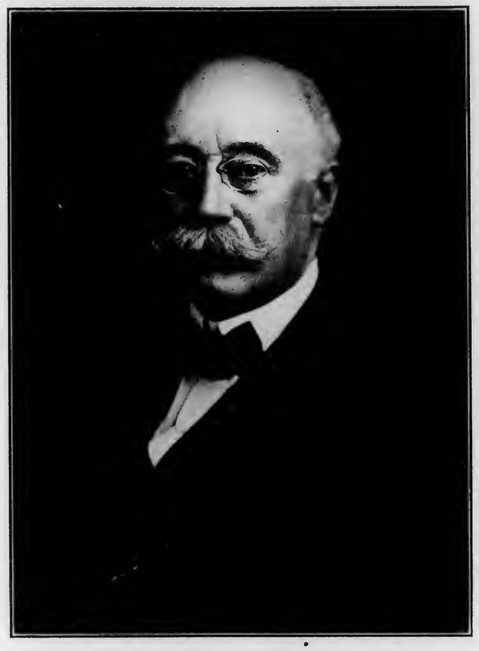
MR. VACATIONIST, THIS MEANS YOU!
Before you leave town to take that much-needed rest, don't forget that we have a complete line of cigars, cigarettes, and, in fact, tobacco and smokers' articles in every conceivable form.
And They're Fresh, Too.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

STARTING his business career as an office boy when sixteen years old, and from this small beginning rising to a position of wealth and influence in the world of tobacco, tells in brief of the success of William Best, Sr., jobber and importer of cigars and cigarettes. It is the oft repeated story of progress made by perseverance, untiring energy, square business dealings, inherent ability and business foresight.

Born in Canterbury, England, August 29th, 1841, Mr. Best came to the United States with his parents eleven years later. After a common school education, the young man entered the employ of the Chicago tobacco house of John C. Partridge & Co. Once there, Mr. Best set his whole heart and soul on acquiring inside knowledge of the business, with such remarkable success that a few years later he was made a partner in the firm.



WILLIAM BEST, Sr.

Following the death of Mr. Partridge in 1876, Mr. Best became the head of the firm of Best, Russell & Co., which became Best & Russell Co. on its incorporation in 1891. As president of this concern, Mr. Best has made it a power in the cigar field, which is constantly increasing and becoming more and more diversified.

But Mr. Best has not confined his energies to business matters alone. He has taken an active interest in politics and was elected south town collector on the Democratic ticket in 1883. He was also nominated for Sheriff of Cook County by the Democrats the year of the Haymarket Riots —but refused to run after his name was chosen, as he was afraid it would interfere with his business. In 1885 he was appointed a member of the South Park Commission and held this position continuously until 1911, his term being the longest ever served by a commissioner in the city of Chicago. During this time he held the positions of president and auditor of the board. Mr. Best is prominently identified with club life and is a member of the Chicago Association of Commerce, Mid Day, South Shore, Iroquois and Illinois Athletic Clubs. He is a thirty-second degree Mason.

Best & Russell Co. are distributors for such firms as United Cigar Mfg. Co., Sanchez & Haya, P. Verplanck & Co., Lovera & Co., Guedalia & Co., Storm, Fisher & Co., and the products of the American Tobacco Co.

When Mr. Best was in active service his firm represented such good old houses as Straiton & Storm, P. Lorillard & Co., Blackwell's Durham Tobacco Co., Old Judge Cigarette Co. The old brand "Golden Crown" is still selling. It was originally made by Straiton & Storm and now by their successors the United Cigar Manufacturers' Co.

When in town he can be found at the office every morning opening the mail and usually with a smile, as his business is a success and he has "made good." The product of the United Cigar Manufacturers' Company is a big factor in the company's business and possibly the one point which has helped them to the volume of their business. They also have branches in the South with headquarters at Memphis under same firm name, but one-half interest is held by Arthur B. Adair.

CHICAGO judges hold that a woman's character does not suffer through smoking. These comments come as an aftermath of the decision just handed down by the Supreme Court of New York, declaring it is neither extraordinary nor immoral for women of refinement to smoke. The contest resulted in the case of one Richard Thorne, who sued for divorce on the grounds that his wife smoked. The court decided that the cause was not enough for separation. Here is what some of the ablest Chicago judges have to say:

Judge Jesse A. Baldwin: "I believe men of the East are far readier to overlook the morals of women than we of the West. I do not believe we Westerners would like to see our sweethearts go around the house puffing a cigarette. I do not think it is any more proper for a woman to smoke in private than in public. I recognize, however, that the modern woman has taken more or less to smoking. In a suit for divorce, while I would not say that it would necessarily reflect on a woman's character to have it stated that she smoked, it would at least lessen the respect of the court for her."

Judge Theodore Brentano took a very liberal view of the question. He said: "I do not think that a woman can be condemned in any sense merely because she smokes. I believe many Chicago women smoke cigarettes and their moral character is beyond question. In many countries of Europe women smoke with the men and it is not considered bad taste. In a case such as has been decided in New York, I would agree with the decision of the New York court."

Judge Charles M. Walker: "No reflection can be cast upon a woman because she smokes. Although I am personally against the idea of women smoking, in no legal sense can this fact be held against her. However, it would in a sense lessen my respect for her."

* * *

My friend George Randolph Chester, who has given to the world of literature, one of the most famous characters of the decade in "J. Rufus Wallingford," returned from Europe recently after an extended visit to the other side, and of all the trinkets which he brought home he is particularly proud of a silver-headed cane, which is his constant companion. This cane is a Parisian product, and while talking with Chester the other day, he suddenly threw it up at me, pressed the spring and a cigarette presented itself, in a manner similar to the old sword cane idea.

The case in the cane is capable of holding one dozen cigarettes and Chester says that he thinks more of this novelty than he does of many a novel which he has perpetrated.

Lit the Weed and Lit Out

"Give up the weed and I will marry you!"
But that was rather more than he could do,
So, when his lady brought him to the scratch,
He lit the weed, and threw away the match.

L. T. H.

* * *

The smokers and "antis," of Kansas City, have been having it hot and heavy the past month. The victory at present appears to lie with the non-smokers, but the final decision is not yet at hand. The press of Kansas City are opposed to the smoking and a recent editorial pertaining to the discussion stated: "In New York, Philadelphia and other large cities there is no such thing as smoking on street cars. Why should Kansas City be an exception?"

We respectfully call the attention of the writer of that article to the fact that smoking *is* allowed on street cars in the above-named cities and there is no evidence of any great distress or suffering on the part of passengers. Of course there are always persons who care little for the comfort of fellow riders, but the average smoker in New York or Philadelphia has never been so inconsiderate as to even raise the question of discontinuing the practice.

The smokers do not have this privilege in winter, when closed cars are used; and they have never expected it, but they have been accustomed to "hitting it up" on the summer cars, which are open on all sides and there is no reason for stopping it.

* * *

The tragic death of A. L. Seligman in an automobile accident on June 24th, was a personal blow to "The Onlooker" and removed from the world at an apparently untimely season, one of the kindliest and most lovable characters I have ever known.

Mr. Seligman's philanthropy was as wide as his culture, and his genial smile and beneficent help will be missed by thousands in New York City and elsewhere, irrespective of creed or race.

Incidentally Mr. Seligman was an ardent admirer of the "Hoyo de Monterrey" cigar, and it was my delight on numerous occasions to hand him a cigar of another brand, to hear his kindly criticism and final endorsement after comparison of his own weeds.

It was only three days before his death that I proffered him a well-known Cuban brand—saw him light it—and then under some pretext leave his seat and slyly substitute a "Hoyo" for a really excellent cigar I had given him.

His death leaves a void which will be hard to fill.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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The importance of properly conditioning cigars, and other tobacco products, is frequently overlooked by retailers who pride themselves on being up to the minute in their business methods. Some retailers think that all that is necessary to keep cigars in condition is to install modern show cases and keep a sponge well-moistened in each case. They do this, season in and season out, regardless of local weather conditions and the constant change in the natural humidity.

Killing Good Cigars by Bad Handling

Others, who pride themselves on being more painstaking, install costly humidors and then fail to test these humidors from time to time to find whether they are doing their work satisfactorily.

No amount of science or money will keep cigars in condition unless it is rightly applied and at the proper time. Methods which are effective in such hot months as July and August cannot be applied in the same measure during the severer months of December and January, and yet, some merchants overlook this very important fact.

We know of a prominent retailer of cigars who handles largely, high-class imported and domestic goods who has never used moisture in a single cigar show case. He keeps his goods conditioned by letting the fresh stock impart their moisture to the other goods which have been standing in the case. This natural moisture is probably the most desirable, but of course, this scheme has to be watched very closely and it is not always practical to put it in force.

Every retailer should study local atmospheric conditions and watch his goods closely to see that they are kept in the best condition conducive to bring out the true quality of the tobacco and insure a free and easy burn.

Many a good cigar has been spoiled after it reached the retailer's case.

The action of the Independent Retail Tobacconists' Association of New York in suspending all dues until January, 1913, is a step which shows the sincere efforts of the men behind this movement to enlist the full membership of the trade in building up an association of strength and character.

New York Retailers' Opportunity For Organizing

With the bars let down, there is no good reason today, why New York retailers, who have been complaining so long, and so loudly, about the lack of opportunity, should not get together and form an association which would be a model and an example for other cities.

The officers of the association are men of standing and aggressiveness and the high purpose of the body is such that should attract the very best retailers in the metropolis. United action is needed and this can only be effective when the leaders are backed by force of numbers and a unanimous sympathy.

This is the time and the opportunity for New York retailers to get together, and if they neglect it, they will have only themselves to blame in the future.

The report that Philippine tobacco growers intend to offer their tobacco to American cigar manufacturers is received with considerable speculation. Although this tobacco can be imported duty free, less than one hundred pounds have been received in this country since the free trade arrangement with the Philippines has been in effect. This has been due, no doubt, to the fact that Manila manufacturers know that they can manufacture Manila cigars cheaper in their own country than in America. For this economic reason we do not see how it will be possible for cigars made from Manila tobacco in this country to compete with the native manufacturer.

What Will We Do With Manila Tobacco?

If, however, the tobacco is to be blended with Cuban or American leaf, the case presents another phase. In our opinion this will be the use to which the Manila leaf will be put if it is ever used to any extent in this country.

What "The World" Thinks

¶ That enterprising New Yorker who advertised "Paradise" cigarettes by displaying a poster, "If you don't like them, go to Hell," certainly struck an original note. Probably, some who smoked them, wished that the maker was at the same place.

¶ It remains for some original cigar manufacturer to bring out the new brand of cigars under the much-talked-of label, "Third Term." Why not the slogan, "One Good Term Deserves Another."

¶ A Roosevelt booster who sought to popularize the people's idol and himself by naming his cigar "T. R." finds the practical joker asking whether "T. R." does not now read "Taft Rooter."

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

T. J. Donigan Dies in Brooklyn

Once Well-known Figure in Retail and Jobbing Circles, in Poor Health for Several Years, Passes Away

THOMAS J. DONIGAN, a well-known figure in retail and jobbing tobacco circles of New York for a number of years, but not actively associated in business recently, died at his home in Brooklyn several weeks ago. The announcement was made at a meeting of the Brooklyn branch of the Independent Retail Tobacconists' Association, on June 21st, by Robert E. Lane, United States representative of the Partagas factory, of Havana, and a life-long friend of the deceased. Mr. Donigan, who had been in poor health for several years, was sixty years old at the time of his death. He leaves a widow and a daughter.

Mr. Donigan was widely known among tobacco men for years. He at one time operated a number of retail cigar stores, and was also one of the large wholesalers of New York. At another period he was engaged in the manufacture of cigarettes, being in business with others in the Nile Tobacco Works.

Whenever the formation of any association was under way Mr. Donigan was ready to assist. He was a member of the first jobbers' association in New York and also of the retail organization formed later. He was instrumental in forming a coupon scheme for retailers of New York about six years ago, but dropped the attempt when he received insufficient support.

Mr. Donigan sold his last retail store on Center street, known as the Annex, several years ago to Pattee, Underwood & Daboll, and took no active part in business since. His death is greatly regretted among the retailers of New York, who found in him a willing ally in any method promulgated for bettering conditions in the trade.

Steiner's German Process Bands Make Hit

Since putting their new German Process bands on the market, William Steiner, Sons & Co., lithographic specialists, in New York, have met with remarkable success. The beautiful colorings of the bands and their artistic designs and clever execution, have combined to put them in a class that should command the consideration of every cigar manufacturer who wants to add distinction to his goods.

The facilities of the house of Steiner enable them to turn out these bands on quick notice and to give the trade the most satisfactory service. Sample books containing a fine assortment of German Process stock bands, will be mailed to the trade upon request. All communications should be addressed to the New York office, at Nos. 257-265 West Seventeenth street.

Prizes For Phillip Morris Workers

AT the annual outing of the employees of the Phillip Morris Co., Ltd., held at Donnelly's Grove, L. I., New York, June 15th, Secretary Frederick S. Lucy presented a number of gold watches and rings to employees as a reward for their long and faithful service. A letter received from Curtis Thomson, of London, president of the company, offered prizes to the veteran employees of the company and a similar offer was received from Mrs. Thomson to the women employed by the company.

"Tom" Allen Again in the Harness

Thomas Allen, the veteran tobacco man, has re-entered the tobacco business by organizing the Allen-Warfield Co., a New Jersey corporation with $100,000 capital. The officers are: Thomas F. Bowers, president; Thomas Allen, vice-president; Harry N. Konwiser, treasurer, and J. Edward Smith, secretary. The new company have opened a cigar factory at No. 236-40 Bank street, Newark, N. J. They will principally manufacture "Graustark" brand clear Havana and the "Allen Old-Fashion" cigars. They will also put out a number of other brands.

Will Organize Jersey Retailers

E. E. Jaffin, New Jersey representative of D. M. Frank & Co., New York, has been delegated by the New York Association of Retailers to organize the cigar dealers of New Jersey. Mr. Jaffin has engaged a hall in Jersey City where he expects to hold the first meeting in the near future. He has been promised the assistance of such well-known organizers as H. H. Hunter, counsel for the New York Association, Ike Ochs, president, and Otto Jonas, secretary.

The American Cigar Lighter Company has been incorporated, in Manhattan, to manufacture cigar cutting and lighting devices. The capital stock is $500,000 and its organizers are: R. M. Bauer, R. C. Wyvell and O. V. Schrenk, all of New York City.

Judge Hand has appointed John L. Lyttle receiver for the Hamilton Cigar Stores Co., of Nos. 2209 and 2905 Broadway, and No. 3210 Third avenue, against which a petition in bankruptcy was filed on January 19th, and fixed his bond at $2,000.

A Clever Pinkus Idea

The firm of Pinkus Brothers, New York cigarette manufacturers who specialize in cigarettes sold to the consumers, have built up their business by more than ordinary cleverness in originating ideas and convincing their customers, that they are alert and careful business folk.

We were impressed recently with a novel set of stationery which the firm gets out, covering the various phases of the sale of their goods. Upon receipt of a request for samples on one of the firm's self-addressed postal cards which are widely distributed, they mail out the specimen cigarettes in an envelope which is ornamented with a very neat plate of an English butler serving cigarettes on a salver, and the heading, "Samples—From Pinkus Brothers." When an order is received, they have another envelope with an acknowledgement of an order printed in the upper left corner, and a characteristic drawing accompanying. When the goods are finally shipped, they have also another form of envelope showing a neat express package of cigarettes on the inside of the label, "Memo of Shipment—From Pinkus Brothers, New York."

This firm are also large distributors of their own packet of individual matches and attribute much of their success in business to a constant watchfulness for ideas, which will enable them to prove to the individual the merit of their wares.

"United" to Erect Six Story Building

In connection with the lease by the United Cigar Stores Company from the New York Central Railroad of the block front on the west side of Vanderbilt avenue, between Forty-second and Forty-third streets, it is now planned to erect a six-story building on the plot, which is 200 by 70 feet. The United will join with the railroad in bearing the expense of erecting the building. The lease, it is understood, will be for ninety-nine years.

The United will use only a small part of the building for its own purposes. The remainder will be sub-let, and officials of the company, in view of the excellent location, are confident that this can be accomplished without difficulty and at highly profitable rentals.

The latest stand of the United Cigar Stores Company, in the Wilson Building, 33rd street and Broadway, Manhattan, was opened under favorable circumstances a short time ago. The usual souvenirs were given away. Elton M. Shattuck is the manager.

The third "United" store, in Staten Island, was opened recently at West New Brighton. The other stores are at Stapleton and St. George.

H. Gutentag, of 140 Lenox avenue, the well-known retailer, has acquired the stand of Max Hirsch, at 125 Fifth avenue, and after having had it refitted in the latest manner, opened it as one of the best in that district.

Harry S. Bunce, until recently with A. Schulte, is now connected with the Consolidated Cigar Stores Co. He is assisting Mr. Woythaler in the management of the Forty-eighth street store.

H. S. Ansley has recently removed his New York headquarters from their old location on State street to 3 Park Row, where the full line of C. E. Beck y Ca. clear Havana made goods are to be seen. Mr. Ansley is taking a brief vacation on his farm during the present month.

Nulomoline For Cigars and Tobacco

For several years past, the Nulomoline Company, of New York, have been selling the plug tobacco manufacturers of the United States their exclusive product Nulomoline, which has been used with excellent results in the manufacture of plug tobacco.

Within recent weeks, this company have had several calls from cigar manufacturers for their product, who have utilized it in stiffening soft wrappers with decided success. Such cigar manufacturers as have found it necessary in their business to use glycerine in any form, think they have discovered in Nulomoline a much desired substitute.

This product is made from cane sugar, and is free from all injurious substances. It can be stored by manufacturers, and although it becomes opaque, it will retain all its qualities of softness, sweetness and fresh appearance, when put to use.

The Nulomoline Company are headquartered at 111 Wall street, and will be glad to furnish cigar manufacturers with a sample of their product upon request.

James Burns, the capable representative of the F. Lozano & Company for the Southern territory, has been visiting the firm's headquarters for the past ten days and expressed himself as delighted with the new office at 39th street and Fifth avenue, he says that the location and furnishings are now fully in keeping with the exclusive character of the goods which his house turns out. Mr. Burns leaves in a day or two to go back over his territory.

Harry Roberts, of J. W. Roberts & Son, the leading Tampa Mail order house, was in New York last week for a ten days' stay. He left for Tampa last Sunday.

Dave Echemendia, who looks after the output of the Castenada Havana factory in the United States, has been doing yeoman work at the leading seashore resorts during June, with excellent results.

John W. Merriam, of J. W. Merriam & Co., returned last week from a ten days' trip out through Ohio. Mr. Merriam stated that while he had done a comfortable business with all his regular customers, he noted but slight elasticity in trade, and a thinness in the size of orders which dealers placed, which is not particularly promising for the time being.

S. M. Frank, of S. M. Frank & Co., the leading pipe house, returned last week from a month's trip out through the Middle West. The Frank Company have done much during the past year to assist in popularizing the South African Calabash pipe and their sales on these pipes especially have increased many fold during the past six months.

A. D. Benheim, president of the Metropolitan Tobacco Co., sailed for Europe, on a vacation trip, on Saturday, June 22d.

TOO LATE FOR CLASSIFICATION

CIGAR SALESMEN WANTED—To sell the retail trade. E. P. Gillespie, York, Pa.

STENOGRAPHER—Young lady, Spanish and English correspondent, desires position with New York tobacco house. Best credentials. Address M. E., Box 9, 225 West Fourteenth street, New York City.

PHILADELPHIA.

Trade Outlook in Quaker City

CONSIDERING the universal quietness in tobacco circles throughout the country, few factors in the Philadelphia trade are finding cause for complaint.

The retailers state that box sales are fair and will undoubtedly increase as the vacation season approaches. The larger central stores are showing some attractive window displays and are making special offers, which should open the purse of the tobacco consumer.

Leaf houses are doing a goodly amount of business and while not taxed to the limit are satisfied with conditions. The new Sumatra is fulfilling expectation and a number of sales have been reported.

Incoming orders are keeping the majority of the factories hustling. A number of the larger ones report being oversold and expect to be very busy all summer keeping up with the demand. This is particularly true of one firm which has been conducting an aggressive campaign in trade journals and in one large national weekly.

Conditions as a rule in jobbing circles are quiet. Yet those concerns having men out on the road hustling for business are securing enough orders to keep them on the jump. The firms which are willing to go out and secure the business are at the present time, as at any other, the concerns who are giving the best reports.

Bayuk Bros. Change Title of Firm

Bayuk Brothers, manufacturers of "Havana Ribbon" cigars will incorporate their business on July 1st. The new concern will be known as Bayuk Brothers Co., the officers to consist of Samuel Bayuk, president; Max Bayuk, vice-president; Meyer Bayuk, secretary and treasurer, and A. M. Thompson second vice-president.

They announce that the policy of the new firm will be exactly similar to the old, no changes being made unless such as will work out to the interest of their host of customers.

Bobrow Brothers, who are attracting the attention of the trade all over the country by their extensive and timely advertising, are experiencing difficulty in manufacturing sufficient cigars for their patrons. They admit that much of their success in distributing the "Bold" is due to publicity. A recent letter from San Diego, Cal., written by a subscriber of the TOBACCO WORLD, who asked for quotations and samples would seem to prove that statement.

Speed Goodloe Announces Brands

Speed Goodloe, who is rapidly completing the refurnishing and fitting of 1203 Cuthbert street, expects to open up at that location in a very short time. The humidor has been installed, office fittings have been placed and the whole building fitted up in an up-to-date manner. The circular which he is having printed will soon be in the hands of the trade.

In cigars the Goodloe Cigar Co. will handle a complete line of imported goods. Among some of his goods will be those of Henry Clay and Bock & Co., the "El Confido," of Jose Lovera, in twenty sizes ranging in price from $35 to $175 per thousand; the "La Devisa" in ten sizes, manufactured by E. M. Schwarz of New York. In Porto Rico goods he will distribute the "El Aspecto," which will sell at $55 to $100 and come in three sizes.

The leading nickel brand which will be pushed hard in this territory will be the "Goodloe," made by Boltz, Clymer & Co., which will go to the retail trade at $35 per thousand.

M. Zifferblatt to Soon Discontinue Store

M. Zifferblatt, 13th street near Filbert, retailer and manufacturer, has an optimistic view for the future. The retail store will probably be discontinued in the near future and the efforts of the firm concentrated on the manufacturing end. The "El Vendura" and "Emze" brands are now being pushed in the local field, a number of window displays on the former brand being now shown in prominent West Philadelphia stores.

Mr. Zifferblatt sustained a small loss last week as a result of a fire in his store. Some stock was damaged, but is reported to have been covered by insurance.

Benj. Labe & Sons, leaf importers and packers, 230 North Third street, purchased 125 bales of Sumatra tobacco at the inscription held in Amsterdam on June 28th. Jacob Labe, of this firm, is doing the buying, having been in Europe all spring.

Allen R. Cressman's Sons announce that the local Cressman factory is being pushed to the limit. The "Counsellor," as a good nickel smoke, is being recognized more and more every day, which leaves its impression in the form of increased orders. W. H. Porch has been added to the salesforce and will assist in keeping the Cressman products before the eyes of the trade.

Quaker City Notes

L. G. Haeusserman, of L. G. Haeusserman and Sons, leaf dealers, has been on a trip through Pennsylvania, particularly the coal regions, where they do an extensive leaf business.

Terry & Duncan, 10th and Chestnut streets, are showing several tasty displays in their 10th street windows on "Sanchez y Haya" goods. Mr. Duncan has recently been on a trip to the Jersey Coast resorts where these high-grade Tampa cigars have been well placed by his firm.

J. G. Bagley & Co. are introducing their "Old Colony" smoking mixture to Philadelphians through a number of leading retailers. A special offer has been made by which a 10c. tin of the tobacco is given away with each 25c. pipe purchased. This is an attractive bargain and should bring good results.

Joseph W. Levy & Co., who opened a retail store at 1536 Market street a short time ago, are giving six premiums away each week. Each purchaser is given a numbered receipt and at the end of each week six are selected and the numbers posted on the show window. The lucky owners of the pasteboard must only call to secure the premium. Six boxes of cigars were given away last week in this manner.

T. H. Hart & Co. are now pushing with renewed vigor the sales on "Five of Harts" and "Heartsease." They are well placed in all the large cities and it will be noted by the observing that they are usually in the most progressive and well-paying stands where as a rule the customers are men who know a good smoke and see that they get it.

Since moving into their new building at 932 Market street, Otto Eisenlohr & Brothers are more than pleased with the facilities and ease with which they can dispatch orders. The "Cinco" and "Henrietta" are in such demand from all parts of the country that the matter of expeditious handling of orders and shipping of goods are ones of extreme importance.

The Juan F. Portuondo Company are putting out window display cards and posters on the "Sintoma," their newly introduced cigar. Considering the short time in which this high-grade product has been on the market the sales have risen to an unprecedented extent. The Middle and Far West are particularly partial to the Portuondo brands and consume them in enormous quantities.

Colonel Robinson Off For Shore

Joseph Robinson, the genial manager of Thomas Martindale & Company's cigar department, left town last Saturday for a two weeks' rest at his boat house in Ventnor, N. J. Col. Robinson is an enthusiast on fishing and yachting, owning a sailboat, and will spend much of his vacation period on the water.

Regarding conditions in the trade as affecting Martindale's, he stated that the firm now had twenty men on the road, all of whom carried the cigar lines in addition to those pertaining to the grocery end of the business. In high-grade goods they are now campaigning on the products of E. Regensburg & Sons, Sanchez y Haya and Cuesta, Rey & Co., all of Tampa.

What Tobacco Men Are Doing in Cincinnati

CINCINNATI, Ohio, June 26.

THE cigar and tobacco business the past ten days has been much better than in a number of weeks, according to the local trade.

George Schulten, the West End jobber, has purchased a large auto delivery truck, his business having grown to such a large volume as to require this. Mr. Schulten's son, John, has been of great help to his father in increasing his trade.

Local Manager Fred Bernard, of the Pinkerton Tobacco Company, of Toledo, Ohio, states that the demand for "Red Man" scrap is constantly showing an increase throughout Cincinnati territory. A new premium office has been opened on Seventh avenue, near Walnut street, where the many premiums given for coupons are attractively displayed.

George A. Voige, of the cigar company of that name, is kept busy these warm days filling orders for "Plantista" cigars, manufactured by the Compeer Cigar Company, of Indianapolis. Mr. Voige, by the way, has almost entirely recovered from his painful accident of last month.

The Booker Tobacco Company, of Lynchburg, Va., is distributing locally a new piece of advertising in the form of a cardboard puzzle. Its "Burley Cubs" little cigars have a large sale throughout Ohio, according to State Manager David Fribourg.

W. D. Spalding & Son, leaf brokers of 12 East Front street, report business as being very satisfactory. This concern buys leaf for some of the largest tobacco manufacturers in the United States and Canada.

F. W. Galbraith, Jr., of The Western Paper Goods Company, has just returned from a successful business trip in the East. This concern specializes in wax-lined paper bags for the scrap tobacco trade.

Isaac Keilson, who conducts a prosperous wholesale and retail cigar business at 1515 Central avenue, now has associated with him his son, Daniel, a promising young man who has just graduated from Hughes' High School—the alma mater of President Taft.

H. Krull, who has done excellent work in this territory on "Derby" little cigars, left on Wednesday for New York, where he and his three assistants will spend two weeks sightseeing.

A trade visitor of yesterday was C. H. Deming, who has succeeded Mr. Mickey as division manager for the R. J. Reynolds Tobacco Co. Mr. Deming is new to this territory, but is making many friends rapidly.

Margaret Meldahl, owner of a 500-acre farm near Vanceburg, Ky., sold 4,000 pounds of tobacco at the Cincinnati breaks on Tuesday. Miss Meldahl has entire supervision of her farm.

Business is good with the J. B. Moos Co., the largest local jobbers. Charles Carter, the "inside" salesman, is probably one of the most valuable employes of the company, inasmuch as he is familiar with all branches of the business, and whenever any other employe is temporarily incapacitated, Mr. Carter is impressed into the breach.

HULL.

Nat J. Rice Now With D. Theocaridis

Since opening a factory in the United States for the manufacture of their cigarettes, D. Theocaridis have had an immense sale for their goods. Indeed so high have their sales gone that the concern has taken on Nat J. Rice, a well-known salesman, who will become general sales representative in this country.

Mr. Rice has a large acquaintance in tobacco circles and should do splendid work for the firm. He intends to soon start on an extensive trip through the East and Middle West.

T. C. Charles, an old-time cigar manufacturer, died at his home in Columbus, Wis., last week. He was eighty years of age at the time of his death. Mr. Charles, years ago, manufactured cigars in Binghamton, N. Y., and later was a jobber in Herkimer and Mohawk, that State. He was the father of Fred Charles, of the Martinez-Charles Co., of Jacksonville, Fla.

United States Snuff Co. is the name of a new company organized in Boston recently. It will manufacture "Young Leaf" (Stockholm), "North Star" (Guttenberg), and "North Star" (Copenhagen), snuff.

The George L. Storm & Co.'s new retail and wholesale store was formally opened in Buffalo on June 22d. Henry Marks, secretary of the concern, is in charge of the establishment. A complete line of George L. Storm & Co.'s goods are carried, both retail and wholesale.

Fancy-Sized Cigars Causing Discontent On the Coast

Retailers Say Profit Is So Small As Not to Warrant Handling Them---Conditions Attributed to Competition; Others Place Responsibility On Retailing Wholesalers

A LEADING New York cigar manufacturer received a letter a few days since from his sales representative on the Pacific Coast, suggesting that he employ immediately for the Western slope a missionary, to boost their goods at the modest salary of $700 a month and expenses. The manufacturer wrote his salesman, declining to consider the arrangement and suggested that he take the job himself, as the salary demanded was considerable more than the regular salesman for the firm was drawing.

This incident calls close attention to some remarkable methods of merchandising cigars which are at present in vogue, more especially west of the Rocky Mountains, and it also indicates one of the reasons why certain dealers are dissatisfied with the conditions, under which they are distributing several brands of goods in the Far West.

About four months ago the TOBACCO WORLD received a letter from Los Angeles, in which a hint was dropped, that several dealers in that city, had been compelled, through the zealous work of a manufacturer's missionary, to push certain brands in certain sizes, in which there was positively no margin of profit, for either the jobber, the maker or the distributor, and that the results promised to be serious unless quick action was taken.

From investigation we find that this complaint is not at all local, but is spreading over the entire Pacific Coast.

As is well known our consumers of the Far West like big fat cigars, and there is no gain-saying the fact that manufacturers have recognized this, and have given the Pacific trade what they wanted.

The present condition of affairs, however, is attributable to the stress of competition, not only on the part of Tampa manufacturers of clear Havana goods, but by makers of other sections, in bidding for the choice of far western trade.

Certain large sizes have been put out and offered the jobber and the retailer more as leaders, to obtain orders on the full line, than in a desire to establish the particular size of the brand, but unfortunately, through the over zealous work of the missionary, the special attention of the consumer has been directed towards the consumption of these specialty sizes, which our manufacturers can ill afford to make as a steady diet, if they desire to make any money on them, and at the same time these goods are being retailed at such a close figure, that the dealer is not making any money also, and the sale on other shapes in which there is more profit, is being largely curtailed.

A well-known Tampa manufacturer stated in New York, recently, that he had purchased within a short time since clear Havana goods in San Francisco, which the jobber had sold him at the rate of $105 per thousand, which goods he could not possibly produce in his factory in Tampa at very much less. These goods measure 5⅝ inches long, and according to the tables he had before him, the cost of their manufacture must have been so close to the selling price that there could be no hope for any one obtaining a profit in handling these goods. The working margin between cost price and selling price, when divided among three, maker, jobber and retailer becomes so insignificant as to be really dangerous to general prosperity. There used to be some business on 3 for 50c. domestic cigars on the Coast, but owing to these conditions, there is very little left today.

What San Francisco Has to Say

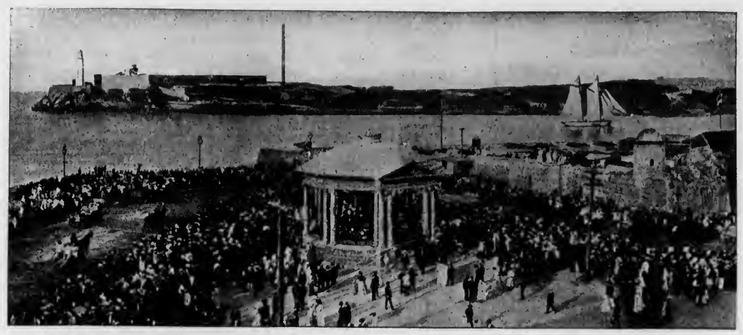
SAN FRANCISCO, June 20.

One of the apparent causes of unsatisfactory conditions which have prevailed for some time in the San Francisco retail trade, and a matter which is regarded by independent retailers as a legitimate ground of complaint, is the introduction of large and fancy sizes, retailing at 12½c., into this market by manufacturers who are endeavoring to gain a foothold here, and by their jobbing and retail connections. Such sizes as are complained of cost the retailer over $100 net, and with overhead expenses running at the minimum about seventeen per cent. of the gross receipts it is evident that the profit on such goods is altogether inadequate. Some fancy sizes were introduced here years ago by some of the old-time houses, and have gained permanent popularity, but as these goods do not cost over $95 net, the retailers are willing to handle them. Opinions differ as to the reason for the larger fancy sizes, but the complaint is quite general. Some place the blame on competition among the retailers themselves, while others place the responsibility on the combined retailer and jobber, stands either owned or controlled by jobbers having become extremely numerous of late years. The fancy sizes do not seem to be in response to any popular demand, but rather an effort to force goods on the market by offering bargains

In this connection, John C. Conner, the California street retailer, says: "Some of the dealers are selling cigars at two for a quarter that ought to sell at three for a half, and that are costing the retailer as high as $115. There is no objection to a reasonable fancy size, but some people lately have been getting out a regular stovepipe to retail at 12½c.. The retailer should not carry any cigar selling at this price which costs more than $100 gross. I wouldn't stock any cigar that cost more than that. It is impossible, I believe, to get out cigars of these large sizes and maintain the quality. The man who specializes on such goods can't last. I believe in a small, fancy size, and the dealer who handles such a size, of first-class quality and workmanship, is the boy that's going to win out in the long run."

Sam Newmark, proprietor of the Crystal Palace stand on Kearny street, says: "The introduction of these large sizes has caused a confusing situation. It looks to me as if some dealers are pushing something that is not demanded by the consumer. This is well demonstrated by the fact that the two brands of clear Havana cigars which enjoy universal popularity and are big sellers everywhere are sold principally in the Reina Victoria size. The independent dealer is, of course, compelled to carry the fancy sizes, but he is not putting them forward, and the real demand for them is rather small. In carrying the large sizes, however, the dealer has to give up a part of his legitimate profit, and in such a business as this everything counts. There are few smokers who really want the large sizes, and I cannot see that the brands made in such sizes have gained much ground."

Irving I. Pollak, of the Merchants' Exchange cigar stand, says: "We should not have any sizes costing over $90-net to retail at two for a quarter. It is the goods that cost $110 or more that cause the hard times in the retail trade. Their introduction is due to competition, and is really the fault of the retailers themselves, not the manufacturers."



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, June 22.

IT is about time to stop speaking about the new crop, as in two months from now the throwing of the seeds upon the ground will commence, again to raise a new growth of tobacco for the coming year. All the packings in the country are in full blast and the weather is seasonable, with a good shower nearly every day.

Our leaf market has been more animated, as the sales have nearly doubled during the past fortnight. The demand from Germany has not alone kept up, but has been increasing, and this notwithstanding that reports had been circulating that the German manufacturers were unwilling to pay the hitherto ruling prices. Evidently there must be a nigger in the woodpile somewhere, as surely our exporters would not continue to buy and ship goods if they could not dispose of them in Germany without a loss. While the demand from the American market has not been active, yet it has improved and there are more buyers coming from the North. Our local manufacturers are on the lookout for suitable vegas and are willing enough to invest their money, even if business is still very dull with them. The outlook for the future is undoubtedly getting brighter from day to day, as the present crop, as regards quality, is all that could be desired. Even the feared bad color question of the wrappers could be overcome successfully, if the importers and retailers would only follow the advice given to them, in letting the smoker decide this matter, whether he prefers a cigar with a poor looking wrapper, which, however, is tasting excellently, than an apparently fine looking cigar with a beautiful wrapper, but which has no flavor whatever, or might, perhaps, be bitter in the bargain. There is only one consolation for our manufacturers, or, for that matter, for all the clear Havana manufacturers in the United States likewise, that the evil, if it could by rights be so called, is uniform, and that nobody will have any advantage in offering to the trade, or smokers, any spotless cigars this coming fall or winter. If Nature has not seen fit to give us fine looking wrappers, and it is impossible to change the colors, we must "nolens volens" accept the verdict, and conform with the attainable, and not hanker after the impossible. This is logic and commonsense; therefore, let us be satisfied with what we have to offer, or can get.

Sales during the past fortnight ran up to 6850 bales in all; or, according to origin: Vuelta Abajo, 3155; Partido, 938, and Remedios, 2757 bales.

Buyers were: Americans, 1595; exporters to Europe, principally Germany, 2430; shippers to Buenos Aires, 50, and our local cigar and cigarette manufacturers 2766 bales.

Exports of leaf tobacco from the port of Havana, from June 3, 1912, to June 15, 1912, were:

To all ports of the United States (in bales), 5697; to Bremen, Hamburg and Amsterdam, 2508; to Buenos Aires, 66; to the Canary Islands, 8; making a total of 8279 bales.

Receipts of Tobacco From the Country Were:

	From June 2, 1912, to June 15, 1912. Bales.	Since January 1, 1912. Bales.
Vuelta Abajo	1,813	10,395
Semi Vuelta	496	1,764
Partido	1,170	3,393
Remedios	8,372	23,807
Mayari	41	1,065
Total	11,892	40,334

Cigars.

Not having received the official custom house returns, as regards the exports of our cigars for the first half of June, we have to leave this in blank until our next correspondence, and then we hope we can give the figures, not alone for what is missing today, but can give also the figures for the whole month of June.

Business in general is rather dull, as always at this season of the year, and none of our factories are working with full forces. Some factories say they have enough orders on hand, but not having the right material to execute them, as the new tobacco is still too young to be workable, so they are compelled to wait.

There is hardly any news of interest to be gained by making the rounds of our factories, at this epoch of the year, as the almost stereotyped reply is, we have no news, or they will answer, that they are working regularly, or normally; therefore, we are giving this time only the names of our principal factories, which are working the most, viz.: Romeo y Julieta, H. Upmann, Partagas, Sol, Castañeda, the principal factories of the Henry Clay & Bock & Co., Ltd., La Diligencia, Flor del Fumar and Eden.

Buying, Selling and Other Notes of Interest.

The uprising of the colored element in the Oriente province seems to be dying out, according to the reports given out by the government to our press, although the two leaders, Estenoz and Ivonet, are still at large, but they shall have but few followers, and which are split up into small bands of bandits of from ten to twenty men. The rest of the island is perfectly quiet, and nobody seems to bother about the final outcome of this affair.

Sylvester & Stern figure as the biggest buyers during the fortnight, having accumulated 1500 bales of various kinds of leaf.

Cardenas & Co. were the biggest sellers, having disposed of 800 bales of old Vueltas.

Manuel Garcia, of Perfecto Garcia & Bro., was the largest purchaser of old and new Vueltas, as also some Partido, to the extent of 891 bales for their Tampa factory.

Sobrinos de A. Gonzalez sold 550 bales of all kinds of leaf to their customers.

J. F. Berndes & Co. were the largest buyers for Germany during the past fourteen days, as they had registered in all 766 bales.

M. Abella & Co. turned over 473 bales of Partido and Remedios tobacco.

Adolfo Moeller came next as a heavy buyer for Germany, having bought 764 bales.

Gonzalez & Benitez disposed of 415 bales of Remedios and Semi Vuelta.

Sidney Goldberg had collected for his firm, S. Batt & Co., of New York, 300 bales of the best vegas he could find in our market.

José F. Rocha was a seller of 320 bales of Vueltas and Partido leaf to his customers.

Hija de José Gener purchased 300 bales of fine Vueltas for her factory.

Gutierrez & Diehl sold 275 bales of leaf during the past fortnight.

H. Upmann & Co. were buyers for export to the extent of 275 bales of tobacco.

Menendez & Co. disposed of 250 bales of their fine packings of Remedios leaf.

La Moda, cigarette factory, acquired 235 bales of old Vueltas, colas.

José C. Puente closed some deals amounting to 225 bales of Remedios from his packings.

Bridat & Co. purchased 211 bales for their customers in Europe.

Camejo & La Paz were sellers of 224 bales of new Vueltas during the past fortnight.

M. A. Gunst & Co. were in our market selecting some 200 bales of choice Vueltas for their factories.

Muñiz Herms. & Co. delivered some 200 bales of their prime Remedios packings.

Behrens & Co., of the celebrated Sol factory, purchased in the neighborhood of 200 bales of extra fine new Vueltas.

Herrera, Cabrel & Co. turned over 200 bales of their Remedios escogidas.

Gutierrez & Diehl were buyers of 200 bales of leaf for export to Germany.

José Menendez was not very busy during the past fortnight, as he only disposed of 120 bales of leaf, but there is no doubt but that his time will also come when he can report larger deals.

Angel L. Cuesta, of the big firm of Cuesta, Rey & Co., of Tampa, is in town looking over our market, although up to now we have only heard that he has purchased 150 bales of choice goods for *the truly Spanish house.*

A. M. Calzada & Co. have concluded several operations, both buying and selling; the former in the country and the latter to their customers in town.

Continued On Next Page

Late New York News

Maurice Winter, of M. Perez & Co., is at present in Cuba looking over the leaf market. He is expected to return in about two weeks.

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It is reported that H. M. Miller has secured a lease on the cigar store in the building at 36 Wall street, which he will occupy when the alterations are completed. This makes Mr. Miller's fourth store.

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The Edwin Cigar Co., which has been operating the cigar store in the Gaiety Theatre Building, has sold out to M. A. Gunst & Co., who will run it in the future. This is considered a very good location.

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The United Cigar Stores Company have leased the four-story building, at the southeast corner of Dey and Church streets, for a period of twenty-one years, from the Astor estate.

They will take possession next February and open one of their retail stores at that point.

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M. H. Stein, the progressive retailer, who has been for eleven years past at 535 Broadway, is just occupying an excellent new stand at 905 Broadway, near Twentieth street. The "United" leased the building in which Mr. Stein was formerly located, at 535, and he was compelled to make this move.

A clever little sign, on the window of his new store, reads as follows: "Everybody's doing it. Doing what? Moving up! M. H. Stein, long at 535 Broadway, is now located here."

Late Jobbing Items

Henry G. Wemmer, of the Deisel-Wemmer Co., of Lima, Ohio, was a recent visitor in Cincinnati, where he discussed an aggressive campaign on the "El Verso" and "San Felice" brands, handled in that district by Charles Krohn, a prominent jobber, who has been pushing this popular product for several years.

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The George B. Scrambling Co., successor to the wholesale department of the R. & W. Jenkinson Co., of Cleveland, report conditions in that vicinity as very promising. Some of their leading cigars are the "Robert Burns," "General Arthur," "Owl," "Henry George," "Bank Note" and "Abbey" of the United Cigar Manufacturers' Company. They also handle the M. A. Gunst brands and also those of E. M. Schwarz & Co., of New York.

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The big jobbing firm of Klauber-Wangenheim Co., of Los Angeles, Cal., who probably sell as many clear Havana cigars as any one in that territory, report a marked increase in the sale of the finer 2 for 25c. sizes. The manufacturer and jobber, according to this firm, have not forced these sizes. They were originally introduced by some of the larger retailers in order to give the consumer better value than their competitors. In this way the sale of Havana cigars costing the dealer $100.00 and $105.00 per thousand gradually grew, until today, the consumer has become educated to certain fine sizes and calls for them constantly.

Coast Retailers Kick on Fancy Sizes

Continued from page 22

Regarding the present condition of affairs on the Coast the Los Angeles correspondent of THE TOBACCO WORLD has the following to say:

LOS ANGELES, June 25.

MY interviews with the smaller retailers do not vary much, learning from practically all of them that they handle the fancy sizes but keep them "under cover" and hand them out only when demanded by the customer, claiming that the profit is very small and their expenses are very high, but they are forced to carry the fancy sizes in order to keep up with the larger dealers.

Certain jobbers who control retail stores in the city, are making a feature of putting all these fancy sizes out which cost from $100.00 to $105.00 per thousand, over their counters at a price of 2 for 25c. in order to create a great demand for the goods through their smokers and in this way the retailers are forced to put in fancy sizes, by the consumers, on which no profit is made.

Mr. Guy Yonkin, one of the most prominent retail cigar dealers here says, that by offering the consumer the best for their money, he gets the best business and makes a customer out of him at the same time. His business is nothing less than $100.00 size goods in clear Havana line. "R. V." is "a thing of the past" at his place.

Woodworth & Payne, retailers, give the following statement: "We are compelled by the consumer to handle the fancy sizes for which we pay $100.00 and $105.00. We do not care to put these goods out, but they are greatly in demand and the sales are increasing each day, especially on the 'Queens and Staples.' Our last month's sales show fore fancy size goods sold over our counter than the 'R. V.,' but our profits show smaller in comparison with the sales we made with the $90.00 goods."

John Morgan, president of the Morgan Cigar Company informs us that he handles his own line and all fancy sizes under his own label and which he calls "Virginia." The cheapest size he handles cost him $97.50 and states that he believes he has his trade educated up to the fact that "R. V." is almost a thing of the past at his place of business. The demand for fancy sizes and shapes is growing each day.

Mr. Willard, manager of the cigar department of George W. Walker Cigar Company, advises us that his "Humboldt's Imperial" size which goes to the retailer for $105.00 and the "Queen" for $100.00 are selling right along and that sales show as much on this size as they do on the $90.00 sizes. He also claims that the consumers are becoming educated up to better varieties, but at the same time there is no profit for the wholesale or the retail trade.

Bob Gans, of the J. J. Gans & Bros. Cigar Co., says: "Our Natividad 'R. V.' is our best seller, but we are compelled to sell a few Imperiales sizes which goes to the trade for $100.00, but at the same time we do not average twenty thousand of this size a month and would be far better off not to sell them at all as the profit is very small on same."

Havana Letter

Continued from page 23

There is a project on foot to prohibit the exportation of Havana seed, through a special law, to be passed by our Congress. It is claimed, that by exporting our seed to other countries, they are trying to injure our reputation of being the only country on the face of the globe that raises the finest kind of tobacco, and while we are not afraid that any other piece of ground can ever reunite the same conditions of soil and climate, we wish to stop the bragging of being able to produce a substitute.

The principal shippers from the port of Havana, above 200 bales, were: Sylvester & Stern, 668; J. F. Berndes & Co., 766; Adolfo Moeller, 764; Mark A. Pollak, 686; J. Bernheim & Sons, 533; Sobrinos de A. Gonzalez, 422; H. Upmann & Co., 275; Leslie Pantin, 268; Silveira & Co., 225; Suarez Herns., 224; M. A. Gunst & Co., 223; Rodriguez, Menendez & Co., 212; Bridat & Co., 211, and Gutierrez & Diehl, 200 bales.

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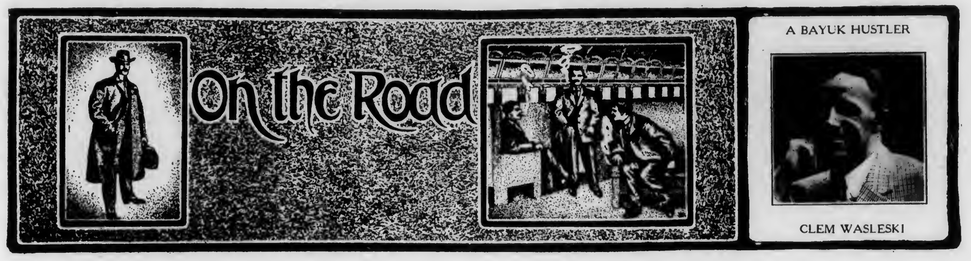

A "Havana Ribbon" Hustler

The likeness shown above is that of Clem Wasleski the second oldest salesman, in point of service, now selling "Havana Ribbons" for Bayuk Brothers, of Philadelphia.

Mr. Wasleski joined Bayuk Brothers' selling force some eight years ago and has been very successful from the start. He is a tireless worker and conditions must be extremely poor when Clem does not succeed in procuring his usual bunch of orders. On the re-arranging of territory in January, 1911, Mr. Wasleski was placed in charge of the West Philadelphia and Main Line territory. The manner in which "Havana Ribbons" are distributed in those sections is ample proof of his ability as a "knight of the grip" and justifies in a marked degree his firm's confidence in giving him jurisdiction over such a responsible field. He is immensely popular with the trade, his co-workers and employers. And Clem's clean-cut method of doing business warrants all the esteem he enjoys.

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T. Leach, a special representative of the F. R. Rice Mercantile Co., of St. Louis, is working a "drive" on the Rice Mercantile brand of goods in the Northwest and reports excellent results.

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Doc. Straus, the old and well-known Pacific Coast cigar salesman, is again in harness, this time making a hit with the Coffin-Reddington Company of San Francisco, on the Cuesta-Rey brands.

——

Clarence Saunders, known to the traveling fraternity through the Middle West as "Razzle Dazzle," who recently retired from active work with Niles & Moser, of Kansas City, is reported to be trying his luck at farming. He retired after twenty-five years on the road to get a larger share of home life.

——

Dan Wharton, the genial and popular traveling man of Rothenberg & Schloss, of Denver, will soon sever his connection with that firm and on August 1st will join the sales force of Bustillo Bros. & Diaz. He will cover Utah, Idaho, Montana, Oregon, Washington and Alaska.

——

Ed. Marshall, of Sig. C. Mayer & Co., of Philadelphia, is one of the best known and liked traveling cigar men in tobacco circles of Colorado and Utah. The Metropolitan Cigar Co. are the distributors of "Rey-Oma" and "El Wadora" in that region of the West.

——

S. C. Johnson, a popular traveling man of Bustillo Bros. & Diaz, with New Orleans as his centre of operations, has joined the ranks of the farmers. It is reported that Mr. Johnson has a fine farm near Nacogdoches, Texas, and that he will soon retire there permanently.

Leon A. Stowell, who has been campaigning in San Francisco for the Surbrug Company, is visiting his old home in Minneapolis.

——

N. Greenblat, who has had charge of the cigar department of the Haley & Lang Co., of Sioux City, Ia., has resigned to accept a position on the road for the Niles & Moser Cigar Co., of Kansas City, and will cover a territory in Nebraska and Eastern Wyoming. He had been with Haley & Lang for eight years.

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R. L. Olive, the well-known representative of the Moser Cigar Manufacturing Co., with headquarters in Kansas City, has gone on an extended tour through Kansas, Oklahoma and Northern Texas in the interest of the "La Cavalerie" brand.

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Dan Lamont, of the S. R. Moss Cigar Co., of Lancaster, Pa., has just completed a campaign in Milwaukee on the "Flor de Moss" and "Prefect" cigars. He worked through the Yahr & Lange Co., distributors for the Moss products in that section.

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O. C. Schneider, the popular M. Valle y Ca representative, has been covering the Middle West in the interest of the "Flor de Cuba" cigar. This brand is a well-known one among club and café circles in the larger towns in that region.

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C. M. Abney, who, for the past twelve years has been the representative of the Strater Bros. Tobacco Co., in Seattle, recently resigned and will go to Florida, where he owns some farm lands, and will raise grape fruit.

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T. W. Allen, formerly covering Illinois for the Parker-Gordon Cigar Co., of St. Louis, has accepted a similar position with the Smith & Smith Cigar Co., of Peoria, Ill. L. F. Webster will cover Mr. Allen's former territory with the Parker-Gordon Company.

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Frank Sigler, one of the old time cigar salesmen, of Kansas City, has taken the management of the cigar department of the Lincoln Drug Co., in Lincoln, Neb.

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Oscar Banghart, representing T. J. Dunn & Co. and Heyman Bros. & Lowenstein, of New York, is on a trip through the Middle West and reports excellent progress.

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W. B. Wellman, of Wellman, Peck & Co., distributors, of San Francisco, is on an extended vacation in Europe. He is expected back the latter part of the summer.

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Jack Lachman, formerly a road man for J. Bamberger & Co., of San Francisco, is now covering Sacramento and San Joaquin Valleys, in California, for Edward Wolf & Co., 'Frisco wholesalers.

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W. H. Munson, the genial and well-known traveling man of M. Melachrino & Co., has been visiting in the East and has again gone to his headquarters in Chicago. He has charge of the Middle West distribution.

all that's new with JOBBERS and DISTRIBUTORS

New Distributors For The "El Dallo"

THAT unique cigar the "El Dallo," which has just recently been put on the market by Wertheimer Brothers of Baltimore, seems to have struck the popular fancy. This cigar is a high quality, long filler proposition, containing a desirable amount of Havana and put up in a manner that is decidedly unusual and attractive. Each cigar is wrapped in tinfoil which is covered by transparent tissue paper bearing the name of the brand. This insures the cigar being kept in perfect condition, avoiding unsanitary handling and prevents breakage to which cigars packed in the ordinary way are subjected. There are many other unusual features about the "El Dallo" which commend themselves to distriminating buyers.

Among the new distributors who have recently taken on this brand are Berdan & Co., Toledo, O.; Daniel Laughlan, of Washington, D. C.; U. Koen & Co., New Orleans, and F. A. Davis & Sons, Baltimore.

The Wertheimer factory is being taxed to its capacity to meet the growing demand for the "El Dallo" and it is the intention of the manufacturers to concentrate almost exclusively on the production and exploitation of this brand. They know that they have a good thing and they intend to push it.

To Handle "Bank Note" Cigar

The Metropolitan Cigar Co., of Denver, have taken on the "Bank Note" cigar, made by the United Cigar Manufacturers Co., of New York. This brand has been handled by the Niles & Moser Cigar Co., of that city, for the past six months. The transfer of the stock took place last week, and the Metropolitan Company promise to make this cigar an equal seller with the other well-known United Cigar Manufacturers Co.'s brands.

New Lines for Lang, Jones & Company

The wholesale firm of Lang, Jones & Co., of Portland, Ore., are one of the leading cigar jobbing houses of that section. This concern, which is composed of F. A. Jones and Harry Lang, are handling some of the most widely known brands in the country.

Some lines, of which they recently secured the control for the State of Oregon, are those of Francisco Bolano, the "La Famosa," of E. Kleiner & Co., and "Yale Club," Sam Harris, both of New York City.

Toledo, Ohio Jobbers in Happy Mood

The jobbers and retailers of Toledo, Ohio, state that their May business has been the largest in years, and from present indication the June figures will soar ahead of those of May. The increase is not on any particular brands, but some cigars which have done exceptionally well are "San Felice," Deisel-Wemmer Co., Lima, O.; "Havana Ribbon," Bayuk Brothers, and "New Bachelor," T. J. Dunn & Co., New York.

A. C. Gibbs, New Pittsburgh Wholesaler, Opens

The formal opening of the A. C. Gibbs Company store, at 440 Wood street, Pittsburgh, took place several weeks ago without a flourish of any kind. A. C. Gibbs, head of the firm, is so well known and liked in that city that the trade came just the same. Those associated with Mr. Gibbs are H. C. Baird, treasurer of the company; C. L. Lee, formerly with Reymer Brothers, and Edward Detweiler.

This new concern will do both a retail and jobbing business and will handle in clear Havana cigars such goods as: "Tuval" (Marcelino Perez & Co.), which is being featured, "La Mia" (Y. Pendas & Alvarez), "Infinito" and "Mi Cara" (Arguelles, Lopez & Bro.) and "Sevilla" (Lopez, Hnos. & Co.). In imported goods the following brands are carried: "Henry Clay," "Romeo y Julieta," "Carolina," "Partagas," "Hoyo de Monterrey," "Eden," "Figaro," "Garcia," "Bock," "Villar y Villar," "Por Larranaga," "Cabanas" and "Corona." The domestic line includes "El Remarko," "Indefencia," "Cuballetts" (S. R. Moss Cigar Co.), "Rugby" (Sig. C. Mayer & Co.), "El Cado" and "La Preferencia" (Havana-American Co.). In Porto Rican goods they handle "Crownell" (Logan Tobacco Co.) and "La Flor de Alfonso" (American West Indies Trading Co.). The cigarettes include such brands as "Pall Mall," "Philip Morris," "Rameses," "Deities," "Melachrino," "Helmar," "National," "Fatima," "Mogul and others.

M. A. Gunst & Co. in New Quarters

The local jobbing business of M. A. Gunst & Co., at Seattle, Wash., has been concentrated on their new place of business in the Phinney Building, where they are now firmly established. The offices were moved several weeks ago from the Butler Hotel Building and the stock has been moved the past week.

C. B. Poar, the Seattle manager of M. A. Gunst & Co., denied the rumor that his concern contemplated opening twenty stores in Seattle and were later to enter the Tacoma field. In reply, he stated that the fifth Gunst store would shortly be opened at the Clemmer Theater, in Seattle. Regarding the Tacoma rumor, he said his firm did not expect to enter that city at present, unless it opened a wholesale house.

Watt Cigar Co. To Handle "Wanda"

One of the new cigars to break in the Minneapolis market is the "Wanda," made by L. F. Weiss & Co., of New York. Mr. Weiss was a recent visitor in that region and placed his brand with the Watt Cigar Co., which will, for a time, handle it in four sizes.

Reymer & Bros., of Pittsburgh, are doing a good trade on small cigars. They are now making a drive on the "Solace" cigar, the distribution of which they took on recently for this territory. They have several displays of the brand in the "Smoky City." Reymer & Bros. expect to open their new retail stand in the First National Bank Building about July 1st.

Jobbing Trade Items

National Grocery Co. to Handle Manilas

That the Manila cigar is coming up stronger every day, particularly in the West, is shown by the number of firms taking on these smokes, who heretofore did not handle them.

One of the latest is in Seattle, the National Grocery Co., who will carry the "Alejandria," a first-class piece of goods, made in the Alejandria factory in Manila.

I. M. Cohen, manager of the cigar department, stated that the cigar, tobacco and pipe section of the business would soon have special quarters. Extensive alterations are now being made to the building.

The Mosher Cigar Co., of Omaha, Neb., is reported to have taken the distribution of the "La Cavalerie" brand of the Mozer Cigar Manufacturing Co., of Detroit, Mich.

The "New Bachelor," cigar of T. J. Dunn & Co., is one of the most popular pieces of goods with the A. J. Mitchell Cigar Company, distributors, of St. Louis.

Sidney Cahen, the hustling traveling man for E. Regensburg & Sons, has completed a trip through Pennsylvania and New Jersey and is now on a trip through New York State pushing the "American" cigar. The "American' is a popular seller at the summer resorts.

The Lawrence Cigar Company, of Denver, recently received their first shipment of "Charter," 5c. cigars and "Inventors," selling at a dime, which lines they took on a short time ago. They are made by E. M. Schwarz & Co., of New York City.

Lane & Connelly, cigar wholesalers of San Francisco, formerly at 26 Front street, are now located at 58 Pine street.

Edward Wolf & Co., large jobbers of San Francisco, are enjoying an excellent trade on their Manila brand, "Insular." Jobbers on the Coast are surprised at the increased demand for the Philippine product and are experiencing difficulty in securing frequent enough shipments.

The Rosenfeld-Smith Co., of Seattle, Wash., recently purchased a new automobile for delivery purposes in that city and adjacent territory. Gus Parsons, manager of the company, states that the demand for their brands is rapidly increasing.

Baker Brothers, the Boston jobbers, report a growing demand for the "San Felice" cigar, the well-known Deisel-Wemmer product. During 1911 this concern distributed over one million of these popular smokes around Boston and in a recent statement, one man, prominently identified with their trade, said he would not be surprised to see them job twenty million in the next five years.

Best & Russel, of Chicago, are doing an extensive window display campaign in all their stores on the "Abbey" cigar, of Theobald & Oppenheimer Co., Philadelphia. They have distributed it through the "Windy City" until it is known as one of the largest sellers.

Glaser Bros., of San Francisco, are kept hustling on orders for the "King's Court" and "Hernsheim" cigars of the Hernsheim Co., of New Orleans.

Col. Steere, Assistant Collector of Internal Revenue at Manila, recently arrived in San Francisco for a short stay. He stated that the Philippine cigars are arriving in this country at the rate of 7,500,000 a month. Labor conditions on the Island are far from satisfactory.

Niles & Moser, of Kansas City, are doing an excellent trade on "La Saramita" cigars, manufactured by Shields-Wertheim Co., of Cleveland, and report that the smokers in the Middle West are realizing more every day the worth of this piece of goods. The Cleveland company have been working an aggressive campaign on the "La Saramita" and the results are a natural sequence of the up-to-date methods employed.

The Walding, Kinnan and Marvin Co., of Toledo, Ohio, have taken on the distribution of the "Sight Draft" cigar, made by W. K. Gresh & Son, of Norristown, Pa., and will open up a big campaign on them in that territory.

May Merge Lexington, Ky., Warehouses

The Louisville Tobacco Warehouse Association about ten days ago secured options on the following tobacco warehouses, of Lexington, K. Y. The Lexington, Shelburne's, the three controlled by the Growers' Warehouse Company and the new house of Luther Stivers & Co., in course of construction. The cost of swinging the deal is said to have been above $250,000.

The deal which is being negotiated for the Louisville people by A. P. Bernard, of that city, will give the Louisville people practical control of the loose leaf as well as the hogshead market of Kentucky. The option expires July 1.

Commemorate 25th Wedding Anniversary

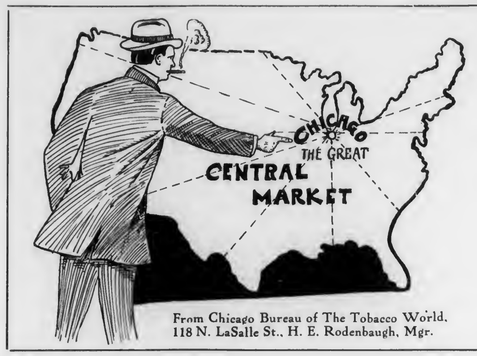
Samuel Levy, president of the Enterprise Cigar Company, Trenton, N. J., was delightfully surprised on June 13th to receive a magnificent candelabra set of three pieces from the employees of his factory in commemoration of his 25th or Silver wedding anniversary. The presentation was made by a committee of employees and Mr. Levy was so overcome by the mark of their affection and esteem that he was at a loss for words to express his gratitude and appreciation.

May Close Down New Brunswick Plant

One thousand employees of the New Brunswick Cigar Company, of New Brunswick, N. J., made a demand at the close of work on June 24th, for an increase in wages. The company notified them that it could not agree to the increase asked for and rather than have any trouble it is expected that the factory will be closed for a time pending adjustment of the wages. The closing of the plant will throw out of employment nearly 2000 hands.

Elmira, N. Y., Retailer Makes Assignment

A general assignment for the benefit of his creditors has been made by Arthur F. Wiegand, who conducts a cigar store at 109 East Water street, Elmira, N. Y., to Burton C. Meeker, of that city. The assignment is made in return for valuable considerations given by Mr. Meeker.



From Chicago Bureau of The Tobacco World,
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

June Prosperous Month in Chicago

American Retail Cigar Dealers Co., New Company ---Schroeder & Co., Distributing "Plantista"---Frank Dager to Open Jobbing House

CHICAGO, June 25.

JUNE brought prosperity to Chicago tobacco dealers. The Republican National Convention proved a boon to hotel stands, and stock of high-priced cigars were completely cleaned out in the largest hotels of the city. Three for a half and three for a dollar smokes were sold over the counter like the nickel article in ordinary times, and delegates consumed thousands in the long, bitter battle on the convention floor. Cigar stores along Michigan and Wabash avenues, etc., in proximity of headquarters, were also heavily taxed, and all stands in the "loop" profited more or less. Good weather helped local trade, and the month did much to overcome some of the dulness prevalent earlier in the season.

The American Retail Cigar Dealers' Company, capital $5,000, is a new Chicago incorporation Harry J. Lurie, F. L. Clarke and John L. Anderson are the names appearing on the articles.

L. F. Weiss, of L. F. Weiss & Co., makers of the "Wanda" brand, was in town en route to Pennsylvania, where he has placed the brand with E. A Strouse & Co.

Graham Davis, of Bondy & Lederer, is in town. Their brand, "Tom Keene," is distributed by Steele, Weseles & Co. Graham's father, "Pop Davis," has been selling goods for Bondy & Lederer for 40 years. He has an office in the Fine Arts Building.

Jim Courtney, headquarters at Madison, Wis., Best & Russell Co.'s representative for Wisconsin, who has been in their employ covering the same territory for the past 15 years, has opened a cigar store in Madison, near the "Square," and is looking for another location near the University. He has just finished a campaign with Mr. J. Bauer, on the "Abbey" cigar. Mr. Bauer is general sales agent for this brand.

Marcelini, Perry & Co., of New York, are now making the "General Shield" brand for Chapin & Gore.

Best & Russell Co. have placed the "Van Dyck" cigar, of M. A. Gunst & Co., in their retail stores. This cigar is also on sale at the Congress and Sherman hotels.

Schroeder & Co. Distributing "Plantista."

O. Schroeder & Co. are the distributors for the "Plantista" cigar, made by the Compeer Cigar Co., of Indianapolis. They are giving out a leather cigar case in exchange for "Plantista" bands.

Morrison, Plummer & Co., wholesale druggists, have the distribution of the "La Confession" cigar, made by Benito Rovira Co., of New York.

Hillman's, Washington and State streets, are building up a nice department under the supervision of Charles Pennell. They cut prices on all the popular brands, but have a good many private brands made up for them.

Ed Moser, of Niles & Moser Cigar Co., of Kansas City, now in Europe, is expected in Chicago early in July on his way back to Kansas City. Niles & Moser are the largest cigar jobbers in Kansas City. They also have branches in Denver, Omaha and Dallas.

John P. Harding, of the Postal Building, La Salle & Van Buren streets, has a big cigar business. He carries all the leading brands, besides several private ones. Mr. Harding is also president of the Planters' Hotel Co.

The United Cigar Manufacturers have a very large electric sign at Oakwood Boulevard and Cottage Grove avenue, which also shows from Drexel Boulevard. This is a good auto location and "auto" increase sales on the brand it advertises, "Robert Burns," during the summer months.

The Union News Co. has a corner retail store in the La Salle Street Station (corner Van Buren and La Salle streets), in which they have a big cigar department which is under the management of Mr. Johnson, who worked for Best & Russell Co. for many years. They carry a full line of imported brands; also popular brands of local fame like "La Soneda," "Optimo," "El Pendes," "Lovera," "Sanchez y Haya," "Tom Palmer," "Robert Burns," and "Tom Moore." In five-cent goods their big sellers are "La Calzada," (Geo L. Storm & Co.), "El O'Roy," "Lord Temple," "Soneda," and "Half a Dime."

Since Best & Russell Co. have taken charge of the Congress Drug-store department, Van Buren and Wabash avenue, the business has increased rapidly. Best & Russell Co. have many popular brands such as "Sanchez y Haya," "Robert Burns," "Owl," "Palmer House," and many others, which enable them to increase the retail business. They also operate the cigar departments in the Consumers' Drug Co., State and Randolph streets; Buck & Rayner, State and Madison streets; Buck & Rayner, La Salle and Madison streets; Buck & Rayner, Northwestern Depot, and Auditorium Pharmacy, Wabash and Congress streets. At these stands they also carry popular brands (where the demand justifies it) of other houses' brands that are not jobbed by them, such as "Tom Palmer," of Wengler & Mandell.

The cigar stores on the south side are all putting in the new style National cash registers—those throwing out a ticket, which the customer is encouraged to retain for rebates and premiums. Goldwin Smith, who lives at 550 Oakwood Boulevard, and represents the National Cash Register Co., has just sold one of this type to Joe Lawler, at Thirty-ninth street and Indiana avenue, and three to the Drexel, Thirty-ninth street and Cottage Grove.

John F. Doyle, proprietor of two places, with headquarters at State and Lake streets, has built up an excellent business. He handles all lines of popular brands such as "La Soneda," "Sanchez y Haya," "Lucious," "Lovera," "Robert Burns," "Tom Moore," and "Tom Palmer." Recently he had a very fine window display of "Optimo," being a very close friend of Ed. Morgan's, who sells "Optimos" for Clarence Hirschhorn & Co., the distributors of that brand.

The store at La Salle and Monroe streets (Borland Building), owned by Best & Russell Co., is in charge of Charlie Isitt, who has been with them for a number of years. Charlie got his training at Buck & Rayners when Tom Ledward owned the place. They sell a great many imported cigars at this store; also, package goods, the leader being the "Java," 5 for 20c., made by Storm, Fisher & Co.

Best & Russell Co. are popularizing two new brands," "San Marco," Sumatra wrapped, made by United Cigar Manufacturers, and "Potter Palmer," Havana wrapped, made by Storm, Fisher & Co., of New York, which they sell only on Saturdays and Sundays at 5c. each, and job at $38 per thousand. For those two days the above brands get all the preference in all their stores, and both sell well and are gaining every week. In jobbing these brands they compel their customers to sell them on the last and first day of the week also.

H. M. Schermerhorn, Inc., have put in the "Java" package of Storm, Fisher & Co., which is put at 5 for 20c. in a very handy and attractive box, besides being a "full grown" cigar.

New Manager for Best & Russell Store.

Ralph Hamburger, formerly of the United Cigar Stores, as district manager, now has charge of Best & Russell Co.'s store, at Dearborn and Randolph streets. Ralph was formerly of the old house of Clayton & Hamburger, who were the first ones to sell out to the United. Clayton is still with the United.

Richard Davis is now traveling for Storm, Fisher & Co., through Ohio, Michigan and Indiana

I noticed a large bulletin board on the Michigan Boulevard side of the Lexington Hotel, reading:

"La Soneda,"
Havana Splits, 10 for 15c.
Mild for Cigarette Smokers.

And upon inquiry, find it a new package—in fact, "all new," ten small smokes, Havana wrapper and filler, no binder, cigarette shaped, for 15 cents. They are made by Storm, Fisher & Co., of New York, and are well placed in this town and St. Louis.

Harry Herring, formerly cashier of the Milwaukee Avenue Bank, of Stensland notoriety, is selling the "Lady Palmer" cigar, which is the product of a local factory.

The South Side is looked after for Wohl & Comstock by James Pfonts, of 334 East Thirty-sixth street "Jimmy," as everybody knows him, was formerly with E. H. Gato, made good and is still doing it. He has put "Evangelina Cisneros" in every first-class store on the South Side, except "Joy Parlors," as Jim does not like the saloon game.

A visitor from Boston, who comes to Chicago semi-annually, made a remark at the LaSalle Hotel the other day that he did not like Chicago for the reason that the men all blew their smoke in his face at the cafes, restaurants and theatres in winter and in the summer time did the same thing in the summer gardens and cars. Evidently this man was not selling tobacco, probably was one of those kind who say: "Let's do something devilish; let's ride in the smoker with the men."

Tunnel Sends Rents Skyward.

Fred L. Wells, the Jackson Boulevard (Royal Insurance Building) cigarist, has just signed a five-year lease for a new store, 167 West Washington street, next door to the Record-Herald building, and is to open same August 1st. This is an old street in Chicago, which for years was never considered much as a retail street, but the new tunnel has changed some of the traffic. The United have a store on this block, also Leopold & Mergentheim.

Thad Howe is remodelling the building on the Fifth avenue and Randolph corner and is trying to rent the corner for a cigar store, but is holding the rent at $300 per month, which is considered too high. Powers & Gilbert have just opened a new café in this block, and this is the street where the Elks have a club house. The State Bank, on the corner of Washington and LaSalle streets, will shortly move into the new Otis Building, Madison and LaSalle streets, which will change this location again by throwing a lot of small stores in the old quarters of the bank. Geo. H. Mayr has a cigar department in his drug store on the other corner. His lease is up next May and the owners are trying to lease the entire ground floor for nineteen years at $24,000 per year; "some rent."

These raises in rents are all on account of a mere tunnel—no night or Sunday business. With City Hall on one corner, Sherman House on the other, and thirty-seven cafés and fourteen cigar stores surrounding it, I can't see where that excess of trade is coming from to pay the rents on Washington street, between Clark and Fifth avenue. Looks like a pipe dream of the "real estate brokers;" watch and see a bubble burst.

The Best & Russell Co. opened their Michigan avenue store in the Pullman Building. The corner was remodelled and has been fitted up with the latest fixtures. All the "big five," with the exception of the United, now have stores in this promenade street.

A delivery boy in the employ of G. W. Faber, in his desire to make an extra dime, was robbed of over $100 worth of merchandise which he was delivering by a trick perpetrated by a crook, who offered him a piece of change to deliver a hurry-up message to his girl in the Republic Building manicure parlor. The boy hesitated on account of the package which he was carrying, but readily consented when the stranger offered to watch his bundle. He returned a few moments later to find both watchman, package and two bits vanished.

Frank Dager to Open Jobbing House.

Frank Dager will shortly open a cigar jobbing house on the South Side and has engaged Frank Kyhm, formerly with Clarence Hirschorn & Co., to assist him. Mr. Dager is in New York this week buying goods.

A new cigar store has been opened in West Madison street, between Jefferson and Union, by John Heiland & Co.

Victor Reinach has just returned from Buffalo, where he met his father, Oscar Reinach, who is with George L. Storm & Co. Mr. Storm placed the "La Venga" brand in his retail stores in Buffalo and Boston Victor Reinach travels for "La Venga" factory; headquarters in Chicago.

Leopold & Mergentheim have rented the northwest corner of Fifth avenue and Jackson Boulevard for a term of years, and expect to put in a fine cigar store.

George Renaud, secretary of W. F. Monroe Cigar Co., has returned from a fishing trip. Says the only bait he used was a "Cuban Smoker."

Happened to be walking along Wabash avenue the other day and saw Meyer rubbering at some new signs in C. Jevne & Co.'s window. Sig. just put the "Lozano" brand in with "Jevne" in 12 sizes.

The cigar privilege at Riverview Park is now held by Ramon Suarez & Co. They are pushing their own brands, "Lady Ramon" and "Durbar."

The new three-story building of Grommes & Elson, at Rohey and Wilmot streets, will be ready for occupancy about the first of July.

Thomas McEldowney will open a cigar store in Chicago Heights, June 25. He has just moved from Harvey, where he had been in the retail business.

The Hotel La Salle roof garen is now open for the summer. All guests have free access to it, but only such of the general public who have been furnished with admission cards. Mr. Hasley has a cigar stand in the corridor. His leader is the "Hotel La Salle" brand.

J. S Kimmelstiel was here recently in the interest of the Key West cigar factory.

William Best, Jr., of Best & Russel Co., has just returned from Memphis, where he attended a meeting of the Best & Russell Co. branch and took up current matters with A. B. Adair, manager of the Memphis branch.

The cigar store of Charles R. Joseph, at Fifth avenue and South Water street, is now in full swing. Mr. Joseph is carrying a splendid line. Some of the brands are: "Webster," of Y Pendas & Alvarez; "Flor de Bolano," of Francisco Bolano & Co.; "José Vila," of Berriman Bros.; "Henry the Fourth," of Bustillo Bros. & Diaz, and "La Venga," of Celestino Vega & Co. Also, "Sola," of the R. Fernandez Cigar Co., and "Optimo," of A. Santaella y Ca. His leader is "Mi Rey," in 22 sizes. Besides he carries a full line of cigarettes. Among them noticeably are "Murad," "Melachrino," "Deities," "Milo," "Nestor," and "Schinasi." He has the equipment for doing a large and lucrative business.

Bob Brunton, who is with the "Nestor" factory, is introducing a new Quaker cigarette called "Ras-Eltin," made by Nestor Gianacles Co., of Boston. Bob, who was formerly an inside man, has developed into a good outside man for the "Nestor" factory. The only thing against Bob is he lives in Bowmanville, where they all smoke stogies (cheap ones) to kill the "Butterflies."

Charles L. Miller Has Fine Store.

One of the classiest cigar stories in Chicago is that of Charles L. Miller, 225 West Jackson Boulevard. A very high-grade line of cigars are carried including such brands as "Partagas," "Romeo y Julieta," "Bock," "Cerona," "Cabanas" and "Hoyo de Monterrey" in the imported brands and "Tasso," "Wall's Court," "James Stuart," and "Miller's 225" in the domestic article.

Frank Johnson, vice-president of the American Cigar Co., visited Chicago recently. He made his headquarters at J. & B. Moss.

H. L Judell, of H. L. Judell & Co., San Francisco cigar jobbers, stopped a few hours in Chicago en route to the convention of the Travelers' Association at Columbus.

William F. Datz, who has a drug store at Vincennes avenue and 39th street, has a good cigar department. He does quite a business with the priests of the Holy Angels Parish. His principal selling brands are "Tom Palmer," "Cyrilla," "El Eupona," also carrying "La Soneda," "Sanchez & Haya" and "Optimo." His assortment of five-cent cigars and cigarettes comprise most standard brands. His leader in five-cent Havana goods is the "Datz Prescription," made by Storm, Fisher & Co.

Michael Richman & Co. is a recent Springfield, Ill., incorporation. Capital $1,000. They will deal in cigars and tobacco. The incorporators are M. H. and L. Richman.

Joseph Stasny and Frank Caul, marriage license clerks in the county clerk's office, were made the victim of the loaded cigar joke last week when Frank Panee handed them the smokes on the occasion of his prospective marriage. The clerks suffered no damage although their feelings were badly lacerated when the cigars blew up.

In walking along Dearborn Street, I happened to look in a cigar store and saw a sign reading: "A Havana Leaves for 5 cents." Went in and bought one. Guess the Havana must have left before I got it.

There were a lot of disappointed dealers among the tobacco trade after the delegates had shaken the dust of Chicago off their shoes. Of course the hotel stands and dealers close to the field of battle were entirely satisfied, but the stands outside the circle of convention traffic, had but little additional business from the delegates. According to some dealers these delegates bought stogies and package goods (the more in the box the better), and "Home Runs" and "Fatimas" were the popular sellers. The dusky delegates from the South brought their "makins" with them and borrowed a Northern light.

As one cigar dealer said: "The Republican delegates came to Chicago with a clean shirt and a five spot and did not change either one."

Dettelbach & Beckman are hustling South Side jobbers, located at 813 East 39th street. They job many well known brands, but specialize in a private brand of their own called "Rosa y yo."

Gore and Creditors Agree on Settlement.

The bankruptcy petition recently filed by creditors of C. H. Gore has been dismissed, the creditors agreeing to accept 35 cents on the dollar.

Albert Breitung is retailing in his chain of stores a new brand called "St. Andrew," made for him by Fromberz-Berlizheimer & Co.

Two members of the Government Bureau of Entomology are now in Chicago studying the tobacco bug. The little insect has been known to get into cigars after they were manufactured and destroy thousands of smokes. The Government is seeking something to offset the damage done by the bug.

A number of Chicago jobbers have already closed leases for window displays, to be used in the exploitation of cigars during the "Made-in-Chicago" exposition, to be held in this city during October.

Louis Neuman and Billy Maas, new owners of the Charles Barker Co., now incorporated, auctioned off a lot of odds and ends and old stock in taking hold of the concern.

Among the trade visitors in town the past ten days were noted: Leo F. Weiss, of Leo F Weiss & Co.; L. C. Comoy, of H. Comoy & Co., London, England; W. M. Freeman, of Symons-Kraussman Co.; F E. Barnes, Barnes-Smith Co.; S. M. Frank, of S. M. Frank & Co.; S. C. Jeitles, of Jeitles & Blumenthal.

HARRY E RODENBAUGH.

Made in Detroit

Action of Chicago Convention Arouses Little Enthusiasm

Detroit Prepares to Entertain Cadillaqua Visitors---Custom Inspectors Sign Petition Asking for Increase in Pay

DETROIT, June 24.

THE proceedings of the Chicago Convention proved the all-absorbing topic of conversation last week. Taft's nomination meets with little enthusiasm among the tobacco trade here.

Very favorable comment was heard respecting the editorial published in the June 15th TOBACCO WORLD, under the heading, "Detroit, the New Tampa of the West." The article was reprinted in full by "The Detroit Free Press" on June 19th. "The Detroit News" referred to the editorial in both its morning and afternoon editions of the same date. It is probable, too, that reference will be made to the article in the next number of "The Detroiter," the official organ of the Detroit Board of Commerce.

Enterprising sales managers are beginning to scout around for window display space for Cadillaqua week, which begins July 22nd. The Cadillaqua fête will be the biggest and most brilliant civic jubilee ever attempted by any American city. Detroit's fame has spread over land and seas to the far corners of the earth. This fête, which is to become an annual affair, is designed to preserve the history and traditions of our beautiful city and to further its commercial and industrial greatness. It is altogether appropriate, therefore, that none but Detroit-made goods should be seen in our cigar store window displays during Cadillaqua week. We've got the factories. We've got the goods. And there'll be one hundred and fifty thousand strangers here that week to look at them. Come on you Detroiters! Get together!!

A petition has recently been circulated among the seventy-five customs inspectors employed at the port of Detroit to secure an increase of pay. When completed the petition will be forwarded to Washington in the hope of its being approved by the Secretary of the Treasury. Most of the customs officials here have been in the Government service over a score of years, and with living expenses increasing yearly and salaries remaining stationary, the customs men have been experiencing trouble in making both ends meet.

Jas. McNee, prominent cigar manufacturer of London, Ont., is here on business.

The McHie-Scotten Tobacco Company are leading, for the present, on "Union Scout Scrap" and "Union Scout Plug." They are also doing nicely on several other types of smoking and chewing.

Oscar Rosenberger providentially escaped arrest for exceeding the speed limit when he responded to a hurry call Friday night, to get to a fire in the Oakland garage, 808 Woodward avenue. Oscar owns the building, which was damaged to the extent of $5,000, well covered by insurance. Oscar's great hurry was to prevent anyone's saving his old Peerless, which has been in the garage, unused, for the greater part of three years. The Peerless was also insured.

Gram & Co., 812 Woodward avenue, came near suffering serious damage from the Oakland fire. Firemen attempted to run a line of hose through the store, which would have about ruined everything in the place. Emil Jacobs, who was on duty at the time, locked front and rear doors and windows, thus effectually keeping out both smoke and water.

Quite an extensive cigar business is done at Goldman Bros'. Pharmacy, 418 Hastings street. Conspicuous among ten-cent goods is the "Pastora," which seems to enjoy ever increasing favor in Detroit, its home city. Among other cigars that are popular at Goldman Bros', are B. Schwartz's "R. G. Dun" and "Red Bell." "The Detroit News," made by David Segan, has a good sale. "Old Tag" and "Francisco Goya," made by Randall-Landfeld Co., Chicago, are among the best sellers. "Cinco" and "San Felice" are also carried.

Central Cigar Company showed a neat display of "La Resta," one of the classiest nickel packages ever turned out by the San Telmo, and a corking good smoke for the money.

One seldom hears of Frank R. Burdick. His plant is a small one; but in his factory, at 267 Gratiot avenue, he is busy six days of the week, without interruption, manufacturing just one cigar, the "Heralda de Cuba," and the merits of this cigar have built for Mr. Burdick a clientele that is distributed over nearly two-thirds of the United States. Occasionally Mr. Burdick receives export orders, as, for instance, 250 "Club Perfecto" to Charlottenburg, Germany, some time ago, followed by an additional 250 to Dresden. Mr. Burdick has been manufacturing in Detroit for thirty years; the past nineteen years under the present style.

Ed Lichtig has been, for three weeks, making a thorough canvass of the State for Philip Morris cigarettes, with good results.

Wm. Lichtig is so busy at Surety Cigar Company's factory he scarcely knows which way to turn. The local sales of their Havana cigar, "Charles the Eighth," through the Harry W. Watson Co., are steadily gaining.

At the recent annual meeting of The Adcraft Club, composed of Detroit's leading advertisers and ad specialists, Mr. Chas. Hughes, the newly-elected president, was loudly called on for a speech.

"Gentlemen," said he, "brevity and action shall be the keynote of my administration. I thank you for the honor you have done me. Mr. McGee (to the steward) kindly pass a box of "Charles the Eighth."

Eugene Lilienfeld, of Chicago, spent a part of last week here overlooking the various Lilienfeld interests and discussing plans for the future. The Lilies cigar factory is exceptionally busy and advertising for cigarmakers in the daily papers of Cincinnati and elsewhere.

A. B. Heavenrich, well-known leaf salesman and tobacco broker of Detroit, who, since January 1st of this year, has been with the firm of Charles J. Waxelbaum & Co., of New York, announces that his connection with that firm will end July 1st. For six years, prior to joining Waxelbaum & Co., Mr. Heavenrich represented the Sumatra house of L. Schmid & Co., with headquarters at Cincinnati. He is not yet prepared to announce definite plans for the future.

Fred Harris, manager of the Best & Russell Co. store, is impatiently awaiting the electric sign that is to dazzle the corner of Woodward and Jefferson avenues.

Art Gram has just added the 5-cent "Triangulares" size to his stock of "El Sidelo," a nifty package of five for a quarter.

Lee & Cady's cigar department is very busy, Mr. Higgins reports. "Pastora" is a big feature in their sales. In nickel lines "Cinco" and "San Felice" lead.

Alexander Gordon finds a ready demand for his most recent five-cent cigar "Canadian Club," and also reports good sales of his broadleaf wrapped "Othman," ten cents.

Victor Ettlinger, representing Emanuel Hoffman & Son, with headquarters at Detroit, departed on the 17th inst. for a trip of several weeks to the West and Northwest.

Mr. Michaels, of the Cayey-Caguas Co., has been here some days assisting Claude E. Howell in special work on "Savarona."

Among the pilgrims are: Thos. Branyan, José Escalante & Co.; Mort. Hammer, Garcia, Vega & Co.; Hi. Hammer, Corral, Wodiska & Co.; A. Shapiro, M. A. Gunst & Co.; G. R. Conover, E. A. Calves & Co., Philadelphia; S. Bijur, E. Rosenwald & Bro.; Howard Kinney, Duys & Co.; Fred Singer, Rossin & Co.; Henry Fisher, A. Cohn & Co.; Ernest Hathaway, Hathaway & Steen, Hartford, Conn.; Richard Baum, J. Cohn & Co., New York; E. A. Jandorf, Keiser & Boasberg, Buffalo; Harry Nathan and Harry Spingarn, E. Spingarn & Co.; (Max Kaufman, A. L. & M. L. Kaufman, makers of "Smokecraft" cigars); Walter Eisenmann, Eisenmann Bros., leaf tobacco, Cincinnati; Edgar Pretzfeld, Pretzfeld & Son, New York; "Doc" Easton, Falk Tobacco Co., Richmond.

S. F. HEAVENRICH.

Increased Tobacco Imports Into Liverpool

The imports of American merchandise into the English port of Liverpool were greater last year than ever before in the history of the trade, according to a consular report of April 10, 1912.

No imports showed a larger proportional increase than unmanufactured tobacco which is as follows, compared with 1910:

	1910		1911	
	Quantities Pounds	Values	Quantities Pounds	Values
Stemmed	21,437,233	$3,356,332	23,270,265	$4,121,502
Unstemmed	48,517,651	5,923,264	45,474,487	6,161,232

The imports of manufactured tobacco show a slight falling off, being valued at $223,575 in 1910 and $205,232 during 1911.

A campaign for the promotion of the sale of Holyoke, Mass., cigars, has been inaugurated by the Holyoke Cigar Makers' Union, who will try to interest the army of cigar smokers in that city into purchasing home products. The union members are meeting the Board of Trade of that city, who have agreed to listen to their arguments in favor of the scheme.

Demand for Seed Havana Cigars in Los Angeles

Englander & Osburn Open New Store—Klauber-Wangenheim Co. Add Two Salesmen

THE firm of Klauber-Wangenheim Co. have re-organized part of their territory and have put on two additional salesmen. Mr. O. S. Treadwell will hereafter cover the entire San Joaquin Valley as well as the Coalinga district, including the oil well districts, which were formerly covered by Joe Bonhaus. Mr. Percy Dutton will cover the Owens River country and all of Inyo County.

Both Mr. Barnes and Mr. Bonhaus report a splendid sale for Klauber-Wangenheim Co. in their territory on "Optimos," "Post Dispatch," "Chancellor" and "Pippins." These four brands are prominently displayed all over Southern California.

The Klingenstein Co. is making displays on Eisenlohr's "Cincos" and report quite an increase on the brand.

"Lord Lytton," 5 cents, Klingenstein's private brand, is selling well.

The Klingenstein Co. have just received a new size "Webster," called "Directors," which they are getting by express in order to keep the trade supplied.

Geo. Yocum is expected to arrive in the city daily and expects to remain here in the interests of the "Y-B" and "Spana Cuba."

"Ready Rubbed Edgworth" seems to be making quite a hit in the Los Angeles territory. It is reported also that Mr. Gibbs, Larus & Bros. company's agent, will be in town in a few days.

Fred H. Austin reports "Pure Gold" sales increasing and expects to ship another carload of "Pure Gold" into this territory July 1st.

Englander & Osburn are about to open a new cigar store at 315 South Spring street and will carry all the leading brands, featuring all of the Klingenstein Co.'s brands. These gentlemen were formerly connected with the Hookstratten Cigar Company.

Ed. G. Hookstratten Cigar Company are operating six of the leading cigar stores in Los Angeles. They make a specialty on the Klingenstein Co. cigars and are at present making window displays on "Admiration," manufactured by S. Fernandez & Co., of Tampa, Fla. They report a big sale on "Milo," "Mon Caprice" cigarettes and "Golden Sceptre Gloss" of the Surbrug Company.

Anthony Schwam, representing Lowenstein Company, has just returned from San Diego and informs us that he has done a splendid business in that territory. His sales this month show an increase over last month of 50 per cent. on "Turkish Trophies," "Egyptian Dieties," "Mogul," "Murad" and "Turkey Red" cigarettes.

The Morgan Cigar Company have a display this week on "Post Dispatch" in their window which was very artistically made up by Morris Burke, better known as the "Post Dispatch King."

Harry Rinaldo, of the Ferdinand Hirsch Co., is expected here by the distributor, Skinner & Knecht, in a few days.

Ike Wentworth, José Lovera C. Tampa, and the most popular salesmen in this territory, is introducing a new cigar called "Caballero" in fourteen sizes, which is already showing good results with the trade.

Scott G. Turner, representing Boltz-Clymer Co., has his "El Palencia" cigar so well placed that he is thinking seriously of taking a trip to the mountains. This cigar is wonderfully well distributed, especially in apartment houses and hotels, it being shown in more than thirty hotels and apartment houses now.

M. B.

Late Trade Items

Prentice Lebus, a brother of Clarence Lebus, president of the Burley Tobacco Society, died recently in Los Angeles, at the age of thirty-five. He was a native of Cynthiana, Ky.

The Carl Haertl cigar factory of Beaver Dam, Wis., has been sold to John C. Harder, of that town, who has been in the manufacturing business there for more than twenty-five years.

Gustav Kreuger, of Wausau, Wis., is erecting a two-story building at 1608 Third street, and will shortly open a cigar factory there.

The Cincinnati Leaf Tobacco Warehouse Co. has declared the quarterly dividend of one per cent., payable July 15th. The dividend, which will be $12,000, is the second one made this year.

A new cigar factory has been opened in Wilmington, N. C., the first in thirty years, by Ira G. Upchurch and J. T. Clark. The concern is located at 7 N. Second street.

Decrease of 7,225,970 in Large Cigars

Country's Production for May Shows Increase in Cigarettes and Snuff — Others Show Falling Off

THE output of cigars, cigarettes and manufactured tobacco of the country for the month of May shows an increase in cigarettes, cigarettes at $3.60 and snuff, while a decrease is noticed in cigars, little cigars and manufactured tobacco. The following table gives the production during May, showing the corresponding month last year:

	May, 1911.	May, 1912.
Cigars	631,996,296	624,770,326 D
Little Cigars	116,523,600	92,532,360 D
Cigarettes	874,465,728	1,081,558,728 I
Cigarettes at $3.60	1,786,994	1,853,350 I
Snuff, lbs.	2,403,564	2,771,751 I
Manufactured Tobacco, lbs.	34,769,272	33,735,376 D

The following is the total production of the country up to June 1, showing the comparison with same period last year:

	1911.	1912.
Cigars	2,848,586,818	2,816,673,191
Little Cigars	525,200,666	440,482,733
Cigarettes	3,761,451,456	5,016,439,584
Cigarettes at $3.60	8,562,384	8,728,270
Manufactured Tobacco, lbs.	177,964,570	178,743,735

Paper for Roumanian Tobacco Monopoly

A report from the American minister at Bucharest, Roumania, states that bids will be opened for supplying paper in sheets and rolls for the use of the Roumanian tobacco monopoly for three years, beginning January 1, 1913. Information in regard to quantity and conditions can be obtained upon direct application to the "Direction Generale" of the Government monopolies, Calea Victoriei 127, Bucharest, Roumania, and American manufacturers who contemplate submitting bids should communicate with that office.

Imports of Tobacco in Panama City for 1911

Consul Alban G. Snyder reports to the United States Department of Commerce and Labor that the imports into Panama City during 1911 of manufactured and unmanufactured tobacco were as follows: leaf tobacco, United States, $24,000; manufactured tobacco, England, $79,000; Latin-American countries, $16,000; Belgium, $9,000; United States, $4,500.

Charles Fine, owner and manager of the Globe Cigar and Stogie factory of Cincinnati, O., is now opening another in Madison, Ind. He has leased the building formerly occupied by the Madison Tobacco Co. and if his arrangements now being made are satisfactory will move his Cincinnati plant to Madison and locate there permanently. The former factory employs thirty-five hands and has an output of 40,000 cigars and stogies per week.

The J. Kramer & Son Company has been recently incorporated in Cleveland, Ohio, to deal in liquors and tobacco. It is capitalized at $8,000 and was organized by Frank T. Cullitan, George N. Hagenbuch, William G. Stuber, W. J. O'Neill and A. E. Bardwell.

Valloft & Dreux Creditors Appoint Committee

Will Look After the Interests of Affected Firms.—Will Probably Continue Concerns.

ALL the creditors interested in the bankruptcy of Valloft & Dreux, the well-known New Orleans, wholesale cigar and tobacco firm, met on June 21st to decide upon their future action in the matter regarding the adjustment of their claims. Some of the firms represented at the meeting were the Theobald & Oppenheimer Co., of Philadelphia; the Ruy Lopez Ca., of Key West; the American West Indies Sales Co.; the West Indies Cigar Co.; Kraus & Co., of Baltimore; Carl Upmann; Bustillo Bros. & Diaz, and Durlach Bros. Mr. Thomas G. Thompson, the receiver for Valloft & Dreux and its affiliated concern, the Independent Cigar Stores Co., arranged for the meeting.

According to a statement regarding the condition of the two firms, the following are the largest claimants: Theobald & Oppenheimer Co., $13,000; the Ruy Lopez Ca., $19,000; the American West Indies Sales Co., $8,000; the West Indies Cigar Co., $2,000; Bustillo Bros. & Diaz, $4,500, and Durlach Bros., $4,000.

After some discussion, Receiver Thompson outlined a plan for the creditors to pool their interests and appoint a committee to attend to their affairs, which they agreed to do. It is expected that the concern will be reorganized under a different management. Mr. Valloft, who managed both the retail and jobbing houses pleaded for a continuation of the business under plans suitable to the creditors.

The West Indies Cigar Co., of New York, withdrew their intervention suit and agreed to act with the other concerns interested. Much credit was given to Mr. Thompson, the receiver, for his efficient management and it was voted to retain him as permanent receiver.

New Porto Rico Leaf No Lower in Price

According to Fred R. Hoisington, of the Cayey-Caguas Tobacco Company, in a recent interview in New York, the new Porto Rico leaf is one of the best in years. The wrappers are said to be cleaner than usual and there is also a larger proportion than formerly.

Continuing he says:

"Some damage was done by too much rain early in the season, and we had prepared ourselves for a crop not quite up to the standard, but in this we have been most agreeably disappointed. It is a little too early to say much about fillers, yet, and I ought to state that only the flimsier portion of the crop has been packed. But it is generally true that good quality fillers go with a crop that produces good wrappers. We are anticipating no difficulty in disposing of the crop, although it is large, the acreage being larger and the yield per acre heavier than usual. The demand for Porto Rican tobacco far exceeds the supply.

"About the price I cannot speak at this time, so far as the general crop is concerned, except to say that there is no reason to look for cheaper tobacco this year than we got last year. The sugar is bidding against tobacco in Porto Rico, both for labor and land. The consequence is that the cost of raising tobacco has increased. However, this year's crop is being graded more carefully than in the past, although there is probably room for improvement yet. Even if prices should be higher than last year, which is highly probable, the manufacturers will get a very desirable class of goods and will be able to manufacture a quality product."

Greensboro Tobacco Warehouse Co. Organized

At a meeting of a number of business men of Greensboro, N. C., recently, the Greensboro Tobacco Warehouse Company was organized and it was decided to erect at once a $15,000 tobacco warehouse in that town. The building will be approximately 100 by 187 feet in size and will be up-to-date in every way. The company has been capitalized at $15,000.

Factory Notes

The King Cigar Company is a new manufacturing concern recently launched in Kansas City.

The tobacco firm of Wallace & Waltzer, of Mt. Clemens, Mich., in existence in that city for two years, was recently dissolved by mutual consent.

A new cigar manufacturing plant is being opened in Alma, Ill., by M. Kenzie Bros., of Urbana, Ill., who are now operating a factory in the latter town.

Edgar J. Stachelberg who recently retired from the firm of M. Stachelberg & Co., of Tampa, has been in Cuba making arrangements for opening a leaf house in Havana.

J. J. French, who is opening an independent factory in Tampa, has not yet disclosed his complete plans for the new establishment. He will have an independent concern.

A cigar factory has been opened at Gadsden, Pa., near the city of Scranton, by Manuel F. Rodriguez, of Tampa, Fla. The concern is located in the Kyle Building. They will manufacture Havana and domestic goods.

One of the really up-to-date and cleanest factories in New Jersey is that of the Enterprise Cigar Company, of Trenton, who manufacture the "Lord Sterling," a ten-cent piece of goods, and the "Taking," a nickel product.

A recent statement issued by Manager Joseph Gollner, of the Marsh stogie manufacturing concern of Wheeling, W. Va., stated that the stripper boys of the factory, of which the Marsh plant employs 150, will work on an increased wage scale.

Union cigarmakers working in the factory of B. Fernandez & Co., of Milwaukee, walked out several weeks ago, demanding better working conditions. Their employers arranged a meeting the following day, at which the misunderstanding was speedily adjusted.

Fire of unknown origin partially destroyed the tobacco plant of E. K. Vietor, in South Richmond, Va., on June 14th, entailing a loss of approximately $30,000. Considerable tobacco was stored in the building, which was completely destroyed. The entire building was gutted, leaving nothing but the walls intact.

Trinitario Vila, New Cuban Exporter

Trinitario Vila, who is well-known in Havana leaf circles has opened a place of business at Santa Clara, Cuba, where he will act as a broker and exporter of Remedios tobacco.

He was, at one time, connected with Sylvester & Stern, of New York, and also Rodriguez, Bautista & Co. He announces that he has a large staff of experienced workers and is prepared to handle a large trade.

Canadian 1911 Crop the Largest on Record

In the Province of Ontario a smaller acreage will be under tobacco this year than in 1911, but as this will probably result in more attention being given to the crop, a better quality is expected. The tobacco crop of 1911 was the largest on record (more than double the yield of any previous year), and is estimated to have amounted to 15,000,000 pounds, for which the farmers received $1,700,000. Some cultivators received 12½ cents a pound, which figure the farmers say means a profit. Tobacco culture in Canada is confined almost wholly to the Province of Ontario, but in parts of the Province of Quebec the plant is grown, mostly for home use. In the fiscal year ended March 31, 1912, the Dominion exported 58,809 pounds of Canadian-grown leaf tobacco, valued at $25,944. These shipments were divided, 8,761 pounds to Great Britain, 40,856 pounds to the United States, and 9,192 pounds to other countries, with respective values of $1,320. $22,521, and $2,103.—Consul F. S. S. Johnson, Kingston, Ont.

Philip Deter, a cigar manufacturer and retailer of Canastota, N. Y., passed away there several weeks ago after an illness of three months. He was 31 years old and leaves a widow and two sons.

Frank F. Ray, President of the Cigarmakers Union of Providence, R. I., died recently at his home, in that city, at the age of 43 years. He is survived by a widow and two daughters.

William Katschke, one of the oldest and best known men in cigar manufacturing circles in St. Louis, died in that city on June 15th. He was actively interested in the cigarmakers' unions.

L. W. Bosart, of near Springfield, O., died there recently, aged 71 years. He was a veteran tobacco merchant of Springfield.

Captain William C. Kimball, who was formerly a member of the firm of Kimball Bros. & Co., of Tiffin, O., tobacco importers and wholesalers, died there a short time ago at the age of 75 years. He was a Civil War veteran.

Charles Kornfeld, a cigar manufacturer of New York City, died at his home at Edgmere, Long Island, on June 16th, at the age of 87. Mr. Kornfeld had not taken any active interest in business for some years. He is survived by six children.

George Wilson, late president of the Atlantic Snuff Co., of Philadelphia and for many years in the snuff industry, died there June 17th, after a short illness. He was 71 years of age and became connected with the Atlantic Snuff Co. after being with E. W. Garrett & Sons until 1893. He retired in 1900 and devoted his time to buying and selling real estate. He leaves a widow, three sons and a daughter.

George Strohuber, a widely known cigar manufacturer of Allegany, N. Y., died at his home in that town recently. He was born in Bavaria in 1845 and came to the United States in 1859. He leaves a widow and three children.

J. C. Miller

J. C. Miller, a well-known cigar manufacturer and tobacco jobber of Columbia City, Ind., died at his home in that city on June 15th, at the age of 65 years, as the result of a stroke of paralysis with which he was stricken several months ago.

Mr. Miller, who was one of the most highly respected business men of his town, was born in Germany. He came to America with his parents and learned the trade of cigarmaker in Pittsburgh. In 1863 he went into business in Fort Wayne and removed to Columbia City in 1879. There he opened a factory and later a tobacco jobbing house. In 1884 he built a place for his business, where it is still conducted. He is survived by a widow and three children.

Prohibition Movement Affects California Factories

Concerns Furnishing Saloon Trade Losing Ground—Lane & Connelly Move Office—J. Lachman Now With Edw. Wolf Company

SAN FRANCISCO, June 20.

THE prohibition movement in California is still in evidence, another town going dry only a few days ago. Most of the large jobbers handling advertised brands have not been affected by this movement, and may ultimately benefit to some extent, but there have been a good many small cigar factories here and scattered through the country which furnished unknown brands especially for the saloon trade, as well as some jobbers in the same line, all of whom have lost considerable trade. The soft-drink places and billiard rooms which are replacing the saloons naturally prefer to handle well known advertised goods, and many such places are opening accounts with local wholesalers. The hot weather is on in the country, however, and dealers are keeping their stocks rather small.

Henry Muller, head of a Manila factory, stopped in San Francisco a few days this week, and it is understood that his goods will soon be introduced in this market. He is now on his way East, and will proceed to Europe.

Milton Esberg, of M. A. Gunst & Co., is back at the local office after a trip East. This house is at present concentrating its window work on the "Van Dyck" cigar, particularly in some of the special sizes, in line with its policy of finding the size of cigar best adapted to the taste of each customer.

J. Lachman, formerly with J. Bamberger & Co., is now on the road for the Edward Wolf Company, covering the interior valley district. Mr. Bamberger has not yet been able to get out of the business altogether, and will occupy an office with Ehrman Bros. & Co. until his old business has been settled.

H. L. Judell, head of the order of Bagmen of Bagdad, has just left to attend a convention of the order at Columbus, O., leaving Emil Judell in charge of affairs here. Emil has just returned from the Rose Festival at Portland, Ore., which he says was a great thing for the cigar trade in that city.

Lane & Connelly, local cigar manufacturers, have moved their office from 26 Front street around the corner to 58 Pine street.

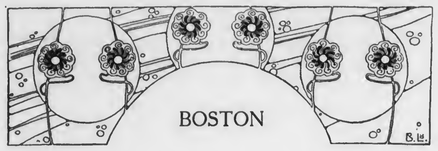
I. I. Hess, Coast representative of the Optimo factory, has just returned from a visit to the Seattle trade.

George Cacematis, specialty man for the Nestor Gianaelis cigarette factory, has returned from a visit to dealers in the interior of the State.

Lex Ehrman, of Ehrman Bros. & Co., distributors of the "Optimo" cigar, is spending a few days at Portland, Ore. His work there, however, is mainly on the Manila goods, for which this house has built up a large business all over the country.

Paul Rosen, of Newark, N. J., has opened his second stand in that city in the Union Building, 9 Clinton street. His other store is in the Essex Building. Both places have been fitted up in the latest manner regarding fittings, conveniences, etc.

One of the latest members of the gentle sex to enter the retail field in an extensive manner is Miss Lenora Walker, proprietor of a stand in the Court House at Peoria, Ill. Miss Walker has purchased a second location in the City Hall Building and has taken possession.



Strike on Elevated Railroad Not Conducive to Large Trade—A. B. Smith & Co. Placing Number of Attractive Electric Signs

THE strike on the Boston Elevated Railroad has not improved the business in this locality, as a great many feared the mobs and the rioting hoodlums. So the summer resorts were not so well patronized, as one business helps another. At the present writing things are looking better and trade will improve.

At all the United Cigar Stores business is reported good.

The Essex House, "Boston Tavern," Clark's Hotel, Parker House and Adams House say that business never was better.

Louis Paster, 15 Dock street, says that trade is good and expanding every day.

The new store of George L. Storm & Co. on Federal street is nearing completion. "Bank Note" and "Robert Burns" cigars are shown in the window.

Mark Abraham (D. M. Frank & Co.) is showing "La Aromadad" clear Havana in this locality. Mr. Abraham reports a growing demand for the cigar named the "Rotten."

Breslin & Campbell, Inc., to buy, sell and deal in tobacco, etc. Filed, January 5, 1912. Capital, $500,000. Five thousand shares, $100 each. Directors: Merrill Greswold, president; Robert J. Richardson, Shawmut Bank Building, Boston, treasurer, and Henry Endicott, Jr.

The "Red Cross Pharmacy," Moody street, Waltham, has been sold to Thomas Dangelmayer.

Dr. A. G. Gigger, of Abington, Mass., has removed to Chatham. He has purchased an established practice and will open a first-class drug store there.

H. A. Dupee Drug Company, Bridgeport, Conn., has been organized with a capital of $20,000.

Manning Bros. have opened a new store in Haywood Block, Milford, Mass.

G. Hyams has sold out his Washington street store to I. Kirshon. This is an old established stand and one of the reliable kind.

The P. Lorillard Co. is placing a new plug smoking tobacco, "Defiance," in this market. The tobacco comes five packages to the pound.

Julius Barden (Surbrug Company) is working the trade here on the "Harem" cigarette.

The American Tobacco Company has notified the trade here that "Honest Long Cut" has been advanced thirty cents per gross.

The Turkish cigarette deal of S. Anargyros, in which they gave twenty-five cents with each 1,000, has been withdrawn.

Last week the Woodcock Hotel opened a new rathskeller. The management is making "La Integridad" its leader, handling eleven sizes.

A. B. Smith & Co., makers of 3-20-8 cigars, have placed a number of handsome and attractive electric signs in various parts of Greater Boston, which are attracting a great deal of attention.

Frank Swick (Philip Morris & Co.) reports a large advance in the sales of that concern's cigarettes.

Morris Winter, of the M. Perez Co., visited the trade here last week.

J. Mahony (of Park & Tilford) spent a few days in Boston last week looking after trade.

The latest cigarette is the "Clix," of W. Duke & Sons Co. Each package contains a coupon worth ½ cent. The "Clix" has not been shown on many stands as yet.

There is a shortage on the "Perfections" cigarettes in this market.

Bernard Hyneman reports a fine business on his "Lord Rector" and "Old South" cigars. He has just received a shipment of "Floreals" from Manila.

Massachusetts and Rhode Island dealers have received notice from the "Diamond Match Company" of an extra deal, one case free with five cases bought.

Leveson Bros., manufacturers of the "Boston Smokers," report a big demand for their cigar at the new baseball park.

WM. T. HENDERSON.

United Opening Two St. Louis Stands

The United Cigars Stores Company is opening two new stores in St. Louis; one at Eighth street and Franklin avenue and one on Grand avenue, near Arsenal street. The opening is expected to take place on June 29th.

Incorporations

Michael Richman & Co., Chicago, Ill. Manufacturing and dealing in cigars and tobacco. . Capital $1000. Incorporators: Michael Richman, H. Richman and L. Richman.

Carrier Cigar Company, Chicago. To wholesale and retail cigars. Capital,, $10,000. Incorporators: Edward Carrier, Rudolph De Coste and Fred Carrier.

The Tobacco Growers' Development Company, of Robertsdale, Ala. To grow Sumatra and Havana tobacco. Capital, $25,000, with $18,000 subscribed. Incorporators: Bertram Adams, Fred S. Alley and Albert S. Harnstrom.

Tomaric, Simleh & Co., Inc., Manhattan, N. Y. To manufacture and deal in tobacco in all forms. Capital, $10,000. Incorporators: Joseph T. O'Donnell, Adelaide M. Leidel and Henry Leidel.

The Platt-Porter Grocery Co., Carthage, Mo. Capital, $70,000. Incorporators: C. B. Platt, G. W. Porter, H. W. Platt and V. J. Porter.

Breslin & Campbell, Inc., Boston, Mass. Capital, $500,000. President, M. Griswold; treasurer, R. J. Richardson.

Henry Koob Company, Peru, Indiana, $1,000; to manufacture and sell tobacco; S. A. Melcher, H. Koob and C. W. Myers.

Farmersville Tobacco Warehouse Company, Farmersville, Ohio. Capital stock, $6,000. Incorporators J. J. Swartzel, David Apple, Harry W. Defler, F. W. Apple, John W. Marion, A. C. Izer, J. M. Lee and J. P. Roades.

The American Retail Cigar Dealers Company has been incorporated in Chicago with a capital stock of $5,000. The organizers are Harry J. Lurie, F. L. Clarke and John L. Anderson.

New Building for Intal Factory

The La Flor de Intal Factory, of Manila, one of the largest cigar firms in the Philippines, has changed its location and is now in the La Electracista Building. The concern was cramped in the old plant and were forced to secure more commodious quarters. The Intal factory shipped to this country, during the month of April, 292,670 cigars.

Union American Cigar Co. Sustains Fire Loss

On the night of June 19, the Union American Cigar Co., of 28th & Smallmow streets, Pittsburgh, had a fire which damaged considerable of their stock. They announce to the trade that their other branches will enable them to ship their goods with but slight delay.

Stogies are manufactured in the Pittsburgh factory while the "Rocky Ford" and other nickel smokes are made in the Newark, N. J., plant.

Milwaukee Box Factory Destroyed

The H. A. Schwartzburg cigar box factory at 6th and North avenue, Milwaukee, was badly damaged by fire on June 14th, and the loss has been placed at $15,000. The building will be rebuilt within a short time, and the required arrangements have been completed to that end.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Lancaster Industry Awaiting Improved Trade

LANCASTER, June 25.

THERE is every reason for thinking that the cigar business and other tobacco industries are soon to have a decided uplift in this section. One of these reasons is the last revenue report, which shows a gain of more than 7,500,000 cigars in May over the month of April. The factories also are having difficulty in some instances in securing enough employes.

The situation here is pretty near akin to reports from Reading, where the larger factories having representatives on the road are kept busy, while the smaller concerns are doing very little.

The packers are viewing the situation with interest, for any increase among the manufacturers means a corresponding increased demand for leaf. They claim that at present there are many inquiries for goods, but as the manufacturers almost demand a heavy cut in price, there is less trading done than would otherwise be the case.

There is quite a bit of 1909 leaf on hand, which is being slowly absorbed. The prices on 1910 tobacco have been ranging from 18 to 21 cents, and as the leaf appears to be scarce there is no likelihood of a reduction in price.

As far as can be ascertained the 1911 crop is sweating nicely. It has been estimated that less than 5 per cent. of this still remains unsold.

C. F. Schultz, who sold his cigar store at 10 East Chestnut street to C. B. Goodman a short time ago, is again in charge, Mr. Goodman having decided not to retain the stand. Mr. Schultz, with his father, have had the place for twenty years and did a good business.

Louis N. Kramer, the leaf dealer, who sailed recently for Europe from the port of New York, expects to spend several months on the other side.

M. Michaelis & Son, the leaf concern, has installed a scrap machine and expect to carry on that business also in addition to the leaf business.

The S. R. Moss factory at this writing is one of the busiest places in town. The "Flor de Moss" is widely known out through the West, and since conditions are reported to be in a good state there the Moss factory naturally reflects this prosperity.

The Chicago correspondent in the last issue of THE TOBACCO WORLD comments on the publicity given to this Lancaster-made piece of goods, and states that the Moss Company paid out $3,500 to 500 druggists in that city during the recent Republican convention week, having rented the windows for exclusive displays of their products. It is such methods as these which make the modern, prosperous business house.

Daniel Manheimer, of the Imperial Cigar Company, is on an extensive trip through the West, looking after the interests of his firm. He expects to be gone several months.

George E. Wisner was a recent visitor to New York, having gone to select machinery for his cigar box factory.

E. F. Mowery, representing I. H. Weaver & Co., has been in Ohio attending to the large packings of his firm in that section.

C. M. Whittaker, of New York, of the P. Lorillard Co., was married to Miss Gertrude S. Siegler here several weeks ago and is now on a trip to Atlantic City with his wife.

Some of the recent callers among the tobacco trade in this locality include: F. L. Rubican, Jr., Pinkerton Tobacco Company, with crew; W. L. Uhler, Schmid & Co.; A. W. Penner, A. Cohn & Co.; H. E. Stevenson, E. Rosenwald & Bro.

Reading Retailers Complain of Conditions

READING, June 25.

THE cigar factories in this prosperous and hustling city are again showing a gradual increase. The manufacturers, who have a heavy Pennsylvania and local trade, have been slightly discouraged during the past two months, but they state that there is reason now for thinking that trade will soon be in its usual booming state. The majority of the factories are again working full time with their regular complement of hands.

Perhaps the busiest typical Reading plant is that of Yocum Bros. They have not been satisfied to try for trade in the East, but have broadened their field of endeavor until the Yocum brands, particularly the "Y-B," are known from coast to coast. George J. Yocum, who is covering the Middle and Far West much of the time, is shortly expected to arrive in Los Angeles, a "Y-B" stronghold, and co-operate with the Klingerstein Company there, the Los Angeles distributors of their brands, on an aggressive campaign in that territory.

Charles Breneiser, who some time ago took on the distribution of the "Bold" cigar of Bobrow Bros., are making a campaign on this popular smoke and backing it up with an attractive window display. Another brand which is a prominent seller with them is the "Little Wm. Penn," of Theobald Oppenheimer & Co. They always give their private brands, "American Empire" and "Chief Joseph" a good chance to make good, which they have been speedily doing.

The employes of the local branch of Otto Eisenlohr & Bros. had their annual outing on Saturday, June 15, which was voted by all a huge success.

The Fleck Cigar Company, possibly one of the busiest in town, is working a full force of employes filling the demand for their "Rose O'Cuba" and "Royal Bob" cigars. The "Rose O'Cuba" particularly has had a wide distribution, and Reading traveling men who visit other cities have commented on its widespread popularity.

All the smaller factories about town are doing a fair amount of business, although they are far from being overworked. The chief complaint at this time appears to be among the retailers. The other branches of the trade, dependent upon the cigar stores, naturally suffer in sympathy.

The United Cigar Stores stand on Penn street reports business fair. This is the only branch in Reading and appears to be doing a prosperous business, particularly among the traveling contingent, who are always in Reading, and who have become accustomed to purchasing at the "United" stands in other cities.

York Manufacturers Claim Increased Orders

YORK, June 25.

THERE has been a perceptible change for the better in this district within the past two weeks. Manufacturers state that orders are arriving more regularly than they were some time ago and are looking forward to a boom in the industry.

The fact that quite a number of factories have been opened within the past month should prove that every one is recognizing better times and wish to profit by them.

A number of the factories at Dallastown, Red Lion and other outlying towns are advertising for hands and seem to have a little trouble securing them. "We have to take green hands and teach them the business," said one manufacturer. "We have too much difficulty in importing them."

Work of erection on the new cigar box factory of the Myers & Adams Co., East Mason alley, that was destroyed by fire several months ago, was started last week. All the debris has been cleared away and carpenters are putting down the first floor and window frames in the portions of the walls that had not been destroyed. The bricklayers will start work shortly. The building is being erected on the site of the old factory.

The Monarch Cigar Company of Red Lion report an especially good outlook for their brands. They are now waging a particularly active campaign on their "Lord Northcliff" cigar, which they advertise in one of the large trade journals as "the real goods." Taking into consideration the reputation of this factory for a first-class piece of goods, it is not surprising that smokers are beginning to appreciate the superior smoking qualities of the Monarch products.

One of the coming firms in the York district is that of the Luxfer Cigar Company, of Hellam. This firm was reorganized a short time ago by H. S. Dietz and W. H. Wolf. They are pushing the "Old Chatsworth," a nickel product, at this time as their leader and report excellent results on it. One of the reasons for their success is that they did not wait for trade to come to them, but got out and secured it. By means of advertising and aggressive salesmanship on the part of Mr. Wolf, who handles that end of the business, they have placed "Old Chatsworth" and "Luxfer," their ten cent goods, among some of the best jobbers in Pennsylvania. Mr. Dietz has charge of the manufacturing end of the concern.

The C. H. Plitt Cigar Company are to be congratulated on the hit made in this locality on their newly introduced product, the "Liar" cigar, which is now placed with over ninety retailers in this city and adjacent towns. The "Liar" is a first-class piece of goods and deserves its success.

H. F. Kohler, who consolidated his Jacobus and Nashville factories sometime ago and moved them to this city, is kept hustling on orders for the "El Sayon," his nickel product. It is a fine piece of goods for the price and is becoming more widely known than ever by reason of Mr Kohler's publicity methods.

J. T. Reichard, the well-known leaf dealer, announces that he has secured the best and most representative line of tobacco he has ever been able to offer to the trade. He has a complete line of Pennsylvania, direct from the grower; Wisconsin, Connecticut, Ohio and Sumatra, including a fine assortment of Havana and Florida leaf.

Retail Trade Items

J. J. Hawkins has disposed of his interest in the Dillard-Hawkins Cigar Company of Carthage, Mo., to his partner, L. H. Dillard.

Edward Everett and J. L. Brown will shortly open a cigar and confectionery store at 1146 Broad street, Columbus, Ga.

The Kirk cigar store of Rochester, N. Y., was opened to the public on June 22nd. The new store is situated in front of Moder Bros.' restaurant at 12 South avenue, and is operated by Arthur Bettner, who also operates a stand at 17 South avenue.

Made in Detroit

Action of Chicago Convention Arouses Little Enthusiasm

Detroit Prepares to Entertain Cadillaqua Visitors---Custom Inspectors Sign Petition Asking for Increase in Pay

DETROIT, June 24.

THE proceedings of the Chicago Convention proved the all-absorbing topic of conversation last week. Taft's nomination meets with little enthusiasm among the tobacco trade here.

Very favorable comment was heard respecting the editorial published in the June 15th TOBACCO WORLD, under the heading, "Detroit, the New Tampa of the West." The article was reprinted in full by "The Detroit Free Press" on June 19th. "The Detroit News" referred to the editorial in both its morning and afternoon editions of the same date. It is probable, too, that reference will be made to the article in the next number of "The Detroiter," the official organ of the Detroit Board of Commerce.

Enterprising sales managers are beginning to scout around for window display space for Cadillaqua week, which begins July 22nd. The Cadillaqua fête will be the biggest and most brilliant civic jubilee ever attempted by any American city. Detroit's fame has spread over land and seas to the far-corners of the earth. This fête, which is to become an annual affair, is designed to preserve the history and traditions of our beautiful city and to further its commercial and industrial greatness. It is altogether appropriate, therefore, that none but Detroit-made goods should be seen in our cigar store window displays during Cadillaqua week. We've got the factories. We've got the goods. And there'll be one hundred and fifty thousand strangers here that week to look at them. Come on you Detroiters! Get together!!

A petition has recently been circulated among the seventy-five customs inspectors employed at the port of Detroit to secure an increase of pay. When completed the petition will be forwarded to Washington in the hope of its being approved by the Secretary of the Treasury. Most of the customs officials here have been in the Government service over a score of years, and with living expenses increasing yearly and salaries remaining stationary, the customs men have been experiencing trouble in making both ends meet.

Jas. McNee, prominent cigar manufacturer of London, Ont., is here on business.

The McHie-Scotten Tobacco Company are leading, for the present, on "Union Scout Scrap" and "Union Scout Plug." They are also doing nicely on several other types of smoking and chewing.

Oscar Rosenberger providentially escaped arrest for exceeding the speed limit when he responded to a hurry call Friday night, to get to a fire in the Oakland garage, 808 Woodward avenue. Oscar owns the building, which was damaged to the extent of $5,000, well covered by insurance. Oscar's great hurry was to prevent anyone's saving his old Peerless, which has been in the garage, unused, for the greater part of three years. The Peerless was also insured.

Gram & Co., 812 Woodward avenue, came near suffering serious damage from the Oakland fire. Firemen attempted to run a line of hose through the store, which would have about ruined everything in the place. Emil Jacobs, who was on duty at the time, locked front and rear doors and windows, thus effectually keeping out both smoke and water.

Quite an extensive cigar business is done at Goldman Bros'. Pharmacy, 418 Hastings street. Conspicuous among ten-cent goods is the "Pastora," which seems to enjoy ever increasing favor in Detroit, its home city. Among other cigars that are popular at Goldman Bros'. are B. Schwartz's "R. G. Dun" and "Red Bell." "The Detroit News," made by David Segan, has a good sale. "Old Tag" and "Francisco Goya," made by Randall-Landfeld Co., Chicago, are among the best sellers. "Cinco" and "San Felice" are also carried.

Central Cigar Company showed a neat display of "La Resta," one of the classiest nickel packages ever turned out by the San Telmo, and a corking good smoke for the money.

One seldom hears of Frank R. Burdick. His plant is a small one; but in his factory, at 267 Gratiot avenue, he is busy six days of the week, without interruption, manufacturing just one cigar, the "Heralda de Cuba," and the merits of this cigar have built for Mr. Burdick a clientele that is distributed over nearly two-thirds of the United States. Occasionally Mr. Burdick receives export orders, as, for instance, 250 "Club Perfecto" to Charlottenburg, Germany, some time ago, followed by an additional 250 to Dresden. Mr. Burdick has been manufacturing in Detroit for thirty years; the past nineteen years under the present style.

Ed Lichtig has been, for three weeks, making a thorough canvass of the State for Philip Morris cigarettes, with good results.

Wm. Lichtig is so busy at Surety Cigar Company's factory he scarcely knows which way to turn. The local sales of their Havana cigar, "Charles the Eighth," through the Harry W. Watson Co., are steadily gaining.

At the recent annual meeting of The Adcraft Club, composed of Detroit's leading advertisers and ad specialists, Mr. Chas. Hughes, the newly-elected president, was loudly called on for a speech.

"Gentlemen," said he, "brevity and action shall be the keynote of my administration. I thank you for the honor you have done me. Mr. McGee (to the steward) kindly pass a box of "Charles the Eighth."

Eugene Lilienfeld, of Chicago, spent a part of last week here overlooking the various Lilienfeld interests and discussing plans for the future. The Lilies cigar factory is exceptionally busy and advertising for cigarmakers in the daily papers of Cincinnati and elsewhere.

A. B. Heavenrich, well-known leaf salesman and tobacco broker of Detroit, who, since January 1st of this year, has been with the firm of Charles J. Waxelbaum & Co., of New York, announces that his connection with that firm will end July 1st. For six years, prior to joining Waxelbaum & Co., Mr. Heavenrich represented the Sumatra house of L. Schmid & Co., with headquarters at Cincinnati. He is not yet prepared to announce definite plans for the future.

Fred Harris, manager of the Best & Russell Co. store, is impatiently awaiting the electric sign that is to dazzle the corner of Woodward and Jefferson avenues.

Art Gram has just added the 5-cent "Triangulares" size to his stock of "El Siddelo," a nifty package of five for a quarter.

Lee & Cady's cigar department is very busy, Mr. Higgins reports. "Pastora" is a big feature in their sales. In nickel lines "Cinco" and "San Felice" lead.

Alexander Gordon finds a ready demand for his most recent five-cent cigar "Canadian Club," and also reports good sales of his broadleaf wrapped "Othman," ten cents.

Victor Ettlinger, representing Emanuel Hoffman & Son, with headquarters at Detroit, departed on the 17th inst. for a trip of several weeks to the West and Northwest.

Mr. Michaels, of the Cayey-Caguas Co., has been here some days assisting Claude E. Howell in special work on "Savarona."

Among the pilgrims are: Thos. Branyan, José Escalante & Co.; Mort. Hammer, Garcia, Vega & Co.; Hi. Hammer, Corral, Wodiska & Co.; A. Shapiro, M. A. Gunst & Co.; G. R. Conover, E. A. Calves & Co., Philadelphia; S. Bijur, E. Rosenwald & Bro.; Howard Kinney, Duys & Co.; Fred Singer, Rossin & Co.; Henry Fisher, A. Cohn & Co.; Ernest Hathaway, Hathaway & Steen, Hartford, Conn.; Richard Baum, J. Cohn & Co., New York; E. A. Jandorf, Keiser & Boasberg, Buffalo; Harry Nathan and Harry Spingarn, E. Spingarn & Co.; (Max Kaufman, A. L. & M. L. Kaufman, makers of "Smokecraft" cigars); Walter Eisenmann, Eisenmann Bros., leaf tobacco, Cincinnati; Edgar Pretzfeld, Pretzfeld & Son, New York; "Doc" Easton, Falk Tobacco Co., Richmond.

S. F. HEAVENRICH.

Increased Tobacco Imports Into Liverpool

The imports of American merchandise into the English port of Liverpool were greater last year than ever before in the history of the trade, according to a consular report of April 10, 1912.

No imports showed a larger proportional increase than unmanufactured tobacco which is as follows, compared with 1910:

	1910		1911	
	Quantities Pounds	Values	Quantities Pounds	Values
Stemmed	21,437,233	$3,356,332	23,270,265	$4,121,502
Unstemmed	48,517,651	5,923,264	45,474,487	6,161,232

The imports of manufactured tobacco show a slight falling off, being valued at $223,575 in 1910 and $205,232 during 1911.

A campaign for the promotion of the sale of Holyoke, Mass., cigars, has been inaugurated by the Holyoke Cigar Makers' Union, who will try to interest the army of cigar smokers in that city into purchasing home products. The union members are meeting the Board of Trade of that city, who have agreed to listen to their arguments in favor of the scheme.

Demand for Seed Havana Cigars in Los Angeles

Englander & Osburn Open New Store—Klauber-Wangenheim Co. Add Two Salesmen

THE firm of Klauber-Wangenheim Co. have re-organized part of their territory and have put on two additional salesmen. Mr. O. S. Treadwell will hereafter cover the entire San Joaquin Valley as well as the Coalinga district, including the oil well districts, which were formerly covered by Joe Bonhaus. Mr. Percy Dutton will cover the Owens River country and all of Inyo County.

Both Mr. Barnes and Mr. Bonhaus report a splendid sale for Klauber-Wangenheim Co. in their territory on "Optimos," "Post Dispatch," "Chancellor" and "Pippins." These four brands are prominently displayed all over Southern California.

The Klingenstein Co. is making displays on Eisenlohr's "Cincos" and report quite an increase on the brand.

"Lord Lytton," 5 cents, Klingenstein's private braud, is selling well.

The Klingenstein Co. have just received a new size "Webster," called "Directors," which they are getting by express in order to keep the trade supplied.

Geo. Yocum is expected to arrive in the city daily and expects to remain here in the interests of the "Y-B" and "Spana Cuba."

"Ready Rubbed Edgworth" seems to be making quite a hit in the Los Angeles territory. It is reported also that Mr. Gibbs, Larus & Bros. company's agent, will be in town in a few days.

Fred H. Austin reports "Pure Gold" sales increasing and expects to ship another carload of "Pure Gold" into this territory July 1st.

Englander & Osburn are about to open a new cigar store at 315 South Spring street and will carry all the leading brands, featuring all of the Klingenstein Co.'s brands. These gentlemen were formerly connected with the Hookstratten Cigar Company.

Ed. G. Hookstratten Cigar Company are operating six of the leading cigar stores in Los Angeles. They make a specialty on the Klingenstein Co. cigars and are at present making window displays on "Admiration," manufactured by S. Fernandez & Co., of Tampa, Fla. They report a big sale on "Milo," "Mon Caprice" cigarettes and "Golden Seeptre Gloss" of the Surbrug Company.

Anthony Schwam, representing Lowenstein Company, has just returned from San Diego and informs us that he has done a splendid business in that territory. His sales this month show an increase over last month of 50 per cent. on "Turkish Trophies," "Egyptian Dieties," "Mogul," "Murad" and "Turkey Red" cigarettes.

The Morgan Cigar Company have a display this week on "Post Dispatch" in their window which was very artistically made up by Morris Burke, better known as the "Post Dispatch King."

Harry Rinaldo, of the Ferdinand Hirsch Co., is expected here by the distributor, Skinner & Knecht, in a few days.

Ike Wentworth, José Lovera C. Tampa, and the most popular salesmen in this territory, is introducing a new cigar called "Calallero" in fourteen sizes, which is already showing good results with the trade.

Scott G. Turner, representing Boltz-Clymer Co., has his "El Palencia" cigar so well placed that he is thinking seriously of taking a trip to the mountains. This cigar is wonderfully well distributed, especially in apartment houses and hotels, it being shown in more than thirty hotels and apartment houses now.

M. B.

Late Trade Items

Prentice Lebus, a brother of Clarence Lebus, president of the Burley Tobacco Society, died recently in Los Angeles, at the age of thirty-five. He was a native of Cynthiana, Ky.

The Carl Haertl cigar factory of Beaver Dam, Wis., has been sold to John C. Harder, of that town, who has been in the manufacturing business there for more than twenty-five years.

Gustav Kreuger, of Wausau, Wis., is erecting a two-story building at 1608 Third street, and will shortly open a cigar factory there.

The Cincinnati Leaf Tobacco Warehouse Co. has declared the quarterly dividend of one per cent., payable July 15th. The dividend, which will be $12,000, is the second one made this year.

A new cigar factory has been opened in Wilmington, N. C., the first in thirty years, by Ira G. Upchurch and J. T. Clark. The concern is located at 7 N. Second street.

Decrease of 7,225,970 in Large Cigars

Country's Production for May Shows Increase in Cigarettes and Snuff — Others Show Falling Off

THE output of cigars, cigarettes and manufactured tobacco of the country for the month of May shows an increase in cigarettes, cigarettes at $3.60 and snuff, while a decrease is noticed in cigars, little cigars and manufactured tobacco. The following table gives the production during May, showing the corresponding month last year:

	May, 1911.	May, 1912.
Cigars	631,996,296	624,770,326 D
Little Cigars	116,523,600	92,532,360 D
Cigarettes	874,465,728	1,081,558,728 I
Cigarettes at $3.60	1,786,994	1,853,350 I
Snuff, lbs.	2,463,564	2,771,751 I
Manufactured Tobacco, lbs.	34,769,272	33,735,376 D

The following is the total production of the country up to June 1, showing the comparison with same period last year:

	1911.	1912.
Cigars	2,848,586,818	2,816,673,191
Little Cigars	525,200,666	440,482,733
Cigarettes	3,761,451,450	5,016,439,584
Cigarettes at $3.60	8,562,384	8,728,270
Manufactured Tobacco, lbs.	177,964,570	178,743,735

Paper for Roumanian Tobacco Monopoly

A report from the American minister at Bucharest, Roumania, states that bids will be opened for supplying paper in sheets and rolls for the use of the Roumanian tobacco monopoly for three years, beginning January 1, 1913. Information in regard to quantity and conditions can be obtained upon direct application to the "Direction Generale" of the Government monopolies, Calea Victoriei 127, Bucharest, Roumania, and American manufacturers who contemplate submitting bids should communicate with that office.

Imports of Tobacco in Panama City for 1911

Consul Alban G. Snyder reports to the United States Department of Commerce and Labor that the imports into Panama City during 1911 of manufactured and unmanufactured tobacco were as follows: leaf tobacco, United States, $24,000; manufactured tobacco, England, $79,000; Latin-American countries, $16,000; Belgium, $9,000; United States, $4,500.

Charles Fine, owner and manager of the Globe Cigar and Stogie factory of Cincinnati, O., is now opening another in Madison, Ind. He has leased the building formerly occupied by the Madison Tobacco Co. and if his arrangements now being made are satisfactory will move his Cincinnati plant to Madison and locate there permanently. The former factory employs thirty-five hands and has an output of 40,000 cigars and stogies per week.

The J. Kramer & Son Company has been recently incorporated in Cleveland, Ohio, to deal in liquors and tobacco. It is capitalized at $8,000 and was organized by Frank T. Cullitan, George N. Hagenbuch, William G. Stuber, W. J. O'Neill and A. E. Bardwell.

Valloft & Dreux Creditors Appoint Committee

Will Look After the Interests of Affected Firms.—Will Probably Continue Concerns.

ALL the creditors interested in the bankruptcy of Valloft & Dreux, the well-known New Orleans, wholesale cigar and tobacco firm, met on June 21st to decide upon their future action in the matter regarding the adjustment of their claims. Some of the firms represented at the meeting were the Theobald & Oppenheimer Co., of Philadelphia; the Ruy Lopez Ca., of Key West; the American West Indies Sales Co.; the West Indies Cigar Co.; Kraus & Co., of Baltimore; Carl Upmann; Bustillo Bros. & Diaz, and Durlach Bros. Mr. Thomas G. Thompson, the receiver for Valloft & Dreux and its affiliated concern, the Independent Cigar Stores Co., arranged for the meeting.

According to a statement regarding the condition of the two firms, the following are the largest claimants: Theobald & Oppenheimer Co., $13,000; the Ruy Lopez Ca., $19,000; the American West Indies Sales Co., $8,000; the West Indies Cigar Co., $2,000; Bustillo Bros. & Diaz, $4,500, and Durlach Bros., $4,000.

After some discussion, Receiver Thompson outlined a plan for the creditors to pool their interests and appoint a committee to attend to their affairs, which they agreed to do. It is expected that the concern will be reorganized under a different management. Mr. Valloft, who managed both the retail and jobbing houses pleaded for a continuation of the business under plans suitable to the creditors.

The West Indies Cigar Co., of New York, withdrew their intervention suit and agreed to act with the other concerns interested. Much credit was given to Mr. Thompson, the receiver, for his efficient management and it was voted to retain him as permanent receiver.

New Porto Rico Leaf No Lower in Price

According to Fred R. Hoisington, of the Cayey-Caguas Tobacco Company, in a recent interview in New York, the new Porto Rico leaf is one of the best in years. The wrappers are said to be cleaner than usual and there is also a larger proportion than formerly.

Continuing he says:

"Some damage was done by too much rain early in the season, and we had prepared ourselves for a crop not quite up to the standard, but in this we have been most agreeably disappointed. It is a little too early to say much about fillers, yet, and I ought to state that only the flimsier portion of the crop has been packed. But it is generally true that good quality fillers go with a crop that produces good wrappers. We are anticipating no difficulty in disposing of the crop, although it is large, the acreage being larger and the yield per acre heavier than usual. The demand for Porto Rican tobacco far exceeds the supply.

"About the price I cannot speak at this time, so far as the general crop is concerned, except to say that there is no reason to look for cheaper tobacco this year than we got last year. The sugar is bidding against tobacco in Porto Rico, both for labor and land. The consequence is that the cost of raising tobacco has increased. However, this year's crop is being graded more carefully than in the past, although there is probably room for improvement yet. Even if prices should be higher than last year, which is highly probable, the manufacturers will get a very desirable class of goods and will be able to manufacture a quality product."

Greensboro Tobacco Warehouse Co. Organized

At a meeting of a number of business men of Greensboro, N. C., recently, the Greensboro Tobacco Warehouse Company was organized and it was decided to erect at once a $15,000 tobacco warehouse in that town. The building will be approximately 100 by 187 feet in size and will be up-to-date in every way. The company has been capitalized at $15,000.

Factory Notes

The King Cigar Company is a new manufacturing concern recently launched in Kansas City.

The tobacco firm of Wallace & Waltzer, of Mt. Clemens, Mich., in existence in that city for two years, was recently dissolved by mutual consent.

A new cigar manufacturing plant is being opened in Alma, Ill., by M. Kenzie Bros., of Urbana, Ill., who are now operating a factory in the latter town.

Edgar J. Stachelberg who recently retired from the firm of M. Stachelberg & Co., of Tampa, has been in Cuba making arrangements for opening a leaf house in Havana.

J. J. French, who is opening an independent factory in Tampa, has not yet disclosed his complete plans for the new establishment. He will have an independent concern.

A cigar factory has been opened at Gadsden, Pa., near the city of Scranton, by Manuel F. Rodriguez, of Tampa, Fla. The concern is located in the Kyle Building. They will manufacture Havana and domestic goods.

One of the really up-to-date and cleanest factories in New Jersey is that of the Enterprise Cigar Company, of Trenton, who manufacture the "Lord Sterling," a ten-cent piece of goods, and the "Taking," a nickel product.

A recent statement issued by Manager Joseph Gollner, of the Marsh stogie manufacturing concern of Wheeling, W. Va., stated that the stripper boys of the factory, of which the Marsh plant employs 150, will work on an increased wage scale.

Union cigarmakers working in the factory of B. Fernandez & Co., of Milwaukee, walked out several weeks ago, demanding better working conditions. Their employers arranged a meeting the following day, at which the misunderstanding was speedily adjusted.

Fire of unknown origin partially destroyed the tobacco plant of E. K. Vietor, in South Richmond, Va., on June 14th, entailing a loss of approximately $30,000. Considerable tobacco was stored in the building, which was completely destroyed. The entire building was gutted, leaving nothing but the walls intact.

Trinitario Vila, New Cuban Exporter

Trinitario Vila, who is well-known in Havana leaf circles has opened a place of business at Santa Clara, Cuba, where he will act as a broker and exporter of Remedios tobacco.

He was, at one time, connected with Sylvester & Stern, of New York, and also Rodriguez, Bautista & Co. He announces that he has a large staff of experienced workers and is prepared to handle a large trade.

Canadian 1911 Crop the Largest on Record

In the Province of Ontario a smaller acreage will be under tobacco this year than in 1911, but as this will probably result in more attention being given to the crop, a better quality is expected. The tobacco crop of 1911 was the largest on record (more than double the yield of any previous year), and is estimated to have amounted to 15,000,000 pounds, for which the farmers received $1,700,000. Some cultivators received 12½ cents a pound, which figure the farmers say means a profit. Tobacco culture in Canada is confined almost wholly to the Province of Ontario, but in parts of the Province of Quebec the plant is grown, mostly for home use. In the fiscal year ended March 31, 1912, the Dominion exported 58,809 pounds of Canadian-grown leaf tobacco, valued at $25,944. These shipments were divided, 8,761 pounds to Great Britain, 40,856 pounds to the United States, and 9,192 pounds to other countries, with respective values of $1,320, $22,521, and $2,103.—Consul F. S. S. Johnson, Kingston, Ont.

Philip Deter, a cigar manufacturer and retailer of Canastota, N. Y., passed away there several weeks ago after an illness of three months. He was 31 years old and leaves a widow and two sons.

Frank F. Ray, President of the Cigarmakers Union of Providence, R. I., died recently at his home, in that city, at the age of 43 years. He is survived by a widow and two daughters.

William Katschke, one of the oldest and best known men in cigar manufacturing circles in St. Louis, died in that city on June 15th. He was actively interested in the cigarmakers' unions.

L. W. Bosart, of near Springfield, O., died there recently, aged 71 years. He was a veteran tobacco merchant of Springfield.

Captain William C. Kimball, who was formerly a member of the firm of Kimball Bros. & Co., of Tiffin, O., tobacco importers and wholesalers, died there a short time ago at the age of 75 years. He was a Civil War veteran.

Charles Kornfeld, a cigar manufacturer of New York City, died at his home at Edgmere, Long Island, on June 16th, at the age of 87. Mr. Kornfeld had not taken any active interest in business for some years. He is survived by six children.

George Wilson, late president of the Atlantic Snuff Co., of Philadelphia and for many years in the snuff industry, died there June 17th, after a short illness. He was 71 years of age and became connected with the Atlantic Snuff Co. after being with E. W. Garrett & Sons until 1893. He retired in 1900 and devoted his time to buying and selling real estate. He leaves a widow, three sons and a daughter.

George Strohuber, a widely known cigar manufacturer of Allegany, N. Y., died at his home in that town recently. He was born in Bavaria in 1845 and came to the United States in 1859. He leaves a widow and three children.

J. C. Miller

J. C. Miller, a well-known cigar manufacturer and tobacco jobber of Columbia City, Ind., died at his home in that city on June 15th, at the age of 65 years, as the result of a stroke of paralysis with which he was stricken several months ago.

Mr. Miller, who was one of the most highly respected business men of his town, was born in Germany. He came to America with his parents and learned the trade of cigarmaker in Pittsburgh. In 1863 he went into business in Fort Wayne and removed to Columbia City in 1879. There he opened a factory and later a tobacco jobbing house. In 1884 he built a place for his business, where it is still conducted. He is survived by a widow and three children.

Prohibition Movement Affects California Factories

Concerns Furnishing Saloon Trade Losing Ground—Lane & Connelly Move Office—J. Lachman Now With Edw. Wolf Company

San Francisco, June 26.

THE prohibition movement in California is still in evidence, another town going dry only a few days ago. Most of the large jobbers handling advertised brands have not been affected by this movement, and may ultimately benefit to some extent, but there have been a good many small cigar factories here and scattered through the country which furnished unknown brands especially for the saloon trade, as well as some jobbers in the same line, all of whom have lost considerable trade. The soft-drink places and billiard rooms which are replacing the saloons naturally prefer to handle well known advertised goods, and many such places are opening accounts with local wholesalers. The hot weather is on in the country, however, and dealers are keeping their stocks rather small.

Henry Muller, head of a Manila factory, stopped in San Francisco a few days this week, and it is understood that his goods will soon be introduced in this market. He is now on his way East, and will proceed to Europe.

Milton Esberg, of M. A. Gunst & Co., is back at the local office after a trip East. This house is at present concentrating its window work on the "Van Dyck" cigar, particularly in some of the special sizes, in line with its policy of finding the size of cigar best adapted to the taste of each customer.

J. Lachman, formerly with J. Bamberger & Co., is now on the road for the Edward Wolf Company, covering the interior valley district. Mr. Bamberger has not yet been able to get out of the business altogether, and will occupy an office with Ehrman Bros. & Co. until his old business has been settled.

H. L. Judell, head of the order of Bagmen of Bagdad, has just left to attend a convention of the order at Columbus, O., leaving Emil Judell in charge of affairs here. Emil has just returned from the Rose Festival at Portland, Ore., which he says was a great thing for the cigar trade in that city.

Lane & Connelly, local cigar manufacturers, have moved their office from 26 Front street around the corner to 58 Pine street.

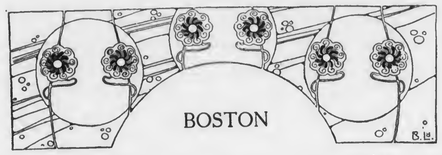
I. I. Hess, Coast representative of the Optimo factory, has just returned from a visit to the Seattle trade.

George Cacematis, specialty man for the Nestor Gianaclis cigarette factory, has returned from a visit to dealers in the interior of the State.

Lex Ehrman, of Ehrman Bros. & Co., distributors of the "Optimo" cigar, is spending a few days at Portland, Ore. His work there, however, is mainly on the Manila goods, for which this house has built up a large business all over the country.

Paul Rosen, of Newark, N. J., has opened his second stand in that city in the Union Building, 9 Clinton street. His other store is in the Essex Building. Both places have been fitted up in the latest manner regarding fittings, conveniences, etc.

One of the latest members of the gentle sex to enter the retail field in an extensive manner is Miss Lenora Walker, proprietor of a stand in the Court House at Peoria, Ill. Miss Walker has purchased a second location in the City Hall Building and has taken possession.



Strike on Elevated Railroad Not Conducive to Large Trade—A. B. Smith & Co. Placing Number of Attractive Electric Signs

THE strike on the Boston Elevated Railroad has not improved the business in this locality, as a great many feared the mobs and the rioting hoodlums. So the summer resorts were not so well patronized, as one business helps another. At the present writing things are looking better and trade will improve.

At all the United Cigar Stores business is reported good.

The Essex House, "Boston Tavern," Clark's Hotel, Parker House and Adams House say that business never was better.

Louis Paster, 15 Dock street, says that trade is good and expanding every day.

The new store of George L. Storm & Co. on Federal street is nearing completion. "Bank Note" and "Robert Burns" cigars are shown in the window.

Mark Abraham (D. M. Frank & Co.) is showing "La Aromadad" clear Havana in this locality. Mr. Abraham reports a growing demand for the cigar named the "Rotten."

Breslin & Campbell, Inc., to buy, sell and deal in tobacco, etc. Filed, January 5, 1912. Capital, $500,000. Five thousand shares, $100 each. Directors: Merrill Greswold, president; Robert J. Richardson, Shawmut Bank Building, Boston, treasurer, and Henry Endicott, Jr.

The "Red Cross Pharmacy," Moody street, Waltham, has been sold to Thomas Dangelmayer.

Dr. A. G. Gigger, of Abington, Mass., has removed to Chatham. He has purchased an established practice and will open a first-class drug store there.

H. A. Dupee Drug Company, Bridgeport, Conn., has been organized with a capital of $20,000.

Manning Bros. have opened a new store in Haywood Block, Milford, Mass.

G. Hyams has sold out his Washington street store to I. Kirshon. This is an old established stand and one of the reliable kind.

The P. Lorillard Co. is placing a new plug smoking tobacco, "Defiance," in this market. The tobacco comes five packages to the pound.

Julius Barden (Surbrug Company) is working the trade here on the "Harem" cigarette.

The American Tobacco Company has notified the trade here that "Honest Long Cut" has been advanced thirty cents per gross.

The Turkish cigarette deal of S. Anargyros, in which they gave twenty-five cents with each 1,000, has been withdrawn.

Last week the Woodcock Hotel opened a new rathskeller. The management is making "La Integridad" its leader, handling eleven sizes.

A. B. Smith & Co., makers of 3-20-8 cigars, have placed a number of handsome and attractive electric signs in various parts of Greater Boston, which are attracting a great deal of attention.

Frank Swick (Philip Morris & Co.) reports a large advance in the sales of that concern's cigarettes.

Morris Winter, of the M. Perez Co., visited the trade here last week.

J. Mahony (of Park & Tilford) spent a few days in Boston last week looking after trade.

The latest cigarette is the "Clix," of W. Duke & Sons Co. Each package contains a coupon worth ½ cent. The "Clix" has not been shown on many stands as yet.

There is a shortage on the "Perfections" cigarettes in this market.

Bernard Hyneman reports a fine business on his "Lord Rector" and "Old South" cigars. He has just received a shipment of "Floreals" from Manila.

Massachusetts and Rhode Island dealers have received notice from the "Diamond Match Company" of an extra deal, one case free with five cases bought.

Leveson Bros., manufacturers of the "Boston Smokers," report a big demand for their cigar at the new baseball park.

WM. T. HENDERSON.

United Opening Two St. Louis Stands

The United Cigars Stores Company is opening two new stores in St. Louis; one at Eighth street and Franklin avenue and one on Grand avenue, near Arsenal street. The opening is expected to take place on June 29th.

Incorporations

Michael Richman & Co., Chicago, Ill. Manufacturing and dealing in cigars and tobacco. . Capital $1000. Incorporators: Michael Richman, H. Richman and L. Richman.

Carrier Cigar Company, Chicago. To wholesale and retail cigars. Capital,, $10,000. Incorporators: Edward Carrier, Rudolph De Coste and Fred Carrier.

The Tobacco Growers' Development Company, of Robertsdale, Ala. To grow Sumatra and Havana tobacco. Capital, $25,000, with $18,000 subscribed. Incorporators: Bertram Adams, Fred S. Alley and Albert S. Harnstrom.

Tomaric, Simleh & Co., Inc., Manhattan, N. Y. To manufacture and deal in tobacco in all forms. Capital, $10,000. Incorporators: Joseph T. O'Donnell, Adelaide M. Leidel and Henry Leidel.

The Platt-Porter Grocery Co., Carthage, Mo. Capital, $70,000. Incorporators: C. B. Platt, G. W. Porter, H. W. Platt and V. J. Porter.

Breslin & Campbell, Inc., Boston, Mass. Capital, $500,000. President, M. Griswold; treasurer, R. J. Richardson.

Henry Koob Company, Peru, Indiana, $1,000; to manufacture and sell tobacco; S. A. Melcher, H. Koob and C. W. Myers.

Farmersville Tobacco Warehouse Company, Farmersville, Ohio. Capital stock, $6,000. Incorporators J. J. Swartzel, David Apple, Harry W. Defler, F. W. Apple, John W. Marion, A. C. Izer, J. M. Lee and J. P. Roades.

The American Retail Cigar Dealers Company has been incorporated in Chicago with a capital stock of $5,000. The organizers are Harry J. Lurie, F. L. Clarke and John L. Anderson.

New Building for Intal Factory

The La Flor de Intal Factory, of Manila, one of the largest cigar firms in the Philippines, has changed its location and is now in the La Electracista Building. The concern was cramped in the old plant and were forced to secure more commodious quarters. The Intal factory shipped to this country, during the month of April, 292,670 cigars.

Union American Cigar Co. Sustains Fire Loss

On the night of June 19, the Union American Cigar Co., of 28th & Smallmow streets, Pittsburgh, had a fire which damaged considerable of their stock. They announce to the trade that their other branches will enable them to ship their goods with but slight delay.

Stogies are manufactured in the Pittsburgh factory while the "Rocky Ford" and other nickel smokes are made in the Newark, N. J., plant.

Milwaukee Box Factory Destroyed

The H. A. Schwartzburg cigar box factory at 6th and North avenue, Milwaukee, was badly damaged by fire on June 14th, and the loss has been placed at $15,000. The building will be rebuilt within a short time, and the required arrangements have been completed to that end.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Lancaster Industry Awaiting Improved Trade

LANCASTER, June 25.

THERE is every reason for thinking that the cigar business and other tobacco industries are soon to have a decided uplift in this section. One of these reasons is the last revenue report, which shows a gain of more than 7,500,000 cigars in May over the month of April. The factories also are having difficulty in some instances in securing enough employes.

The situation here is pretty near akin to reports from Reading, where the larger factories having representatives on the road are kept busy, while the smaller concerns are doing very little.

The packers are viewing the situation with interest, for any increase among the manufacturers means a corresponding increased demand for leaf. They claim that at present there are many inquiries for goods, but as the manufacturers almost demand a heavy cut in price, there is less trading done than would otherwise be the case.

There is quite a bit of 1909 leaf on hand, which is being slowly absorbed. The prices on 1910 tobacco have been ranging from 18 to 21 cents, and as the leaf appears to be scarce there is no likelihood of a reduction in price.

As far as can be ascertained the 1911 crop is sweating nicely. It has been estimated that less than 5 per cent. of this still remains unsold.

C. F. Schultz, who sold his cigar store at 10 East Chestnut street to C. B. Goodman a short time ago, is again in charge, Mr. Goodman having decided not to retain the stand. Mr. Schultz, with his father, have had the place for twenty years and did a good business.

Louis N. Kramer, the leaf dealer, who sailed recently for Europe from the port of New York, expects to spend several months on the other side.

M. Michaelis & Son, the leaf concern, has installed a scrap machine and expect to carry on that business also in addition to the leaf business.

The S. R. Moss factory at this writing is one of the busiest places in town. The "Flor de Moss" is widely known out through the West, and since conditions are reported to be in a good state there the Moss factory naturally reflects this prosperity.

The Chicago correspondent in the last issue of THE TOBACCO WORLD comments on the publicity given to this Lancaster-made piece of goods, and states that the Moss Company paid out $3,500 to 500 druggists in that city during the recent Republican convention week, having rented the windows for exclusive displays of their products. It is such methods as these which make the modern, prosperous business house.

Daniel Manheimer, of the Imperial Cigar Company, is on an extensive trip through the West, looking after the interests of his firm. He expects to be gone several months.

George E. Wisner was a recent visitor to New York, having gone to select machinery for his cigar box factory.

E. F. Mowery, representing I. H. Weaver & Co., has been in Ohio attending to the large packings of his firm in that section.

C. M. Whittaker, of New York, of the P. Lorillard Co., was married to Miss Gertrude S. Siegler here several weeks ago and is now on a trip to Atlantic City with his wife.

Some of the recent callers among the tobacco trade in this locality include: F. L. Rubican, Jr., Pinkerton Tobacco Company, with crew; W. L. Uhler, Schmid & Co.; A. W. Penner, A. Cohn & Co.; H. E. Stevenson, E. Rosenwald & Bro.

Reading Retailers Complain of Conditions

READING, June 25.

THE cigar factories in this prosperous and hustling city are again showing a gradual increase. The manufacturers, who have a heavy Pennsylvania and local trade, have been slightly discouraged during the past two months, but they state that there is reason now for thinking that trade will soon be in its usual booming state. The majority of the factories are again working full time with their regular complement of hands.

Perhaps the busiest typical Reading plant is that of Yocum Bros. They have not been satisfied to try for trade in the East, but have broadened their field of endeavor until the Yocum brands, particularly the "Y-B," are known from coast to coast. George J. Yocum, who is covering the Middle and Far West much of the time, is shortly expected to arrive in Los Angeles, a "Y-B" stronghold, and co-operate with the Klingerstein Company there, the Los Angeles distributors of their brands, on an aggressive campaign in that territory.

Charles Breneiser, who some time ago took on the distribution of the "Bold" cigar of Bobrow Bros., are making a campaign on this popular smoke and backing it up with an attractive window display. Another brand which is a prominent seller with them is the "Little Wm. Penn," of Theobald Oppenheimer & Co. They always give their private brands, "American Empire" and "Chief Joseph" a good chance to make good, which they have been speedily doing.

The employes of the local branch of Otto Eisenlohr & Bros. had their annual outing on Saturday, June 15, which was voted by all a huge success.

The Fleck Cigar Company, possibly one of the busiest in town, is working a full force of employes filling the demand for their "Rose O'Cuba" and "Royal Bob" cigars. The "Rose O'Cuba" particularly has had a wide distribution, and Reading traveling men who visit other cities have commented on its widespread popularity.

All the smaller factories about town are doing a fair amount of business, although they are far from being overworked. The chief complaint at this time appears to be among the retailers. The other branches of the trade, dependent upon the cigar stores, naturally suffer in sympathy.

The United Cigar Stores stand on Penn street reports business fair. This is the only branch in Reading and appears to be doing a prosperous business, particularly among the traveling contingent, who are always in Reading, and who have become accustomed to purchasing at the "United" stands in other cities.

York Manufacturers Claim Increased Orders

YORK, June 25.

THERE has been a perceptible change for the better in this district within the past two weeks. Manufacturers state that orders are arriving more regularly than they were some time ago and are looking forward to a boom in the industry.

The fact that quite a number of factories have been opened within the past month should prove that every one is recognizing better times and wish to profit by them.

A number of the factories at Dallastown, Red Lion and other outlying towns are advertising for hands and seem to have a little trouble securing them. "We have to take green hands and teach them the business," said one manufacturer. "We have too much difficulty in importing them."

Work of erection on the new cigar box factory of the Myers & Adams Co., East Mason alley, that was destroyed by fire several months ago, was started last week. All the debris has been cleared away and carpenters are putting down the first floor and window frames in the portions of the walls that had not been destroyed. The bricklayers will start work shortly. The building is being erected on the site of the old factory.

The Monarch Cigar Company of Red Lion report an especially good outlook for their brands. They are now waging a particularly active campaign on their "Lord Northcliff" cigar, which they advertise in one of the large trade journals as "the real goods." Taking into consideration the reputation of this factory for a first-class piece of goods, it is not surprising that smokers are beginning to appreciate the superior smoking qualities of the Monarch products.

One of the coming firms in the York district is that of the Luxfer Cigar Company, of Hellam. This firm was reorganized a short time ago by H. S. Dietz and W. H. Wolf. They are pushing the "Old Chatsworth," a nickel product, at this time as their leader and report excellent results on it. One of the reasons for their success is that they did not wait for trade to come to them, but got out and secured it. By means of advertising and aggressive salesmanship on the part of Mr. Wolf, who handles that end of the business, they have placed "Old Chatsworth" and "Luxfer," their ten cent goods, among some of the best jobbers in Pennsylvania. Mr. Dietz has charge of the manufacturing end of the concern.

The C. H. Plitt Cigar Company are to be congratulated on the hit made in this locality on their newly introduced product, the "Liar" cigar, which is now placed with over ninety retailers in this city and adjacent towns. The "Liar" is a first-class piece of goods and deserves its success.

H. F. Kohler, who consolidated his Jacobus and Nashville factories sometime ago and moved them to this city, is kept hustling on orders for the "El Sayon," his nickel product. It is a fine piece of goods for the price and is becoming more widely known than ever by reason of Mr Kohler's publicity methods.

J. T. Reichard, the well-known leaf dealer, announces that he has secured the best and most representative line of tobacco he has ever been able to offer to the trade. He has a complete line of Pennsylvania, direct from the grower; Wisconsin, Connecticut, Ohio and Sumatra, including a fine assortment of Havana and Florida leaf.

Retail Trade Items

J. J. Hawkins has disposed of his interest in the Dillard-Hawkins Cigar Company of Carthage, Mo., to his partner, L. H. Dillard.

Edward Everett and J. L. Brown will shortly open a cigar and confectionery store at 1146 Broad street, Columbus, Ga.

The Kirk cigar store of Rochester, N. Y., was opened to the public on June 22nd. The new store is situated in front of Moder Bros.' restaurant at 12 South avenue, and is operated by Arthur Bettner, who also operates a stand at 17 South avenue.

Retail Briefs

The Men That Blaze the Trail

O. D. Davis has opened a cigar store at Virginia, Minn.

John M. Arthur is a new tobacco dealer in Oconto, Wis.

Tyler Schough is a recent arrival in the retail ranks in Middletown, Ohio.

A new arrival in the retail tobacco ranks in Culbertson, Neb., is E. E. Long.

A new retail stand was opened recently at Stevensville, Mont., by H. A Carlson.

George Mack has taken over the cigar business of J C. Bell, at Storm Lake, Ia

Silvas & Blackwell, of Bend, Ore., have disposed of their business to R. G. Blackwell.

E. A. Walters has purchased the Luckett cigar store at 218 Mesa street, El Paso, Texas.

Frier & Sorrenson, of Horicon, Wis., have dissolved and reorganized as Frier & Scharf.

Anna McReynolds, of Los Angeles, Cal., has sold her cigar business to Raymond H Dean.

N. C. Waterman has purchased the cigar business at Delano, Cal., formerly operated by N P. Schulz.

Hables & Wilson, cigar dealers in Hollister, Cal., are opening a branch stand in the Opal Theatre, that town.

M. Rabinovitch, a cigar manufacturer of Traverse, Mich., has opened an additional retail stand at that place.

A new cigar stand in Ballantine, Mont., is that of C. C. Hutton, who states he will make it one of the best in town.

John Ganzel a baseball player, and Fred J. Blum have opened a cigar stand in the Glenny Building, Rochester, N. Y.

W. H Tucker is one of the latest arrivals in the retail field in Flint, Mich. His store is located at 804 Witherbee street.

G. Werweiss who conducts a cigar and news store in New Haven, Conn., was the victim of a burglar, who rifled the money till of $250.

J. Eugene Beck has made an arrangement for the opening of a cigar stand in the Farmers' Deposit National Bank Building of Pittsburgh.

Frank P. Allen, of Fitchburg, Mass., is having an addition built to his cigar store and pool room, which will materially assist him in his future trade.

Joseph A. Bouchar has purchased the cigar business of Albert W. Hosmer, at Willimantic, Conn., and expects to handle a representative line of goods.

Henry Westermire, who has been a Portland, Ore., jobber for many years, has sold his down-town retail store at 110 Fourth street to O. W. Lewis.

Fred Saak, of Poplar, Cal., has purchased the cigar stand in front of the Palace barber shop, in Portersville, Cal., from H. M. Blanchard, and has taken possession.

Kooreman & Dossin, of Meriden, Conn., have rented a store at 58 West Main street, that city, where they will move on July 1. They were forced to move, owing to rebuilding

J. R Bremster, president of the Western Association of Retail Cigar Dealers, has purchased the J. W. Haas cigar store on Second avenue, Seattle, which gives him three establishments in that city. The Haas store just acquired is in the heart of the business district.

Lee Cahn, who has a cigar stand in the Union Trust Building, in Cincinnati, has been in the retail cigar business for 52 years, 42 of which were spent in Cleveland. During the Civil War he sold many smokes to Union army officers, being located at that time in Louisville. His location in Cleveland is considered one of the best in the city.

Democrats Boomed Baltimore Tobacco Trade

Retailers, Hotels and Restaurants Did Big Business During Convention Week

BALTIMORE, MD., June 26.

WITH the city full of good Democrats smoking perfectos, cigarettes and pipes, the tobacco business of Baltimore has been on the boom. In fact, many retailers who had ordered liberally, anticipating a rush for smokes, found their stocks depleted the first few days of the convention, and have been crying for more goods ever since. The trade in the hotels and restaurants particularly has been far beyond expectations, and everyone is happy. This wave of prosperity set in several weeks before the National Convention, but reached its climax this week.

In addition to good local business, all the leading jobbers report an increasing volume of orders from their out-of-town salesmen. F. A. Davis & Sons, with a staff of twenty-four salesmen covering the South; William Deiches & Co., with fifteen salesmen; Lilly, Dungan & Co., with a big staff, and other big factories in the trade, have experienced very gratifying results within the last fortnight.

The "El Dallo" cigar, that unique and clever brand that has recently been put on the market by Wertheimer Bros., is taking hold in great shape. Mr. Sam Wertheimer, who recently returned from the South, and Ike Wertheimer, who has returned from the Northwest, report that the "El Dallo" has made a tremendous hit. Locally, this brand is being distributed by F. A. Davis & Sons and is having a big sale throughout the territory covered by their salesmen. In Baltimore proper the "El Dallo" has caught on quite freely and promises to be one of the cigar sensations of this market.

Lilly, Dungan & Co. have had a clever window display of their "L. L. D." brand of popular nickel cigar, made by Luckett, Luchs & Lipscomb, of Philadelphia. The "Reynaldo," made by the same factory, is also a big seller with them. Sanchez y Haya goods, as usual, are selling at the top notch with this firm.

William Deiches & Co., distributors for "Havana Ribbons" (Bayuk Bros.) are particularly enthusiastic over the manner in which these goods have been duplicating among their trade, not only in Baltimore, but throughout the Middle South, covered by their salesmen. No brand that this firm has ever handled has repeated better.

The Birnbaum Cigar Company are featuring the "Don Marino," made by the Kraus factory.

B. H. Elliott, of Elliott, Ottenheimer & Elliott, has returned from a trip through the Middle West and reports gratifying sales on their "Carbellos" and "Cardenas" brands. He arrived in time to assist in the moving of their factory from their old home on Lombard street to the northeast section of the city, where they are occupying a handsome new building.

E. Asbury Davis, of F. A. Davis & Sons, states that their business so far for June has run far ahead of last year. They are particularly well pleased with their sales of the "El Dallo" cigar, made by Wertheimer Bros., and their business on "F. A. D.," "Permits," "Club House" and "Gato" brands.

Mortimer Heinemann, of Heinemann Bros., speaks enthusiastically over the sales which their "Salome" brand has been attracting recently in the Middle West and South.

Raymond A. Heiland, of Lancaster, Pa., representative of the American Sumatra Tobacco Company, motored to this city recently to call on the trade. On his way back to Lancaster he touched such points as Littlestown, York and Harrisburg.

Mr. Paris, of the Manchester Cigar Manufacturing Co., states that their sales on "Bar-Xone" and "Match-It" little cigars have been keeping up their gratifying steadiness. Usually at this time of the year the sales of such goods fall off, but June, 1912, has shown a complete reversal of the old conditions. These little cigars have made friends everywhere they have been introduced. Their duplicate business, which is being booked daily, indicates that the Manchester Company realizes the importance of keeping their goods up to the highest point of quality.

M. Kemper, of M. Kemper & Sons, is again at his desk after having been confined to his home for more than three weeks through illness.

CALVERT.

The tobacco of the J. W. Greeves Company, of Rochester, N. Y., which concern filed a voluntary petition in bankruptcy on April 4, will be sold at auction on June 28. The assets of the firm had been scheduled at $54,768, but the total valuation will not exceed $15,000.

A deal was consummated recently by the Farmers' and Shippers' Tobacco Warehouse Company of Cincinnati, O., whereby they became the owners of the Independent Loose Leaf Tobacco Warehouse of Maysville, Ky. The Independent is capitalized at $50,000 and is one of the largest warehouses at that point.

LEAF TOBACCO MARKET

Gradual Lull in New York---New Pennsylvania Crop Sweating Nicely---Wisconsin Planters Busy Transferring Plants

NEW YORK.

NEW YORK CITY.

THERE has been a gradual lull in the leaf market within the past two weeks and dealers are doing virtually nothing. There have not been any large number of sales and those reported were of a moderate size. The prices remain about the same.

Sales in the new Porto Rico wrappers were few, owing to the demand for the leaf exceeding the supply and boosting the prices almost out of reach

Although there has been no startling demand for Sumatra, it is selling better than heretofore. The manufacturers evidently see that there will be no reduction in the prevailing high prices and are beginning to buy. The buying of the Dutch leaf has not really started as yet, but from all reports they have sampled it pretty thoroughly and will buy in larger quantities later.

The trade in Cuban leaf has almost dropped to nothing. From late reports the situation in Havana is also at a standstill, the sales being much smaller than usual. The Havana dealers are watching with interest the arrival of the 1911 crop, which is all that has been predicted for it. The dearth of good wrappers is even more pronounced than at first reported. Over 37,000 bales of the new tobacco are reported to have been delivered in Havana up to June 18th.

PENNSYLVANIA.

PHILADELPHIA.

THERE have been no startling reports as to extraordinary activity in the leaf market. Some dealers report a fair amount of business, while others state that the present condition is almost like the midsummer dullness.

Several hundred cases of Zimmer are reported to have changed hands the past week. There has also been a little activity in Sumatra, one firm reporting having disposed of 58 cases. Manufacturers are sampling the Dutch leaf, but few show any inclination to invest largely.

There has been little movement in Pennsylvania, either in new or old leaf. No one appears to want 1909 goods and there is very little 1910 left.

The manufacturers all appear to be fairly busy, several of the larger firms being pushed to the limit. They are complaining of no lack of orders, but of the difficulty in securing hands.

LANCASTER.

The Lancaster leaf dealers report trade dull, although there has been considerable improvement in the cigar ranks within the past two weeks.

The new tobacco appears to be sweating nicely and with few exceptions no goods have been reported damaged. There is very little of the 1911 leaf still in the planters' hands, and that is being absorbed slowly.

There has been no movement of note in 1910 goods, last quotations on this article ranging from 18 to 21 cents. Regarding 1909, one estimate a short time ago placed the amount of this leaf still in the packers' hands as being close to 30,000 cases. And as there is little activity in this tobacco, many are curious as to the ultimate outcome as to its disposal.

Planters are extremely busy on their farm work, and from the latest reports appear to have most of the plants in the fields. They complained at first of the inclement spring weather, but admit now that there was little time lost, since the planting conditions have been ideal recently.

WISCONSIN.

EDGERTON.

THIS has been a busy week in the tobacco growing sections of the State, where the new crop is being transferred to the fields with all the help growers are able to command, says the "Edgerton Reporter" of June 21st.

The weather conditions, too, have been especially favorable to securing a good stand in the fields—cool with occasional dashes of rain and with little or no hot sun to wilt or burn the plants. Appearances indicate the crop will be transplanted at a somewhat earlier date than usual in this State.

Only a few straggling sales of last year's crop are reported and these at a low level in prices.

Nothing has transpired in the old leaf market worthy of note. A representative of Swisher Bros., Ohio manufacturers, has been in the State during the week looking the market over for suitable stock.

The shipments out of storage reach 625 cases from this market to all points for the two weeks past.

One indication that the tobacco crop the coming season will very nearly reach the normal acreage is the fact that the manufacturers of transplanting machines have this early sold out their entire supply. Even as early as June 1st it was impossible to purchase transplanters from many of the local dealers in implements in this State. Whether the usual output has gone to tobacco growers or to the truck gardeners of the South it is hard to tell, but the fact remains that the growers who neglected to order a planter early will go without one this season. As it is an indispensable machine to the tobacco grower, there are destined to be some disappointed farmers when they try to canvass the dealers with a view of buying this implement.

Kentucky

THE weather conditions in the past ten days have been favorable to the transplanting of tobacco in all the sections of the burley and dark tobacco districts of the Ohio Valley, including Kentucky, Tennessee, Indiana and Ohio. A week ago it was not favorable for getting out the crop owing to dry weather, but that has all been changed. The crop is practically all set out, and the conditions are very favorable to giving it a good start. The getting of the crop into the field is in line with about the same time last year. It is too early to make a guess or approximate the burley acreage of 1912, and it is generally believed that the acreage of dark tobacco will be somewhat lower than was thought it would be in the beginning.

Lancaster Growers Have Interesting Meeting

At the regular meeting of the Lancaster County Tobacco Growers' Association, held in Lancaster, Pa., the growers and packers had some interesting discussions, which should prove beneficial to both.

I. H. Weaver, Charles E. Levy and Wm. H. De Haven, Lancaster leaf men, were present by request and advised the farmers to get in better touch with the packers, who were well qualified to give advice, for in so doing they were serving the interests of both.

One of the first speakers, Mr. Weaver, cautioned the planters regarding pole-burn, and gave a method of overcoming it. He also condemned the practice of packing in fillers with wrappers so as to secure the higher wrapper price.

Mr. De Haven's remarks were somewhat along the same lines, and on behalf of the leaf men he asked for a square deal by the planters. The "get together" policy is expected to materially help both factions in the leaf business.

Reynolds Tobacco Co. Plans Re-Drying Plant

The R. J. Reynolds Tobacco Company, of Winston-Salem, N. C., has bought the big loose-leaf tobacco warehouse in Lexington, K. Y., from the Farmers' Tobacco Warehouse Company, and will convert it into a re-drying plant for the tobacco which the Reynolds Company buys each season in Lexington.

The property is at 662-676 S. Broadway, and is in the heart of the tobacco district. The purchase price was said to be $40,000. This summer new machinery and other improvements will be installed which will probably cost $20,000.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

DE OZRO:—24,501. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 11, 1912. Gus Neuwahl, Altoona, Pa.

DE LONG'S HAVANA TUBES:—24,502. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 11, 1912. Lawrence E. DeLong, Benwood, W. Va.

SCOTCH LADDIE:—24,503. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 11, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

BABY BEN:—24,504. For cigars, cigarettes, chewing and smoking tobacco. June 11, 1912. Louis Ash & Co., New York.

COLONEL CROOK:—24,505. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 12, 1912. Harrison Boyer & Co., Philadelphia, Pa.

SMILOKE:—24,506. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 12, 1912. Santa Clara Cigar Manufacturing Co., Brunswick, Ga.

NEWBERDS.—25,507. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 13, 1912. D. W. Fry, Spring Grove, Pa.

ERIN'S CHOICE:—24,508. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 13, 1912. L. M. Keesing, New York.

UNION RESULTS:—24,510. For cigars, cigarettes, cheroots, stogies. June 13, 1912. E. C. DePutron, York, Pa.

UNION SPONSOR:—24,511. For cigars, cigarettes, cheroots, stogies. June 13, 1912. E. C. Deputron, York, Pa.

UNION CAUSE:—24,512. For cigars, cigarettes, cheroots, stogies. June 13, 1912. E. C. DePutron, York, Pa.

UNION TREATY:—24,513. For cigars, cigarettes, cheroots, stogies. June 13, 1912. E. C. DePutron, York, Pa.

UNION HOPE:—24,514. For cigars, cigarettes, cheroots, stogies. June 13, 1912. E. C. DePutron, York, Pa.

EL DOMINADOR:—24,515. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 14, 1912. Kaufman, Pasbach & Voice, New York City.

UNION PRESS:—24,516. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 14, 1912. Kaufman, Pasbach & Voice, New York City.

NEW PROCESS:—24,517. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 14, 1912. Geo. C. Knight, Chicago, Ill. Used since 1905.

BAYUK'S HAVANA QUALITY:—24,518. For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 14, 1912. J. Bayuk, Philadelphia, Pa.

COHOCTON:—24,519. For cigars, cigarettes. June 14, 1912. F. M. Howell & Co., Elmira, N. Y.

GENERAL OUTRAM:—24,520. For cigars, cigarettes, chewing and smoking tobacco. June 14, 1912. F. M. Howell & Co., Elmira, N. Y.

TAKE NOTICE:—24,521. For cigars, cigarettes, cheroots. stogies. June 14, 1912. E. C. DePutron, York, Pa.

EGYPTIAN TEMPLE:—24,522. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 15, 1912. Louis C. Wagner & Co., New York.

PITTSBURGH FRIENDS:—24,523. For stogies. June 15, 1912. J. L. Greenberg, Chicago, Ill.

KITTY HAWK II:—24,524. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 15, 1912. Meldrum Bros., Detroit, Mich.

MASTER LEAF:—24,525. For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 17, 1912. Geo. W. Schneider, St. Joe, Mich.

GARDNER PERFECTO:—24,526. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 17, 1912. C. B. Gardner & Co., Philadelphia, Pa.

WALTER G. MUELLER:—24,527. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 17, 1912. Geo. Barnett, Chicago, Ill.

HEINRICH HEINE:—24,528. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 17, 1912. National Lithographic Co., New York.

TARAVILLA:—24,529. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 17, 1912. National Lithographic Co., New York.

MADE TO SUIT, FROM THE POCKETBOOK TO THE PALATE:—24,530. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Henry N. Ottenberg & Co., New York.

K. W. R.:—24,531. For cigars, cigarettes, chewing and smoking tobacco. June 17, 1912. Havana-American Co., New York.

S. C. WEISS SPECIAL:—24,532. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 18, 1912. S. C. Weiss, Redlands, Cal.

IRELAND'S GLORY:—24,533. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 18, 1912. L. M. Keesing, New York.

KING JOE:—24,534. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 18, 1912. J. G. Usner & Son, Rothsville, Pa.

B. C. O. F.:—24,535. For cigars, cigarettes, chewing and smoking tobacco. June 18, 1912. E. & A. Frankel, Brooklyn, N. Y.

TEXTILE CLUB:—24,536. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 18, 1912. Herman Lichtenstein, New York.

MIR:—24,537. For Egyptian and Turkish cigarettes. June 18, 1912. A. Courbalk, New York.

TRADE LAST:—24,538. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 19, 1912. Paul E. Throm, Marysville, Kan.

STAUFFER'S SPECIAL:—24,539. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 19, 1912. W. M. Stauffer, Myerstown, Pa.

AS YOU WAN:—24,540. For cigars, cigarettes, chewing and smoking tobacco. June 19, 1912. The Louis Halpern Cigar Co., Philadelphia, Pa.

WORRY NOT.—24,541. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 19, 1912. S. J. Vanecek, New York.

SMALL HAVANAS:—24,542. For cigars, cheroots, stogies. June 19, 1912. Union-American Cigar Co., Pittsburgh, Pa.

RENO:—24,543. For smoking tobacco. June 19, 1912. Jacob G. Shirk, Lancaster, Pa.

MI DONA:—24,544. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 19, 1912. Kaufman, Pasbach & Voice, New York.

PAR EXCELLENCE:—24,545. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 19, 1912. Kaufman, Pasbach & Voice, New York.

LUCKY CLUB:—24,546. For cigars, cigarettes, chewing and smoking tobacco. June 19, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

BENGASI ITALIANA:—24,547. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1912. Joseph Tedesko, Bridgeport, Conn.

LA GRANDEA:—24,548. For cigars, cigarettes, chewing and smoking tobacco. June 20, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

GUARANTEED DUTCH:—24,549. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1912. S. R. Kocher, Wrightsville, Pa.

THE HOLLAND BOYS:—24,550. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1912. S. R. Kocher, Wrightsville, Pa.

IWANTU:—24,551. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1912. H. C. Wireman, Hanover, Pa.

9-0-5 BROADWAY:—24,552. For cigars, cigarettes, cheroots. stogies, chewing and smoking tobacco. June 20, 1912. M. H. Stein, New York City.

McSHEA'S SPECIAL:—24,553. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1912. I. D. Bull, Nescopeck, Pa.

DON SERADO:—24,554. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1912. Klingenberg Bros., New York.

H. B. PRIMEROS:—24,555. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1912. Wm. Steiner, Sons & Co., New York.

MASTER BLEND:—24,556. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1912. Geo. Schneider, St. Joe, Mich.

PONY MAIL:—24,557. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 21, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

PONY POST:—24,558. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 21, 1912. The Moehle Lithographic Co., N. Y.

EXCHANGE BUILDING:—24,559. For cigars, cigarettes, chewing and smoking tobacco. June 21, 1912. Wm. A. Amend, Memphis, Tenn.

ESONIA CHIEF:—24,560. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 21, 1912. F. M. Howell & Co., Elmira, N. Y.

EL NILO:—24,561. For cigars, cigarettes, cheroots. June 21, 1912. Wm. Steiner, Sons & Co., New York City.

CORNE D'OR:—24,562. For Egyptian and Turkish cigarettes. June 21, 1912. A. Courbalk, New York City.

LANIERS:—24,563. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 21, 1912. Oglethorpe Cigar Co., Brunswick, Ga.

PIPE COLORING MIXTURE:—24,565. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 22, 1912. R. F. Richford, Albany, N. Y.

THE GRAND FRATERNITY:—24,566. For cigars, cigarettes, chewing and smoking tobacco. June 22, 1912. J. E. Kaufman, York, Pa.

FLOR DE CUMA:—24,567. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 22, 1912. Klingenberg Bros., New York City.

MARGUERITE MOTIE:—24,568. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 22, 1912. Schmidt & Co., New York City.

MISS SPOKANE:—24,569. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 22, 1912. Schmidt & Co., New York.

CIRCUIT:—24,570. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 22, 1912. A. Hyams, Antigo, Wis.

CORRECTIONS.

WALT MASSON—Corrected form is **WALT MASON:—24,429.** For cigars, cigarettes, cheroots. stogies, chewing and smoking tobacco. May 20, 1912. By permission of Walt Mason. J. W. Long, Oklahoma City, Okla.

CASO ALTO—Corrected form is **CASA ALTO:—24,482.** For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 5, 1912. National Lithographic Co., New York.

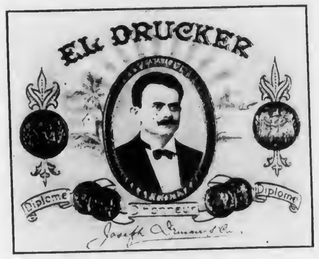
CANCELLATIONS.

EL COPIA:—24,346. For cigars. April 27, 1912. Chas. M. Yetter & Co., Inc. Has been cancelled.

FOUNDER:—24,458. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 28, 1912. Kaufman, Pasbach & Voice. Has been cancelled.

TRANSFERS.

SYLVO:—21,173. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 28, 1910. Registered by Ollesheimer Bros., Detroit, Mich. Transferred June 6, 1912, to T. A. Wadsworth, Detroit, Mich.



Titles and Designs Owned and Registered by J. Drucker & Co. of Philadelphia

ROBERT WALSH:—23,400. For cigars. Registered November 27. 1911, by Wm. H. McLaughlin & Son, Lancaster, Pa. Transferred June 13, 1912, to J. G. Usner & Son, Rothville. Pa.

VANDY:—34,564. June 22, 1912. Registered December 14, 1906 by Nashville Cigar Co., Nashville, Tenn. Transferred May 8, 1908, to Geo. E. Harris, Nashville, Tenn. Transferred to the Wiedman-St. Louis Cigar Box Co., St. Louis, Mo., June 12, 1912. Retransferred June 22, 1912, to Vanden, Broeck & Heidinger, Mt. Olive, Ill.

Consular Reports of Interest to Tobacconists

A LARGE number of the tobacco manufacturing companies in Sweden (more than 60 per cent., it is reported) have combined under the name of Aktiebolaget Förenade Svenska Tobaksfabriker. The new corporation is to have a capital of 17,000,000 kronor ($4,556,000), including both preferred and common stock. The stock was oversubscribed more than three times, and at par value. The managing director of the new company is Theodore W. Jeansson. The combination includes all kinds of tobacco factories. Some of the large concerns, however, have not taken part in the formation of the new company, notably one of the most important snuff manufacturers, which has an output equal to one-twelfth of total output in the country.

The thirty-five factories in the combination have an aggregate annual output of about $3,300,000. Among numerous reasons given as a cause for the formation of the new corporation, one of the most important is the rather unsatisfactory condition of the business generally in recent years. It is also pointed out that the combination will be in a position to reduce greatly the operating expenses, and, if need be, close down and abolish entirely certain plants. Reductions in selling costs and freights are also anticipated.

The formation of this so-called "trust" has been the subject of much discussion in the Swedish newspapers. It is the third to be formed in this country, the sugar and cement combinations being the preceding ones.

The tobacco industry is not subject to any special form of taxation in Sweden—such, for instance, as the revenue-stamp tax in operation in the United States. Recently, however, the Government has had the question of a special tax in the form of an excise duty under consideration. In fact, the taking over of the tobacco industry entirely by the Government has been advocated in some of the newspapers and by certain public men.—From Consul Douglas Jenkins, Gottenborg.

While the total trade for 1911 is above the general average for the last ten years, it is below the returns for 1910. This is said to be due to the revolution. One-sixth of the exports was made up of tobacco leaf, which goes to Chinese abroad. The Formosa tobacco monopoly contracts for large quantities each year and in the vicinity of Siokhe, in the interior of this Province, a large two-story building has been erected by Japanese capital, to which the tobacco leaves are brought, assorted, and packed for shipment to Formosa.

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Special Notices.

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CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker

18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio

FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

HENRY A. FISCHEL, Tobacco Manufacturer

1636 North 11th St. and 1635 North Mervine St., Philadelphia.

Packing shorts for jobbing trade a specialty.
Will pay *not cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

Your New Brand Should Have One of Our

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We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.

LOUIS W. KEYER
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Salesmen Wanted.

Any successful salesman can add to present income by calling on dealers in small towns during spare time consigning our goods. Send references and all about yourself in first letter or no attention given. We want men capable of earning $50.00 per week. See Dun and Bradstreet ratings. We want men now.
DEVON MANUFACTURING CO., 411-417 So. Sangamon St., Chicago

Wanted.

WANTED—Cuttings, scraps siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York. 6-1-ch.

WANTED—Distributors for Sen Auben Hand-Made Segars, Conchas, Londres and Blunts. Twenty-two years' run. For further information write S. H. Durstein, Wilmington, Del. 6-15-e.

For Sale.

FOR SALE

HAVANA

Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

FOR SALE—A strictly private and very attractive label about 17,000—paid 1½c. per set—no reasonable offer refused. For further information address J. W. Rolle, No. 614 St. Joseph street, Lancaster, Pa. 6-15-c

HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York. tf

FOR SALE—Twelve M. D. & P. Dieless Suction Tables with different styles Plates and Gauges. One H. P. A. C. Motor & Buffalo Blower No. 4. Ten Borgfeldt's Bunching Machines. Address J. G. Hansen, Reading, Pa. 6-15-h.

UNION-MADE cigar clippings, plain or sweetened, 1½ to 16-ounce packages. Fifty years' experience. Your brand or territory. Good, responsible parties only. Samples sent on application. Quality guaranteed. H. & J. Breitwieser, Buffalo, N. Y. r 5-15

HAVANA SHORTS, pure Vueltos, high aroma; free from Porto Rico and stems. Lopez Co., 353 E. 78th street, New York. tf.

Help Wanted.

WE want several first-class, experienced cigar leaf salesmen to cover Middle West, Northwest and Western Territories. No salary limit to right parties. Hochstein Brothers, Milwaukee. tf.

WANTED—Traveling salesman for pipe house; to cover territory in Wisconsin and Iowa. Salary or commission. Apply American Briar Pipe Co., 170-172 West Randolph street, Chicago. 6-15-c.

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf

LEAF TOBACCO SALESMAN wishes to connect with a good leaf house. Best of reference. Address E. The Tobacco World. 7-1-r.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

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Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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MANUFACTURER OF ALL KINDS OF
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CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.
SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

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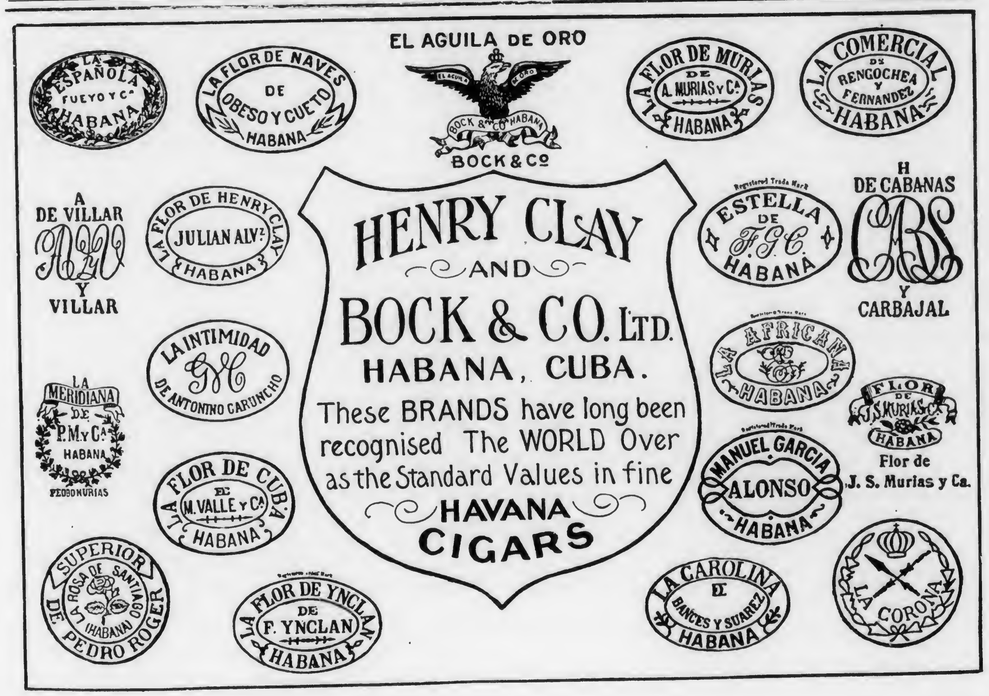
HIGH GRADE CIGAR LABELS AND BANDS
Equal to Imported
Write for Samples and Prices



RZ. BAUTISTA Y CA.

LEAF TOBACCO WAREHOUSES

Neptuno 170-174

Havana, Cuba.

Cable—"Rotista"

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P. O. Box 595

JOSE F. ROCHA Cable: "DONALLES"

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba

SAN MIGUEL 100 HABANA, CUBA

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

Figuras 39-41, Cable "CUETARA" Havana, Cuba

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Leaf Tobacco & Cigars

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Almacen de Tabaco en Rama

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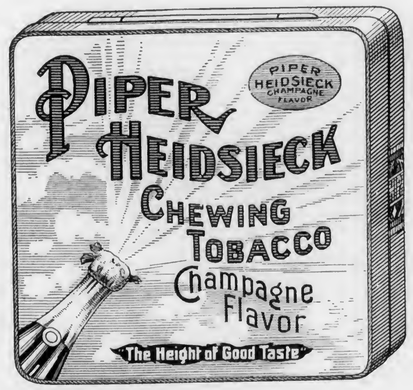

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CHICAGO. CINCINNATI.

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

TO THE DISCRIMINATING BUYER:

If Not! Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

Robert Burns

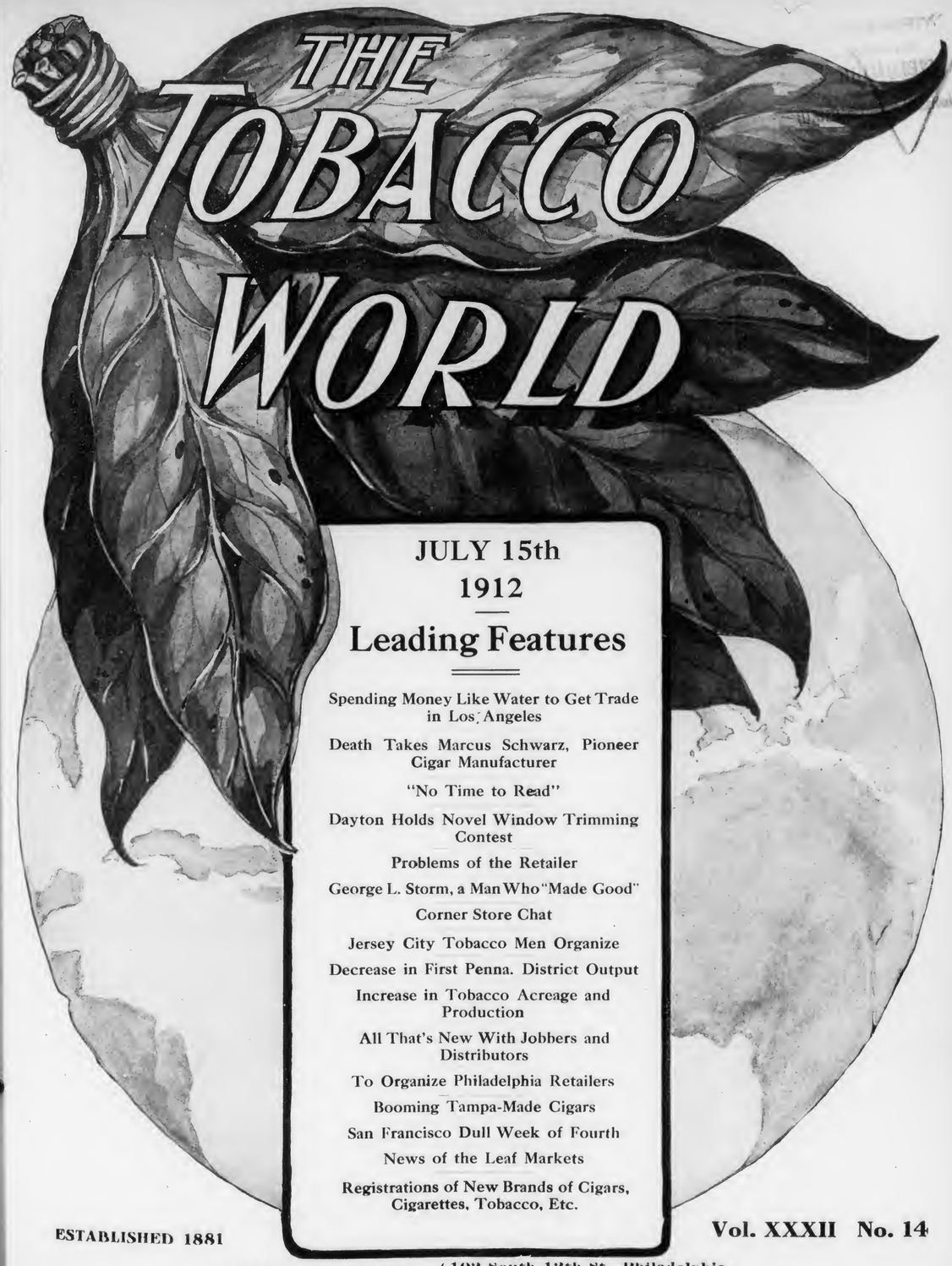
MILD

10c. Cigar

"The Quality is Mild but The VALUE IS STRONG"

Straiton & Storm Co.

NEW YORK



JULY 15th

1912

Leading Features

Spending Money Like Water to Get Trade in Los Angeles

Death Takes Marcus Schwarz, Pioneer Cigar Manufacturer

"No Time to Read"

Dayton Holds Novel Window Trimming Contest

Problems of the Retailer

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Booming Tampa-Made Cigars

San Francisco Dull Week of Fourth

News of the Leaf Markets

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 14

PUBLICATION OFFICES: 102 South 12th St., Philadelphia; 41 Union Square, New York

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

S. FERNANDEZ & CO., Tampa, Fla.

ADMIRATION
ADMIRATION

RAINBOW CUT PLUG

Best 5c. package on the market

FRISHMUTH BRO. & CO., Inc.
PHILADELPHIA

PASTORA
"THE MASTERPIECE OF ALL BROADLEAF WRAPPED HAVANA CIGARS"
Made by
SAN TELMO
CIGAR MFG. CO.
DETROIT
"QUALITY CREATORS"

We doubly inscribe our new brand

SINTOMA
("Token")

To our Founder as a memory-tribute—(See label).

To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes. Neat, attractive window-displays.

Juan F. Portuondo
Cigar Mfg. Co.
1110-12-14-16 Sansom Street, PHILADELPHIA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great
FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

Made by
Salvador Rodriguez
at
Tampa, Fla.
Offices: New York Warehouse: Havana

BEHRENS & CO.
HAVANA, CUBA
Manufacturers of the "SOL" Brand

SOL
HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

Established 1857

M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

SAN FELICE
5 CIGAR
FOR GENTLEMEN OF GOOD TASTE
THE DEISEL-WEMMER CO. LIMA, O.

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
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Look for the woman's face and the Union Label on each package.
PRICE, 5c.
United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S Cinco CIGARS.

PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Tops
All Nickel
Cigars

The Kind on which to Build Your Business

MADE BY

Allen R. Cressman's Sons, Philadelphia

FIVE OF HARTS

BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand

It's Made to Repeat. Live Distributors Wanted.

T. H. HART CO., Mfrs.

Main Office; 12th and Walnut Streets, Philadelphia

Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

---

Short talks to Dealers

Profits come from *repeat* sales. Very few dealers could pay rent if they never sold goods to a customer the second time. And that brings us to

FATIMA
TURKISH BLEND CIGARETTES

Fatimas are strictly *repeat sales* cigarettes. They are the rent-paying, profit-paying kind—because, once a man tries them, he goes on smoking them year after year. They have that satisfying quality that *holds* customers. The Fatima package is purposely inexpensive, so we may put better tobacco into the cigarettes.

Many dealers have told us that the 1912 Fatima advertising is the greatest cigarette publicity ever published.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

The New 5c Cigarette

A Silk Novelty in each package

Cigars of Distinction — Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

Clear Havana Cigars

Office and Salesroom, 23 DUANE ST.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

A BOLD BOBROW BROS.

NOMINATION

We nominate the **BOLD** cigar for a leader in your territory, and a rattling good leader of nickel cigars the **BOLD** will make. The **BOLD** is a man's candidate. It will win in any territory, as it has won in every territory where it has been placed. A successful leader of men must get the most votes. A successful leader of cigars must get the majority of smokers, and that is what the **BOLD** will do, because it has the quality and the workmanship to win favor with any and all smokers. Place the **BOLD** before your contingent; let them decide; you will then realize what the power of a leader means.

Mr. Jobber, get the right candidate and get him quick, or your opponents will have him.

BOBROW BROS.

114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CASTAÑEDA HABANA TRADE MARK

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA DE TABACOS DE VUELTA ABAJO MANUFACTURADOS EN HABANA ESTD. EN 1834

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' F.R.y Ca. HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

Hunt Red Rabbits

In all Seasons

Fine stogie proposition for distributors.

PENN CIGAR COMPANY
2038-40 Bedford Ave. Pittsburgh, Pa

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

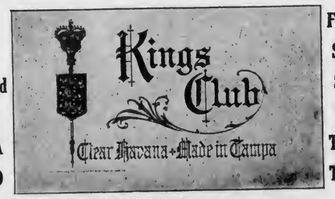
Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Register Your Brands with the Tobacco World Bureau

Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade, know that the World Registration Bureau registers more brands each month than all other bureaus combined.

Our records and facilities for handling this business are admittedly the best. Send along your registrations.

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

TOBACCO WORLD REGISTRATION BUREAU
102 South Twelfth Street, ∴ ∴ ∴ Philadelphia

London Trophies ARISTOCRATS 2 FOR 5 CTS 25 PER 100

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.
46 Miller Street, Pittsburgh

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

Each Cigar Wrapped in Tin Foil and Tissue Paper

EL DALLO

5c.

5c.

The cigar is right, because it is made of the right kind of tobaccos in the right way.

The special wrapping is right, because it keeps the cigar **fresh** and **clean** from **maker** to **smoker.**

PRODUCED BY

Wertheimer Bros., Baltimore, Md.

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

Last Call

Get Your Share of Th ese Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

Send me your special Manila offer, without obligation.

Name_____

Street_____

City_____ State_____

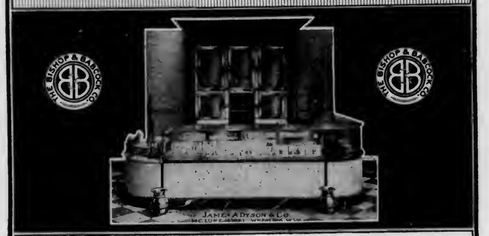
One Thought EL JAFFE AND BROAD-LEAF

10¢ AND UPWARDS

BAUM-JAFFE CO.

115-117 North Third Street, Philadelphia

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY

Independent Manufacturers — Detroit, Mich.

Distributors are Grabbing For It

Guaranteed Hand-Made, of selected tobacco, and attractively packed. "Old Chatsworth" is positively one of the very best Five-Cent Cigars on the Market.

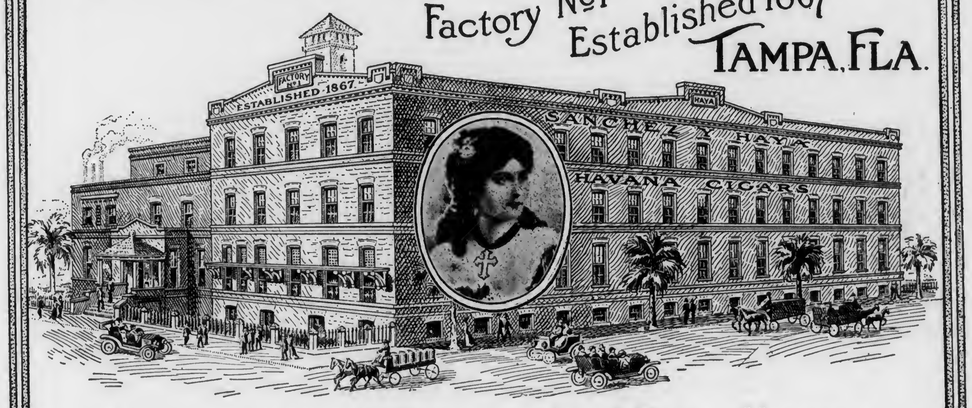
Write for Prices and Territory

A Live Proposition for Live Distributors

Luxfer Cigar Co., Manufacturers, Hellam, Pa.

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

LA TONIA

A Clear Havana Sumatra Wrapped Cigar

¶ Made in sizes and shapes that appeal to men who appreciate **Quality.** It is that particular Cuban blend and aroma that wins favor among the judges of quality cigars.

JOHN STEIGERWALD & CO., Inc., Philadelphia

Makers of EL BORITA and WAHANETAH — 20th and TIOGA

HAVANA CIGARS

Hig est Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

MISKO

5c. CIGAR

MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

139 Maiden Lane
New York

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

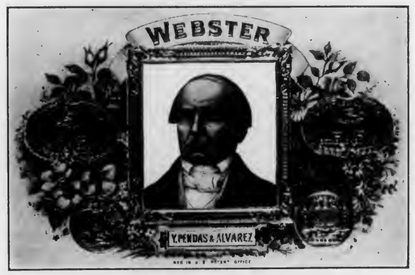
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, JULY 15, 1912. No. 14.

Spending Money Like Water To Get Trade In Los Angeles

Free Case of Cigars Offered for Showcase Display—Keen Competition Leads to Unheard of Liberality Among Manufacturers and Jobbers

(Special Dispatch to "The Tobacco World.")

LOS ANGELES, CAL., July 13.

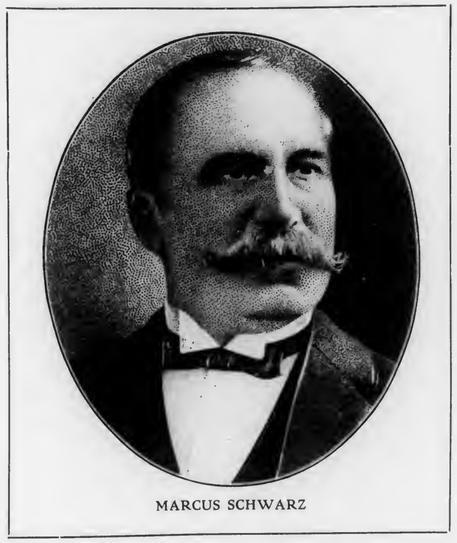
SO KEEN has become the competition among cigar manufacturers to gain a foothold in this market, that some are resorting to unheard of liberality in introducing their goods.

Los Angeles has become a very important cigar distributing centre and Eastern manufacturers have been quick to appreciate this fact. A tour of the leading retail cigar stands in this city reveals that a considerable sum of money is being spent by the manufacturers and their jobbers in this territory to secure representation for certain of their brands, in the showcases of the retailers.

In some instances, these arrangements are made by the retailers themselves to push the goods, while other retailers refuse to assume any obligations whatever, except to agree to display the goods in their showcases.

It is learned from a prominent cigar man that a well-known jobber has offered him one case of clear Havana cigars, if he will display them in all the cigar stands in the hotels under his control. The gift of a whole case of cigars for such a privilege is regarded as setting a fast pace for the competing jobbers, who are finding themselves called upon for more favors all the time.

Such examples as this have added considerably to the selling cost of cigars in this market and unless a halt is called to this kind of competition the manufacturers will soon find that doing business in Los Angeles, is all glory and no profit.



MARCUS SCHWARZ

Death Takes Marcus Schwarz, Pioneer Cigar Manufacturer

Founder of Great Factory Succumbs Suddenly—Industry Loses One of Its Notable Figures

NEW YORK lost one of its revered pioneer cigar manufacturers and the industry at large, one of its notable national figures in the death of Marcus Schwarz, founder of the great business of E. M. Schwarz & Co., which occurred in his home at Far Rockaway, Tuesday, July 9th.

Although Mr. Schwarz had been seriously concerned over his heart which developed signs of weakness a month or so ago, neither he nor his children thought the illness fatal. For a time he rallied and it was hoped that his robust constitution would soon overcome his illness and that he would be spared to his family and to his business for many years to come. In spite of this he grew suddenly weaker and the end came peacefully and with a resignation which was heroically beautiful.

Born in Southern Germany seventy years ago, he came to America in 1856 when a mere boy. After learning the cigar-making trade and gaining experience in several of New York's leading factories, he launched out for himself in 1862, being senior partner of the firm of Schwarz & Spor. This business was continued until 1895, when Mr. Schwarz took into partnership his son, Edwin M. Schwarz, and the firm became E. M. Schwarz & Co., under which title the firm is doing business today.

The sudden death of Edwin M. Schwarz in 1901, proved a great blow to his father, but nevertheless, he continued his indefatigable work in the upbuilding of the business in which he was ably assisted by his son-in-law, D. Emil Klein. As the years advanced Mr. Schwarz gradually withdrew from the active management of the details of the business, although he always kept in intimate touch with his employes and his lieutenants.

It is no exaggeration to state that his gentle manners and kindly interest in the welfare of his workmen resulted in his being idolized by them and it is they, above all, who will mourn the passing of a true friend who understood them thoroughly and was always ready to lend a sympathetic ear to their cause.

Among the jobbing and retail trade Mr. Schwarz was known as a man of sterling honesty and clever business ability. He held his trade friends with bonds of steel which neither time nor death can sever.

Continued on page 11

George H. Valentine Ill at Seashore

George H. Valentine, of A. S. Valentine & Son, Philadelphia cigar manufacturers, was taken suddenly ill while visiting Atlantic City last week, and since has been confined to his room in Young's Hotel, attended by a physician and nurses. At first the illness was regarded as quite serious, but the latest reports from the shore are that Mr. Valentine is improving slowly, and his ultimate recovery is expected. This hope is shared by his many friends in the trade.

"NO TIME TO READ"

Many Reasons Given Why Merchant, Who Gives Above Excuse, Should Find Time To Peruse His Trade Journal

ONE of the striking features of the proceedings at a number of the recent trade conventions has been the appeals to members to subscribe to trade journals and read them carefully as the only means of keeping in touch with the modern trend of thought in their lines. A particular effort was made to interest those men who were in the class which "have no time to read." This subject has been broached by many trade papers, but coming as it does from a source as this it should carry more weight as it comes from disinterested persons.

"No time to read." Can anyone in this time of printing presses and newspapers, with almost everyone being able to read imagine a weaker excuse? Can you imagine a merchant today, depending as he must on the patronage of the public, yet blindly ignoring what this same public most admire and demand—up-to-date methods and progressiveness? Can you imagine anything more distressing than a struggling dealer, toiling and slaving from morning to night, a lingering plodder of the past, so out of touch with the spirit of the times that he not only never reads, but actually resents advice, suggestion or innovation?

Just think of it! We live in an age when education is almost a necessity of existence, when the printing press is the greatest force in the land, when publicity is the recognized motive power of successful merchandising, yet there are those, and many of them, who will tell you in seeming sincerity, that they have "no time to read." Stalled in a rut and "sot in their ways," they are blind to the fact that this little phrase spells either the success or the failure of many a business man. It might well be put on the tomb of many a business failure as an appropriate epitaph to one who was too near-sighted and too pig-headed to want to see aright.

And this man who has "no time to read." What kind of fellow do we usually find? We know him—perhaps you do also—a man who has not gumption enough to keep his store looking neat and up-to-date. "Things are not what they used to be," he laments as he looks across the way to the establishment of his successful rival, a merchant who perhaps takes and carefully reads the very same paper which he "has no time to read." He refuses to believe that the public nowadays thinks more on the subject of buying, that they are educated to knowing what they are getting and that if the merchant does not follow the modern taste he might as well close his shop and go home. This poor deluded creature pathetically looks at the attractive window of his competitor, scans his catchy ad and speaks of the "good old times" when trade came to a merchant without any solicitation or effort whatsoever. Poor fellow, he invariably fails to realize that the world of today has no consideration and very litle patronage for the man who stands still, who refuses to keep abreast of the times.

The most distressing feature of all is where he really deceives himself. "Yes, I received your paper," he tells you as you inquire his opinion on a certain matter, "but I have not had time to read it. Over there are two numbers with the wrappers still uncut." After a time he will remark about the attractive display in a competitor's window and bewail the fact that he has no one to fix up his window as Jones or Smith does. "Oh, yes," he tells you, "one of his clerks is a crack on window dressing and he does the work." It never occurs to him that that clerk does not allow the trade paper to lie around unopened, but scans it for new ideas each time it arrives and then puts them into effect. That same thing is true of advertising. I know a cigar firm in a large Eastern city which is doing some extensive advertising. Their ads are attracting attention by their timeliness and originality—and they are bringing results. The man who writes the ads for this firm is not a high-salaried advertising man, but a salesman for the firm. I do not know whether his efforts are appreciated, but I do know that he was one who studied advertisements and looked for ideas and embodied them in his ads, which are unquestionably good. "Oh, yes, I did some plugging at home on them," he said, "but it was almost fun, and I am pleased that I did it now, because it has opened up a field which I might find of use to me sometime." That fellow is a hustler who thinks for himself. He called up the office of a paper he was subscribing to when a copy failed to arrive on time and was very anxious to secure one. "I go through them every time, read them from cover to cover," he said upon inquiry, "and get all my ideas from them. I often see something which may not apply in my case, but it suggests something else which I can put in practice with profit."

Common sense should convince a merchant that if he has no time to read his trade journal, it would pay him to take time. He must read the daily paper to be able to talk intelligently on the topics of the day, which only indirectly affect his business, yet he neglects to read his trade journal which will keep him posted on his own business, something upon which his daily bread depends. The lasting success of any business depends upon the ability of its members to adapt themselves to changing conditions. They must make a study of the public and its needs and tastes. They must follow up what their competitors are doing and adopt what they see is making a success. There are many old business houses today which are right up to the minute in their methods, yet if the man who knew them in the old days would take the time to think on the subject he would easily see that those firms though old in years, are young in spirit, and are not doing as they did years ago. They have followed public opinion and thought and tastes.

The business man of today, to be a successful merchant, must read. We live in an age of scientific progress and commercial innovation. Every day there are new goods and new inventions; every day there are developments in the methods of storekeeping. To keep in the race in such a competitive age, an acquaintance with these is absolutely necessary; and how can a merchant make such an acquaintance if he does not read; and how else, if he does read, than by reading his trade journal?

"No time to read." What a pity it is that the dealer does not realize the seriousness of this confession. "He doesn't read nor subscribe for a trade journal," wrote the traveling salesman, when sending in his order to his house. Many of these salesmen are told to send in a report in this respect because the credit man of the firm, who is a shrewd judge of people and human nature, finds this information useful in sizing up a man. He knows what the usual man is like who has "no time to read."

The foregoing article by A. Frank Meddill in "The Retailers' Journal" was referred to by the same publication in the following manner:

It is only within a comparatively short period that we have had class or trade papers. They sprang into existence in answer to a demand. Men interested in a particular calling had a desire to communicate with men of their kind. They wanted to know the news and gossip of the thing in which they had a vital interest. They wanted to know more of the literature of the things that held for them a peculiar interest, and so to answer this demand the trade journal was born.

In the beginning the class paper was created for sportsmen. The early sporting papers covered the whole range of sports. In the course of a short time this was not deemed satisfactory, so the field of sportsmanship was divided into several branches, each branch having a paper of its own.

Then came the commercial class paper. This group has continued to grow until at the present time there is scarcely a branch of business which does not have one or more trade papers to chronicle the news and promote the industry represented.

Under present day methods a particular business class could hardly be expected to thrive without the aid of its trade paper. The thing is so common today that we wonder how a business could succeed in the past without a trade paper.

And the power of the trade press for promoting the particular kind of business for which it stands is growing and it may be added the character of the trade press is constantly improving. There are a few, it is true, trade papers which do not deserve the smallest recognition, but there are enough good ones to fairly represent the thing for which they stand.

The merchant today who does not read his trade paper is behind the age.

There is no law against a man's refusing to read and keep up with the times. But in this rushing age, in this period when thinking men have the best of mere machine men, those who do not keep in close touch with affairs are certain to lag behind in the struggle for business.

Death Takes Marcus Schwarz

Continued from page 11

Upon the reorganization of the firm, a few years since, he retired from the presidency, being succeeded by Mr. Kline and retaining for himself the nominal position of assistant secretary, Mr. Louis Cahn being the active secretary of the corporation.

One of the pleasant recollections of Mr. Schwarz in his connection with the trade was the golden jubilee celebration of the firm which was held in January of this year, when the sales representatives of the factory and friends of the house participated in a banquet in honor of the distinguished founder.

In his early youth Mr. Schwarz married Miss Zurlina Lambert from which union five children were born, four daughters, Mrs. Sadie Klein, Mrs. Marcus M. Pleschner, Mrs. E. J. Wile and Miss Daisy Schwarz and a son, the late Edwin M. Schwarz. His wife died about a year ago.

The funeral of Mr. Schwarz, which took place July 11th, was attended by the officers and the heads of the firm and by many prominent manufacturers who loved and respected him.

It is curious to find that there is a country in the world in which it is considered a crime to smoke. Abyssinia is the region, and the law forbidding tobacco dates from the year 1642. It was at first merely intended to prevent priests from smoking in the churches, but it was taken too literally, and nowadays even foreigners are forbidden to use the weed while sojourning in that country.

In Smokeland

Written for The Tobacco World By EVADNA FRIEDBERG, of J. G. Cohen Cigar Co., Inc., Seattle, Wash.

Our good friend Rudyard Kipling,
Thus very wisely spoke,
"A woman is only a woman,
But a good cigar is a smoke."

Some say he's right, others, wrong,
But men both near and far
Will all agree, naught can compare
With just a good cigar.

So why not smoke a "Counsellor"
Or a "Little William Penn"?
The "5 of Harts" or "El Dallo"
Will please the best of men.

The "Fernside" and "New Bachelor"
Are always treats for me.
The "El Jaffe" and "El Sayon"
Are as fine as they can be.

"La Altoona" and "Old Chatsworth"
Each for a five cent piece.
But prince among five cent cigars
Is always "San Felice."

But let us turn to better things
To clear Havana row.
The "Henry Clay" will head the list,
For that's the best I know.

The "King's Club" is a goodly puff,
And so is "Charles the Great."
"La Tonia" and "Rey Oma"
Are ever up to date.

"Girard," "La Mego," "Partagas,"
A host of treats for all.
Fastidious tests are suited with
A clear Havana "Sol."

"Quevedo" and "H. Upmann's" brands
Are good puffs after dinner.
And fifteen cents will buy a treat
"Webster," it's a winner.

All ye who'd have the merits of
These different brands unfurled,
Will find such information in
"The Tobacco World."

Increase In Tobacco Acreage and Production

(Special Dispatch to "The Tobacco World.")

WASHINGTON, D. C., July 13th. The Department of Agriculture announces that the acreage of this year's tobacco crop in the United States is 17.9% larger than last year, being 1,194,000 acres. The condition of the crop as reported July 1, is 87.7%, compared with 72.6% for July, 1911. This represents an improvement of 15.1% in the condition alone. The yield per acre this season is estimated at 844.9 pounds, compared with 893.7 pounds last year. The average yield per acre for a number of years has been 82.8 pounds. The total production is estimated at 1,009,000,000, compared with 905,000,000 in 1911.

Dayton Holds Novel Window Trimming Contest

Retailers of Progressive City, at Suggestion of Chamber of Commerce Have First of Events Another Arranged for Later in Year

WHAT has been considered as one of the greatest window trimming contests ever participated in by the merchants of one city has just closed at Dayton, Ohio. It proved an event of such far-reaching importance and productive of so much good that it is hoped that other cities will be quick to follow Dayton's example.

The event was notable not only because of the large number of windows entered (247), but also because the cash prizes amounted to the largest sum ever offered for the purpose. Five hundred dollars was divided among fifteen winners.

Dayton retailers are like other good retailers in a live city. They work hard, think hard, and play hard. However, their attention is generally so wrapped up in their own businesses they scarcely have the time to think of other retailers' interests. In these days of "team play" and co-operation, the retailers' committee of the Dayton Chamber of Commerce thought it would be a pretty good plan to have a majority of the retailers of the city in all lines get together at the new Hall of Industrial Education of the National Cash Register Company to plan and learn from each other how best to advance retail interests in Dayton.

That started the ball to rolling. There was a banquet, talks, stereopticon lectures, moving pictures, and, in fact, everything that goes to make up a good meeting.

Mr. Van Horn, manager of the Window Advertising department of the National Cash Register Co., gave an instructive talk on window trimming and illustrated his remarks in closing by showing a window trimmed in very bad taste and then transforming it into a thing of beauty. Those present showed such keen interest that Mr. Patterson was tempted to offer five hundred dollars in prizes for the best dressed windows in the city.

It was done in this fashion: Two judges were chosen for the contest, both men widely known as authorities on matters pertaining to show windows: George J. Coan, of Chicago, manager of the store equipment section of the Dry Goods Reporter, and Thomas Bird, also of Chicago, editor of the Merchants' Record and Show Window. The report of these gentlemen contained many helpful suggestions. It pointed out many of the common faults of the average window trimmer and showed how they might be overcome.

The score system used was as follows: Color effect, 20; lighting, 10; merchandise, 10; show cards, 5; arrangement, 15; fixtures, 10; background, 10; window shades, 5; floor, 5; cost, 10. Total, 100 points. It emphasizes the relative importance of the different fixtures in a window trim. It is easy to imagine the benefits a trimmer would receive by subjecting each of his windows to this sort of a test.

Schwab's Cigar Store in Dayton, which Won the Second Prize in Class I

The most common fault, it was pointed out, constructively, was in the lighting. Few windows were lighted to their best advantage. In some there was not enough light; in others there was wasteful extravagance. It was clearly shown that it is poor economy to refrain from buying good reflectors and then use two or three times more light in order to get proper results.

Many windows failed through misguided economy. By saving a few cents the whole effect of the display was cheapened. Lack of care in detail was another criticism.

Special remarks were made by the judges in regard to the careless treatment given to the plain wood backs commonly used by small stores in outlying districts. These were poorly painted, oftentimes covered with tacks and tack marks and were unsightly in general.

All the above criticisms, said the judges, would apply to any other cities where they had studied windows, and were not peculiar to Dayton. On the whole the trims were of unusual excellence and many deserved prizes but could not have them because the number of awards was limited.

As a fitting close to the event a dinner was given the contestants in the dining room of the National Cash Register Company's Officers' Club and followed by a meeting in the Hall of Industrial Education. This hall is a beautiful structure which was dedicated last January as a "big schoolroom where employes of The N. C. R. Co., merchants' organizations and similar groups could meet from time to time for education and pleasure."

President John H. Patterson awarded the prizes. Each was in gold tied in a chamois sack. The winner also received a handsomely engraved certificate of award.

Mr. Van Horn, who was with Marshall Field & Co., for four years, showed colored slides of the prize-winning windows, those which won honorable mention and a number of others. He took up each subject in detail and answered questions as to the various defects and good points of the trims shown. He explained what could be done for comparatively little expense to increase the value of window space, and showed how certain trims could easily be changed and made more effective.

Among the many good things he brought out were: "One need not sacrifice selling value for beauty. Most windows are too crowded. A window trim is not necessarily good because it attracts attention. Simplicity is the keynote of art and advertising." It was clearly brought out in discussion that the entire effectiveness of what would otherwise be a most excellent window is often lost because of some little technical error like a bad show card or none at all, or the introduction or lack of some object or color which has no proper part in the scheme of display.

A canvass among the merchants since the contest brings out much evidence that the event was of far-reaching importance. Dayton merchants were brought together in a spirit of friendly rivalry. They were awakened to the greater possibilities of their windows, and learned that the public is keenly appreciative of all effort on their part along this line.

President Patterson announced late in the evening that another contest would be held later in the year, at which time five hundred dollars would again be distributed. It is quite safe to predict that Dayton's window trimmers will do some great practicing this summer, and the citizens of that beautiful city will be given a constant treat to the eyes.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

WITH an inherent modesty as regards publicity, preferring to accomplish by deeds rather than by words, there is a figure of commanding personality and power at the head of the largest exclusive cigar jobbing concern in the world. Printers' Ink and he are strangers. Aggressive, resourceful and shrewd where business dealings are concerned, this captain of the cigar industry has evaded publicity so successfully, that he has been the least "written up" man of prominence in the cigar world.

GEORGE L. STORM

This man is George L. Storm, president of Geo. L. Storm & Co., treasurer of the United Cigar Manufacturing Co., and interested in a number of other cigar concerns.

Mr. Storm was born in Lafayette, New Jersey, October 11, 1875, and is the son of Henry Storm of the old house of Straiton & Storm. Starting the cigar business in a very small way in East Twenty-seventh street, New York City, next to the Straiton & Storm factory, George in a short time joined the selling staff of R. C. Brown & Co., cigar jobbers of that city. Shortly after this he opened a retail store and jobbing house in East Forty-second street, opposite the Manhattan Hotel, where he remained until June, 1907, when he succeeded R. C. Brown & Co.

About this time, the old firm of Straiton & Storm sold their business to Kerbs, Wirtheim & Schiffer. The R. C. Brown & Co. branch was a part of the Straiton & Storm business, and Jake Wirtheim turned this concern over to Charles H. Storm, who at that time was vice-president of Best & Russell Co.—in lieu of the fact that it was Charlie Storm who managed the deal, and the same could not have been consummated without him—as the Best & Russell Co. were the largest customers of the old house of Straiton & Storm and could have swung the business to any house they chose.

Charlie Storm got his brother George L. to take the R. C. Brown & Co. business over. The Forty-second street and Murray street stores were then consolidated and the firm of George L. Storm & Co. started. In February, 1901, George L. Storm incorporated his business, retaining one-half interest and selling the balance to the United Cigar Manufacturers, thus placing the house on a factory basis.

The firm today is located at 409 Lafayette street, and has recently opened branches in Buffalo and Boston and contemplate opening others in the next few months. They job principally the product of the United Cigar Manufacturing Company and "La Calzada" cigar, made in Porto Rico. Tobacco or cigarettes are not handled. One hundred and twenty salesmen are employed by the company covering the New England and Atlantic Coast States.

George L. Storm has a vast number of friends. He has "made good," because he is a good merchant—never gets ruffled—and is shrewd in business dealings. He has a national reputation for making friends and keeping them—is a good judge of human nature in selecting his cabinet and salesmen, and is either "wid yer" or "agin yer"—never half way.

Mr. Storm belongs to a number of clubs, and is a director in various companies. He resides at Greenwich, Conn., with his wife and two children.

While some say that the backing of the United Cigar Manufacturing Co. made George L. Storm the prominent figure he is today; yet the fact remains that he had the "stuff" in him as he started as a minor in major league company, winning, after many battles, his way to the head of the world's largest exclusive cigar jobbing house. And with it all he is just plain George, and wears the same size hat today as in years gone by.

It is whispered that before long the name of George L. Storm will appear as president of one of New York's largest banks. He is amply qualified to fill the position, and that he will "make good" as a banker there is no doubt.

PROBLEMS of the RETAILER

Getting Pointers From Cranks

MANY a business man or clerk nowadays can learn a great deal from the chronic "crank" who infests many stores.

Too many business men are today looking for the easy side of business so hard that they overlook great opportunities to add to their business knowledge. The effort to dodge a "cranky" customer is probably as great a mistake in this direction as could well be made, for this same "crank" gets his reputation because he feels sure he knows something well and persists in displaying his knowledge in that particular direction.

Give this kind of a customer a chance and he is liable to impart a line of information to you which may be of great benefit, and certainly cannot harm, for if you get no further benefit from the conversation than his good will you will find that it is well worth having, for if you must have cranks for customers, and we all must, you should make them the best of customers by having their good opinion.

A close inspection will convince you that a "cranky" customer is not a fool, so do not make the mistake of treating him as such. He is probably a long ways from it. He has a few queer notions, and may have a mighty good reason for having them. If you will try to get at these reasons you will find that you are not wasting any of your time in so doing, for the information you imbibe is very likely to be worth far more than the time spent in getting it.

Do not permit yourself to think that because many of your customers are out of town and business is not up to the usual standard that you can afford to neglect your window display, for if you do you will make a sad mistake. Of course, many people are out of town, but at the same time do you realize that many of the people who are out of other towns and cities are passing through and stopping in your city and that this is the transient trade you are after at this season of the year? The transient customer sometimes buys a very neat little bill of goods—a nice pipe, cigar case, box of cigars or something like that for a friend, or possibly may lay in a good stock of cigars and tobacco for his own use, not having had sufficient time to supply his wants at his regular dealer's in the hurley-burley of leaving home. Every retailer is certainly after this trade, and therefore should keep his window up-to-date in every way. When you go fishing bait your hook, and make the bait as attractive as you can.

Most cigar stores look alike to the average person. Therefore it is most desirable for you to introduce special attractions into your windows and earn a reputation for getting up novel window displays, something which is sure to lead many people to enter your store, who might otherwise not do so. Strive to have your windows the latest—follow the modern trend of political or business events and utilize them—it will cost you very little when you take into consideration the increased benefits which will accrue.

Who Are You Buying For?

ARE you one of those merchants who buy goods because they appeal especially to you and not because they appeal to your customers? You may give an emphatic "No" to that question, yet there are many such buyers.

Too many buyers are today buying the quality of goods they like best, regardless of the likes of their customers. It is admitted that any retailer can get more pleasure out of selling the goods that he likes best and that the retailer can largely cultivate the tastes of his customers. At the same time many customers have ideas of their own, and when this is the case it is always policy to let them have their own way.

From past experience as a buyer, it is safe to advise any buyer to be very careful in ordering the particular things which he likes best, for in about nine times out of ten he will unconsciously over-stock his store on that class of goods. It is hard to keep from it. Buyers naturally feel that all their customers who have good taste will like the kind of goods they like, and the real experience does not always bear out this idea.

A good rule is to always buy sparingly of the class of goods he likes best, for even what seem to be spare purchases at the time often turn out to be large enough to keep the sales force busy for a good while to prevent their becoming stickers, and possibly requiring a cut price to finish them out.

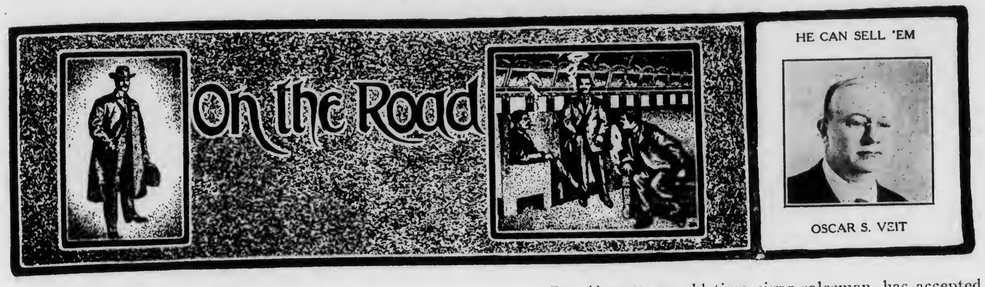
Despite all that has been said about overcrowding a window display, many window dressers overlook the danger of this, tending to show as much as possible. As a result the window is so crowded that the onlooker fails to take it all in. It is a great deal like going to a tailor and being shown so many different varieties of clothes that you don't know which to select. The wise tailor shows you only two or three samples at a time.

Window Bulletin Suggestions

CIGAR STORES COME AND CIGAR STORES GO,
but this store has been at this location for twenty years. Why? It's this. We have quality, neatness; we have our customers' confidence; and we sell the best we can secure at the most reasonable prices consistent with quality.

THE WEEK-END VACATIONIST
will find much to console him in the fact that he gets away only for a few days at a time if he smokes the " ." The most satisfying smoke on the market.

LEST YOU FORGET,
we take this opportunity of reminding you that he who stocks up on his smoking material here before he leaves for his vacation will look back upon it as one of the pleasing features of his trip.



One of the Top Notchers

To be able to call all his customers his friends, falls not to the lot of every traveling man, be he a topnotcher or merely an order taker.

Yet this can truly be said of Oscar S. Veit, whose likeness is shown above. Mr. Veit is a dyed-in-the-wool enthusiast, he believes thoroughly in his goods, and as a result the "Mi Rey" clear Havana cigars, manufactured by the house of Rey, Strause & Co., of Tampa, Fla., are known wherever men know a good smoke and demand it.

We have known Mr. Veit as an all-around good fellow, a hard worker, a friend to many, and wish him continued success in his chosen work.

J. S. Manning, of Richmond, Va., is selling the "Stratford" cigar, made by the El Draco Manufacturing Co., of Philadelphia. Although Mr. Manning has just taken over this account, the business which he has done has been most gratifying to both the manufacturers and himself. He believes that the sale of this cigar can be extended considerably in his territory.

Carl Koening, a "Natividad" salesman, has been in Portland, Ore., attending the National Convention of the B. P. O. E. Mr. Koening is said to be the biggest Elk in the United States and owing to his jovial disposition is very popular with his fellow Elks throughout the country. His headquarters are in San Francisco.

Clem Fox, who has been secretary of the Wayne Tobacco Company, of Fort Wayne, Ind., for over three years, has purchased an interest in the F. G. Schneider cigar factory at that place and has assumed the management of the concern. Mr. Fox has been calling on the Fort Wayne trade for years and has received the well-wishes of his many friends.

A. J. Lynch, the popular salesman of the El Draco Cigar Manufacturing Company, of Philadelphia, has finished a campaign in New England with much satisfaction.

Ed. Davis, a hustling salesman on the "Girard" cigar, made by Roig & Langsdorf, of Philadelphia, has been working the Boston territory and reports many duplications on this popular brand.

Dan McAdams, of the P. Lorillard Co., who has lately been promoted to sales manager, was a recent caller on the Pennsylvania trade working in the interest of their "Pan Handle" scrap. Mr. McAdams expects to do some novel advertising in Lancaster shortly.

Guy Hewett, an old time cigar salesman, has accepted a position with the Peglar Cigar Company, of Denver, Colo., to act as one of that firm's city men.

J. M. Berkley, who has been representing Larus Bros., of Richmond, Va., in Denver for some time, has resigned his position. Mr. Berkley was a hustler and did much to popularize the Larus products.

The first annual outing of the Philip Morris Birthday Club was held recently by the boosters of the Little Brown Box in New York. They went to Mount Beacon on the Hudson. An informal luncheon was served during the day after which a lot of merry-making was indulged in. Frederick F. Lucey is president and William King, treasurer of the club.

A. B. Heavenrich has severed his connection with the firm of Charles J. Waxelbaum & Co, New York. He has not stated his future intentions.

H. M. Hughes, president of the Blair-Hughes Co., of Dallas, Tex., is covering the East and Middle West for his concern. While usually an optimist as to the future he stated that conditions in the tobacco trade in his region are very quiet.

A. J. Lachman, of the West Indies Cigar Co., of New York City, recently returned from a two months' trip to Porto Rico. Mr. Lachman was enthusiastic as to the quality of the crop. He said there would be a scarcity of good wrappers and prices of the tobacco would be very high.

T. R. Smith, of Hinsdale, Smith & Co., of New York City, has been on a trip to this part of the country. He is manager of the Havana branch of the firm, where he is a popular and well-known figure.

One of the best known and liked Detroit salesmen is Robert L. Olive, who travels for the Mazer Cigar Manufacturing Company. He has been a life-long cigar man and is now on a trip through the Middle and South West.

W. W. Martin, a traveling man for the R. J. Reynolds Tobacco Company, was badly hurt recently in New Orleans. He was leaning against a gate on a street car, which gave way, precipitating him in the street and dragging him some distance. He is now in a hospital.

S. S. Sachs, the New Jersey representative of A. B. Smith & Co., of Boston, has been waging a campaign on the "3-20-8" in Hudson County, that State, with marked success. Mr. Sachs is a hustler and deserves credit.

AT a recent conference of one of the leading churches in the United States the members resolved that any person using tobacco was not eligible to office in the conference; and they passed a resolution to that effect.

This body of clericals has shown itself as positive in its convictions against tobacco. But when one gets down to the real gist of the matter, what is there about tobacco which makes it more immoral than coffee, tea or any other strong foods? Tobacco does not lie or steal or break any of the Ten Commandments. Medical opinion, as well as lay, continues to differ on the subject of its physical effects. It may be the cause of an odor which is not agreeable to a non-smoker (yet that applies to limburger cheese just as aptly), yet we hear of no instances where it induces crime or encourages vice.

Quite a number of good churchmen have in their time used tobacco, among them many philosophers and philanthropists and men whom the world has held in the highest esteem. Its use by anybody is generally regarded not as a matter of conscience, but of personal judgment based on individual views of the degree of self-indulgence involved. To disqualify members of a church from holding office in the organization on this ground is, of course, the concern of the denomination and not of the public. But with so many real evils in the world is it worth while to waste time on such a debatable question of immorality?

* * *

"George," said her husband's wife, "I don't believe you have smoked one of those cigars I gave you on your birthday."

"That's right, my dear," replied his wife's husband. "I'm going to keep them until our Willie wants to learn to smoke."

* * *

Chicago cigar men are "game." This was demonstrated last week when a well-dressed individual came into a United Cigar stand and asked for a well-known three-for-a-half cigar. The clerk placed the box upon the counter and the customer helped himself to three.

"Do you take chicken feed?" asked the man as he jingled some coins in his pocket.

"Certainly," said the obliging clerk in his most polite manner.

Whereupon the customer drew from his vest pocket, a handful of wheat and laid it upon the counter. Gravely and without a smile the clerk scooped up the feed and as he rang up fifty cents, dropped the wheat into the register. Meanwhile bystanders were laughing themselves sick and the "chicken feed" customer had departed.

While sitting in the corridor of a hotel the other evening for about an hour, I saw seven or eight men light and smoke their cigars. Having nothing especially pressing in the way of an engagement, I decided to study them for a time.

Over in one corner an old white-haired man was seated; he must have been 70 years of age, and apparently a man in good circumstances. He sat there thinking, and by and by drew a very long cigar from his pocket, and holding it up before him scrutinized it very carefully. He then drew a penknife from his pocket and punched three little holes in the tip of the cigar, and having carefully lit it sat back in his chair and fell again into his reverie.

In another part of the room sat a middle-aged man with a cigar held in his mouth in a beautiful clear amber holder. In all the time he was smoking it I did not once see him remove the cigar and holder from his lips.

In another seat was a spare, thin man about 30 and of very nervous temperament. His cigar was one moment tightly clenched in his teeth, and the next would be nervously trembling in his fingers. He would at times emit great clouds of smoke and then furtively examine his cigar to see how much progress he had made. Here in another place was seated one of those men who always chew one end all up while the other is fuming—apparently trying to get through it as fast as possible.

The last smoker I particularly observed was a young fellow about 18, who was seemingly struggling with one of his first cigars. He drew a smallish cigar from his pocket, examined it as though he was afraid of it, and having gnawed the end off, lit it with trembling hands and sat back to enjoy (?) his smoke. I watched him for half an hour, and during that time his cigar was lit and relit a dozen times, but he bravely persevered, and I left him, though with a somewhat paler countenance, still struggling.

* * *

A woman prominent in letters was observed recently in the act of smoking a cigarette. She was in Chicago at the time, and by the fuss made over the affair one might suppose that never before had a woman been caught smoking there.

As a matter of fact, that this woman smokes is less a surprise than would be the circumstance that she did not smoke. Many other literary women smoke. Many who are not literary have the smoking habit.

Smoking is at best a practice not altogether pretty. Happily any person of either sex is at liberty to refrain. When, however, a woman who earns her own money chooses to invest a trifle of it in cigarettes, the matter seems to be at least as much her own concern as the cigar of a man would be his.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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No longer will the passengers on the street cars and elevated trains of Chicago be confronted with the gaudy and screaming advertisements which usage has made an integral part of the interior decoration.

Chicago Ban on Street Car Ads

The City Councils have passed an ordinance prohibiting any advertising matter being displayed other than that which is necessary to conduct the actual business of the railways. This is a knockout blow to the street car advertising men, who have been getting fancy prices for display space, and not a small proportion of which comes from the cigar, cigarette and tobacco interests. If such ordinances be enforced in other cities of America it will stop a tremendous waste of money which has been going on for years.

In the opinion of many experts, advertising in street cars is not effective for the exploitation of articles meant strictly for consumption by men. It is stated by these experts that the average man when he lands on a street car is either reading a newspaper or magazine, or else conversing with his friends. If he is not doing any of these things, his mind is intent on reaching his destination to keep a business engagement or something of that sort, and for that reason is not open for impressions from the advertisements which are placed there to catch his eye. With a woman, bent on shopping, the exact reverse prevails and she is always looking for ads.

We have seen many attempts to advertise cigars and cigarettes in street cars, and it has been quite noticeable that with few exceptions manufacturers have abandoned this scheme after a thorough try-out. Of course, new ones are found almost every day to take their places and for that reason new accounts have been poured in the top as fast as the old ones fall out of the bottom.

Street car advertising is one of the many phases of publicity into which national advertisers have sunk thousands of dollars. It is difficult to measure the direct returns from advertising of this character and for that reason its value has been dubious. We venture to say this, however, that should every city in the country follow Chicago's lead, prohibiting cigars and cigarettes from being advertised with other merchandise in the street cars, we have no fear that the factories would be compelled to shut down for lack of orders.

From the Pacific Coast comes the suggestion that the various branches of the tobacco industry should have a special exhibit at the Panama-Pacific Exposition to be held in San Francisco in 1915.

A National Tobacco Show

So far there has been no apparent effort on the part of the industry to take up this suggestion, but it presents possibilities which are well worth the thoughtful consideration of our leading manufacturers. If the Exhibition aims to be comprehensive it should include, not only the manufacturers from such contres as Tampa, Key West, New York, Philadelphia, Detroit and other prominent market points, but also representative factories from Cuba, Puerto Rico and the Philippines.

There are so many branches of the tobacco business, from the grower to the retailer, that it would be a difficult matter to obtain united effort. If anything is to be done at all, the initiative must come from the leading manufacturers.

An unique method of counteracting the baneful effects of price-cutting on cigarettes has been adopted by a prominent New York retailer, who for the past two years has not carried a single cigarette in stock. In spite of this, the retailer has been successful and has built up a big trade of cigars and little cigars. He avers that he has made up for the loss of customers by concentrating his energies on lines on which the prices are better maintained and on which he can make bigger profit.

One Way of Stopping Cigarette Cutting

This certainly is a radical cure. It is negative, however, and it is doubtful if it would prove a panacea for the cigarette business at large.

Although price-cutting is still annoyingly prevalent in many cities, there are signs that retailers are getting tired of selling their goods for nothing, and are awakening to the fact that to run their business successfully they must maintain prices and get a living profit. This is the surest cure.

Education after all is the sole remedy.

Marcus Schwarz

All of the qualities that combine to make for the ideal type of American citizenship were exemplified in the life and works of Marcus Schwarz. A true friend, a devoted husband, a loving father, a hardworking, conscientious business man, a thoughtful and sympathetic employer, a manufacturer who loved and lived for his business; in a word, a real man; that was Marcus Schwarz. Those who knew him best will miss him most.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

"United" Loses Half Million in Checks

Blacksmith in Albany Discovers Leather Bag, Stolen by Messenger—Boy Arrested in Buffalo, Admits Guilt

ALBANY, N. Y., July 13.

AS Thomas O'Brien was leaving his blacksmith shop this afternoon he noticed a half-opened red leather bag lying behind an iron fence. He picked it up and found it contained checks totalling half a million of dollars. O'Brien at once notified police headquarters.

The checks, which aggregated $538,113.45, proved to be the property of the United Cigar Stores Company, of New York. The company, when notified by telephone, told the police that the checks, with $222.34 in currency, had been sent by a messenger to the National Bank of Commerce in New York today for deposit. The company supposed the deposit had been made until informed that the bag and its contents had been found in Albany.

The detectives learned from the company's auditor that the checks, indorsed for deposit, were entrusted to the care of a fifteen year old boy, known to the auditor as "Joe," who was to take them to the bank. The boy had not reported back to the company's offices after leaving with the satchel shortly before noon.

ALBANY, July 15.—A boy, Joseph Killen, was arrested in Buffalo this morning and confessed to the theft of over half a million dollars from the United Cigar Stores Company. He was on his way to Denver and had about $100 of the cash still with him, having thrown the checks away.

Independent Dealers of Bronx Form Association

On Tuesday night, July 9th, the retail cigar and tobacco men, of the Bronx, held their first meeting with the object of organizing a branch of the Independent Retail Tobacconists' Association.

Charles Hess gave an interesting talk in which he told how he was handling only independent goods in his store. Another speaker of the evening was G. W. Smith of the Eastern Novelty Company, followed by Otto S. Jones, secretary of the Independent Retail Tobacconists' Association, A. B. Woythaler, Henry H. Hudson and B. Saphir.

Judge Hunter, who has been instrumental in assisting the independent retailers of New York and New Jersey in forming associations, was extended a vote of thanks for his work.

Before the meeting adjourned Charles Hess was elected temporary chairman, B. Saphir temporary secretary and Charles W. Schlenoff temporary treasurer. It was decided that the date for the next meeting of the association should be selected by the chairman.

Jersey City Tobacco Men Organize

J. Baum Elected President of Hudson County Retail Tobacconists' Association

AT a meeting held at Teutonia Hall, 576 Newark avenue, Jersey City, Friday, June 28th, the independent tobacco men got together and formed an organization which will be known as the Hudson County Retail Tobacconists' Association.

After addresses by many men prominent in the trade, including Emanuel Jaffin, Henry Hunter, an attorney; Oscar Veit, vice-president of the Independent Tobacco Salesmen's Association; Robert E. Lane and others, the officers were elected, as follows: J. Baum, president; E. W. Jaffin, vice-president; L. Schlein, treasurer, and F. H. Westerman, secretary.

After a short address by Mr. Baum, the dealers discussed a scheme for co-operative buying. A Ways and Means Committee was appointed, after which the following resolutions were adopted:

"Resolved, That we call ourselves the Hudson County Retail Tobacconists' Association;

"That we believe in the competitive system in the tobacco trade, and that we condemn any illegal combination on the part of any men to destroy the competitive system;

"That we commend Senator Cummins for his efforts to obtain an appeal in the matter of the Government versus the American Tobacco Co.;

"That we invite the co-operation of all independent dealers in Hudson County to unite with us in forming a strong retail association for the betterment of the tobacco trade."

"Hathor" New Cigarette

The Sterling Tobacco Co., with headquarters at 347 Fifth avenue, New York City, have just placed on the market a new high-grade Turkish cigarette which they have named the "Hathor." The goods are packed in a strictly high-class manner and are put out to retail at 25 cents for a package of ten.

Daniel Campbell, who is a veteran in the cigarette trade, is largely interested in the new company.

Ben B. Hampton Now With R. A. Patterson Co.

Ben B. Hampton, at one time head of the Ben B. Hampton Advertising Agency, and later with Hampton's Magazine, it has been reported is to succeed Captain John Landstreet as sales manager of the R. A. Patterson Tobacco Co. Captain Landstreet resigned this position last week.

New York City Items

Schedules in bankruptcy of the Hamilton Cigar Stores Company, of 3210 Third avenue, show liabilities $3,676 and assets $1,640, consisting of stock $1,500 and cash $140.

M. H. Stein opened his new establishment at Broadway and Twentieth street recently. The window display was a good one and showed a representative line of goods. Mr. Stein is to be congratulated on his new venture.

One of the recent visitors in New York was J. A. Burns, general manager of the United Cigar Stores in the extreme West. He makes his headquarters in San Francisco.

An especially tasty display of "Kings Club" cigars was shown in the windows of Louis Martin's cafe, Broadway and 42nd street last week. This cigar, which is being pushed hard by its makers, the Cuba Cigar Company, is becoming one of the best selling propositions in this locality.

The new Beltz stand, at 942 Broadway, was opened last week and proved to be an attractive and up-to-date store. The opening had been slightly delayed by the builders.

D. Levin, Chicago representative of I. B. Krinsky, Brooklyn, is visiting their factory there. He has brought many good orders with him, and succeeded in establishing a number of new and desirable accounts. The present big demand for the "Fifth Ave." and "Turkish Student" brand from all sections of the country, is keeping the factory working full time.

The Carmen Sylvia Cigarette Company has been organized in Manhattan with a capital of $20,000. A. Calligari, E. Calligari and W. P. Mitchell are the organizers.

One of the most attractive window displays noticed around Brooklyn within the past week has been that of "Milo" cigarettes in one of the windows of the Acker, Merrall and Condit Co.'s stores at the Hoyt street station of the subway.

Mr. A. H. Bock, of Anton H. Bock & Company, returned from Europe, on the Kaiser Wilhelm der Grosse, last Friday.

Mr. Isadore Mendel, of Mendel & Co., returned last week from a trip through the Middle West. Orders which he has booked have necessitated an increase in the force of cigarmakers. The "La Flor de Mendel" is getting especially popular in that section.

The cigar stand at the St. James Building, 1123 Broadway, has passed out of the hands of the Havana Consumers Co. into that of the St. James Cigar Co. The owners of the building refused to renew the lease to the Havana Consumers Co. and rented it to the other firm. The trouble is said to have been occasioned by a law suit which the former tenants won from the landlords.

"Quevedo" Cigar Gaining Ground in Brooklyn

The "Quevedo" cigar, product of the Tampa Co-operative Cigar Co., 136 Water street, New York, is reported to be gaining with surprising rapidity in the preference of smokers. Some new and attractive advertising materials are being used for this brand and many effective displays can be noticed in Brooklyn, by leading cigar and drug stores.

Remmer & Harvey, of Utica, Dissolve

The firm of Remmer & Harvey, of Utica, N. Y., composed of Louis Remmer and John F. Harvey, tobacco manufacturers and merchants, has been dissolved by the retirement of Mr. Remmer. The business will be conducted at the old location, 325 Varick street, by Mr. Harvey, who solicits the continued patronage and good will of the trade.

Sig. Meyer Ill in St. Paul

Sig. Meyer, a salesman for F. Rosano, Son & Co., who is on a trip to the Coast in the interests of his firm, became suddenly ill in St. Paul and was removed to a hotel in that city. Although the attack is said to have been caused by the rupture of a blood vessel, his doctor stated that it would be only a short time before Mr. Meyer would be able to resume his journey.

Antleps Company a New Concern

The Antleps Company has been organized in Manhattan. It will deal in cigars, etc. The capital is $10,000. The incorporators are: Philip Wirth, 247 Harman street, Brooklyn; Frank Ruscher, 305 Ovington avenue, and George D. Edenbaum, 702 Willoughby avenue, Brooklyn.

Stripping the Leaf

The picture shows Don Manuel Alverez, head of Manuel Alverez & Company, of Cayey, Porto Rico, and 178 Water street, New York, supervising the strippers in his warehouse on the Island of Sunshine, and the growingly popular cigar leaf. Of course, only a section of the large stripping department has been taken by the camera.

The warehouse is a very commodious one, and is just now brimming with industry preparing leaf for this market. 'll hands are kept busy to meet the demands of the firm's increasing trade.

Warehouse of Manuel Alverez & Co. in Porto Rico

PHILADELPHIA.

First Pennsylvania District Receipts Show Falling Off

June Production Falls Below That of May in Every Line—Little Change in Tobacco Output

THE Internal Revenue receipts for the month of June in the First Pennsylvania District show a decided decrease. Compared with the corresponding month of 1911 the production of cigars decreased 1,377,640 and fell off over three million from the figures for May. Small cigars and cigarettes also show a decrease although the tobacco output as compared with June, 1911, is larger but as against the production of May is virtually of the same. The figures for June, both 1912 and 1911, are as follows:

	June, 1912.	June, 1911.	Increase or Decrease.
Cigars	61,929,240	63,566,240	1,637,000 D
Small Cigars	19,424,000	32,999,000	13,575,000 D
Cigarettes at $3.60	12,500	17,000	4,500 D
Cigarettes at $1.25	9,218,000	9,417,000	199,000 D
Tobacco, lbs.	98,631	97,779	852 I

The returns for the month of May were as follows:

Cigars	65,116,700
Small Cigars	21,612,000
Cigarettes at $3.60	27,900
Cigarettes at $1.25	11,363,040
Tobacco, lbs.	98,652

Levis Balistocky Dies Following Operation

Levis Balistocky, for a number of years a well-known cigar manufacturer of Philadelphia, died on June 26, 1912, at his late residence, 704 Green street, Philadelphia, after a prolonged illness following an operation.

He was well known among the cigar dealers and his death was very much regretted by his very numerous friends and by the members of the trade. He is survived by his widow and three children. Meyer Balistocky, one of his sons, who has been associated with him in the cigar business for several years, will continue the business under the firm name of L. Balistocky and Son.

J. G. Atherholt, who has been sojourning at Wildwood, is again back at his store. He has no complaint to make as the Atherholt store with its good location and first-class line of goods is always one of the busy retail stores around town.

Plan To Organize Philadelphia Retailers

A MOVEMENT to organize the retail cigar and tobacco dealers of Philadelphia is being promoted by a number of prominent Philadelphians, who have secured the assistance of the men who have been successful in marshaling the retailers of New York and vicinity into a strong organization. It is the purpose of the organization to call a meeting in this city in the near future, which will be addressed by a number of prominent New Yorkers, including Otto S. Jonas, Col. Henry H. Hunter, and others. Details of the proposed organization will be announced later in THE TOBACCO WORLD.

General Gomez Company Seeks Other Quarters

THE General Gomez Cigar Company, which has been doing business at 1229 Chestnut street, manufacturing and retailing cigars, principally the "Wag" and "General Gomez," have been compelled to vacate that location and have gone to 1309 Drury street. They had under consideration a site at 6th and Chestnut streets, but decided to remain in the central section of the town.

The cigar department of Boothby's was also compelled to move for the same reason on account of the building of the new Boothby establishment, and are now located at 1225 Chestnut, a few doors below.

Charles Eisenlohr in Europe

Mr. Charles Eisenlohr, of Otto Eisenlohr & Bros., has gone to Europe for a short pleasure trip of about a month's duration. He sailed on July 2d on the S. S. Rotterdam for Rottterdam. Although Mr. Eisenlohr was in good health, he felt that at this time a short trip during the hot spell would do him an immense amount of good.

The Baum-Jaffe Company are now firmly established in their new factory and are kept hustling on incoming orders. Several additions have recently been made to the force, both in the office and factory, which has materially assisted in the work of filling and dispatching orders.

Bobrow Brothers are one of the busy factories at present, working up to their capacity on their brands. Loritz Brothers, their distributors in the Denver territory, have been receiving some heavy shipments on the "Bold" cigar and report a splendid outlook for the cigar in that State.

"Havana Ribbon" Sales Increase

"HAVANA RIBBON" sales and the material increase in same for first half of July over a similar period in 1911, are a cause of much satisfaction to Bayuk Brothers. All of the firm's factories are running full handed and working overtime in an effort to meet the increased demand. Reports from the various territories are very encouraging and indicate a banner year's business for 1912.

A. M. Thompson, Western representative, is preparing for an extended trip through the Northwest in order to close some large deals that have been pending there.

J. C. Revercomb, Southern representative, is visiting Baltimore where Wm. Deiches & Co. still continue to distribute "Havana Ribbons" with decided success.

Dave S. Achenbach, Pennsylvania and New York representative, called at the Philadelphia office on Wednesday last on his way to New York territory and anticipates some live business before his return.

A. J. Lynch recently returned from a successful trip in New England in the interest of the "Stratford" cigar, manufactured by the El Draco Manufacturing Co., of Philadelphia.

Roig & Langsdorf have leveled the building adjoining their factory and will soon start on the construction of the new two-story office building on the site. It will be the same length as the factory building and will be constructed so substantially that additional stories can be added when desired. It is expected to be completed by September.

The factory of John Steigerwald & Co. is one of the busy ones around town at present. There has been an especially lively demand for the Steigerwald brands, particularly the "Latonia" in the Pacific Coast States and it is these orders which materially contribute to the activity.

Henry Weiss, who on the 1st of June rejoined The American West Indies Sales Co.'s traveling forces, made his first trip to Philadelphia last week. Mr. Weiss had been connected with this company for four years prior to taking up some other lines, and his return to his favorite will be gratifying news to his many friends in the trade.

To be able to say at this time that they are several millions oversold is a statement which perhaps few local factories can say. But this can truly be said at this time of the firm of Jeitles & Blumenthal, who are experiencing difficulty in producing their "Flor de Jeitles" and "Masterpiece" cigars fast enough. "We are not in the habit of boasting nor in giving out exaggerated statements," said a member of the firm, "but you can say at present that we are several millions oversold."

Joseph S. Gallagher, of Allen R. Cressman's Sons, returned last week from an extended trip through the South, Southwest and Middle West. He covered the Southern States first, going as far as Texas, then came home by way of the Middle West. He was pleased at the prospects in that section for his firm. Speaking of the condition in those sections, Mr. Gallagher said that looking at it from a crop standpoint, the Southern and Western States should be very prosperous in the fall.

"El Dallo" a Pronounced Success

JOSEPH W. LEVY & CO., of Market street near 16th, recently took on the "El Dallo" cigar, manufactured by Wertheimer Bros., of Baltimore, and pronounce it one of the best sellers they have ever handled.

In speaking on the success they have achieved a member of the firm said recently, "The sanitary packing, attractive appearance, and high quality of the "El Dallo" are a combination which are making a big hit with our smokers. We have only had them a short time and will have to repeat on a large order we placed several weeks ago."

They are now showing an excellently trimmed window on "El Dallos" and the unusual packing of the cigars with the neat boxes are attracting much favorable comment.

Mr. Mittelberger Gets Neumann & Mayer Line

I. J. MITTELBERGER, one of Cleveland's best known cigar brokers and salesmen, has just made connections with the Neumann & Mayer Co., of Philadelphia, to represent their lines in Ohio, Indiana, Illinois and Michigan. Mr. Mittelberger was in Philadelphia during the past week and starts out July 15th with Mr. Leo Mayer, of the firm, on his first trip. Mr. Mittelberger will make his headquarters at 326 Garfield Bldg., Cleveland, O., but will be on the road most of the time. He is quite enthusiastic over the "Bella Mundo" brand which this firm is featuring, and believes that this cigar has great possibilities in his territory.

L. M. Walters, the hustling knight of the grip for the Bobrow house, has been visiting Western Pennsylvania, and reports many duplicate orders for the "Bold" cigar.

Yahn & McDonnell report a healthy demand for the "San Martin y Leon" cigars, which they are handling in ten sizes. Mr. Yahn, of this firm, expects shortly to take a trip to the Maine Coast, upon his annual vacation.

E. A. Russell, representing the T. H. Hart Co., in the West, was a recent visitor in this locality paying his respects to his firm. He has been working the Middle West and Coast in an aggressive manner on the "Five of Harts" and the "Heartsease" brands.

The Speed S. Goodloe Co., the newly formed wholesale house at 1203 Cuthbert street, is making itself felt in the local trade. Mr. Goodloe has been calling on the dealers about town and has placed the "El Confido," Jose Lovera Co.; "La Devisa," A. M. Schwarz & Co., and the "Goodloe," this firm's nickel product, with many prominent dealers. Mr. Fink, formerly of Dusel & Goodloe, is now with Mr. Goodloe, acting as inside man.

The Louis Halpern Cigar Company, of Seventh above Filbert streets, is being pushed to the limit on the "Halpern" and "After Dinner" goods. Mr. Halpern is a manufacturer of experience and ability and should more than make good as a producer of high-grade goods. The only complaint he has to make at present is the difficulty in securing cigarmakers, the demand in Philadelphia, at this time, exceeding the supply.

Cigar Output At Five Million Mark

Custom House Figures Show Increase Over Last Year—Petition Filed Asking for Dissolution of Tampa Club Cigar Co.

TAMPA, July 9.

WHILE the cigar output for the local manufacturers is still hovering around the five million mark, there is every indication that the production will soon increase. They have been very busy at the different factories going over their figures and the checking up for the past half year. Considering that there was a holiday last week, the Fourth, the week's output of five million is considered very good.

From all appearances the manufacturers expect to increase their output the last half of the calender year. This prediction is based on the advance orders now on file at the different plants, orders which will keep the makers busy for some time to come.

J. J. French, formerly of the Havana-American Company and now manager of the clear Havana house of Quiros, Villazon y. Ca. states that they expect to open up shortly. Senor Quiros is now in Cuba and reports having acquired several fine vegas grown on the island.

The custom house figures for this port at the close of the fiscal year, June 30, are extremely gratifying. The receipts show that only once in the past five years has there been a larger production. At the present rate of increase it is safe to predict that the end of the year 1912 will show a total of $2,000,000 in receipts. The figures for the last year were $1,867,736.84. For the past five years they were:

1907	$1,722,551.43
1908	1,570,383.36
1909	1,756,057.20
1910	1,939,316.53
1911	1,721,360.76

Jose Lovera returned last week after an absence of several months. He had been to Hot Springs for the baths. After leaving there he went to New York and came from there to Tampa. Mr. Lovera stated that he felt much improved in health and after looking over the local situation would make a trip to Cuba to inspect the new crop.

H. S. Foley, of the F. Lozano & Son's factory, is on a vacation to New York City and other Eastern points.

Senor Cuesta, of the "Truly Spanish House," is again at his desk after a trip to Cuba where he attended to the tobacco interests of the firm. A rapid and large accumulation of orders at the factory has made it necessary for them to fill all the available space for workmen and at present all departments are pushed to their limit.

It is expected that the alteration and reconstruction of the Spanish Club, which was badly damaged by fire a short time ago, will soon be under way.

In the new Hillsboro Hotel, Tampa now has one of the most up-to-date houses in the South. It was opened on July 5th and from the volume of business already done has amply found that it will be a lasting success. It is a seven-story, reinforced concrete building and embodies all the latest ideas in modern hotel building.

Petition has been filed in the Circuit Court at Tampa, Fla., asking for the dissolution of the Tampa Club Cigar Company, the petitioners being the Esberg-Gunst Company, of New York; A. G. Turner and C. Fred Thompson. The Esberg-Gunst Company being represented in the company by Henry Esberg.

Allegation is made in the petition that an unanimous vote of the stockholders was cast August 13, 1910, to dissolve the company. Peter O. Knight represents the petitioners.

Decrease In Ninth District Production

A DECREASE of nearly 4,000,000 cigars is shown by the revenue reports of the Ninth District of Pennsylvania for the month of June, the production being 59,357,560, compared with 63,568,700 for the same month of 1911.

"United" Leases Building in Asbury Park

The United Cigar Stores Company has leased of Henry Steinbach, of Asbury Park, N. J., the three-story Steinbach Building, in that city. The consideration was not given, but is understood to be in the neighborhood of $10,000 a year. The "United" will probably use only the corner store of the building, sub-letting the other parts of the building. The Palace Cigar Store Company is one of the occupants. The United Company already have a store in Asbury Park, located at Main street, near Corkman avenue.

Tobacco Manufactures of Ohio

STATISTICS recently given by the Director of Census at Washington relating to the manufacture of tobacco in Ohio states:

The figures include those for the establishments engaged in the manufacture of chewing and smoking tobacco and snuff, as well as the cigar and cigarette factories. The industry in the State, if measured by number of plants, seems to be very largely confined to the latter class of establishments, for of the 1,146 reported for the entire industry in 1909, 1,124 were cigar and cigarette factories, but the value of their output represented only about half of the total.

For the industry as a whole, the total value of the product in 1909 was $28,907,000, an increase over 1904 of $8,418,000, or 41.1 per cent., the absolute gain being more than double that for the preceding five-year period. Ohio ranked fifth in 1909, when measured by value of products, among the States of the Union in this class of manufacture.

Burley Society Building Monster Plant

Building Will Be 600x100 Feet and Will Be Finished for Fall Season

LEXINGTON, KY., July 5.

The Burley Tobacco Company has definitely decided on the erection of a mammoth loose leaf warehouse here, which will be one of the largest in the entire Burley district, and on Friday commissioned engineers to prepare the plans and specifications.

The building will be 600 feet long by 100 feet wide, constructed of brick, stone and mill work, and will be thoroughly modern in design and equipment. The basement will be used for storage purposes and the main floors for sales.

It is planned to have it ready for business by the time the tobacco season opens this fall.

Trade in Milwaukee Holding Its Own

Piehler Cigar Co. New Concern—Estate of Leo Roth Estimated at $100,000—Frank Garcia Enjoined From Using Firm Name, Garcia Bros.

MILWAUKEE, WIS., June 10.

BUSINESS with the local dealers has been fairly good, though more quiet than in other years.

Fay Lewis & Bro. Co. reports a good business on all their leading lines, including the "Savarona," "Webster" and "Tom Moore." Harry Lewis is spending a pleasant vacation on a fishing trip to Northern Michigan. Floyd Byron, of the Pabst Building store, is also fishing at Eagle River, Wis. However, none of the fish have as yet arrived here.

J. J. Mallon, formerly at the Pabst Building store, has been sent on the road to cover Southwestern Wisconsin. Leonard Baker of the Grand avenue store, has been transferred to the Pabst Building store, while John Anderson has been moved from the pipe department to take Baker's place. John Howard, a new man, takes Anderson's place in the pipe department. A new electric cash register has been installed at the Pabst Building, which adds to the appearance of the place.

A. W. Barto, who for some years operated a store on Third street, next to the Gilpatrick Hotel, has finally closed out his stock, and discontinued business.

The Dadd drug store is doing a nice business on all lines. The "Jose Vila" is prominently displayed in their window.

Leo Abraham reports business fairly active. Mr. Abraham has just returned from a trip to Hot Springs. Sam Bach has resigned his position at the Caswell Block store to accept a road position. He has been succeeded by E. A. McKercher, who was formerly at the Pfister Hotel stand. A special sale on pipes is being featured at the Caswell store, while the "El Werth" is prominently displayed at Third and Grand.

The northwest side has a new store, conducted under the name of the Piehler Cigar Company, at Nineteenth and Fond du Lac avenue. Mr. Rudolph Piehler, formerly of Yahr-Lange Drug Company, is the main party at interest.

Business with the A. S. Goodrich Company has been quite good. The "Cinco," "Equity" and "San Felice" are moving very well. The tobacco business of this State exceeded the previous year by 16,360 pounds. Internal revenue taxes on 2,001,380 cigars and cheroots and on 14,160 pounds of tobacco in the Western District of Wisconsin were paid during May. The tobacco products increased by 517 pounds over the preceding month, by 1368 pounds over May, 1911, and by 16,369 pounds for the eleven months of the fiscal year over the same period of 1910-1911. The output of cigars was larger by 183,970 for May, 1912, than May, 1911.

The Hascall billiard parlor and cigar store was destroyed recently by fire with a loss of $10,000.

The will of Leo Roth, tobacco merchant, filed for probate, disposed of an estate valued at about $100,000. Stanley Roth was made manager of the business at a salary of $75 per month and one-fourth of the profits. Mr. Roth directed that the business should be sold when it ceases to earn 10 per cent.

Steve Surman, manager of the Cuba Rica Cigar Company, reports business quite good at this time. The "El Planco" continues a good seller at the Wells Building store.

Frank Garcia, 463 Broadway, was enjoined by Federal Judge F. A. Geiger from using the firm name of Garcia Bros. or any other combination of the words "Garcia" and "Brothers," because it is an infringement on the name "F. Garcia & Bro.," which is used by Franciska and Jose Garcia, who have cigar factories in Tampa, Fla., and Havana, Cuba, with headquarters in New York. Frank Garcia began making cigars in Milwaukee in 1905, before which he had at one time been employed by F. Garcia & Bros. When he came here he was accompanied by his brothers, Arthur, Manuel and Raymond, and their firm name was A. Garcia Bros. Subsequently the brothers sold out to Frank, he continuing under the name "F. Garcia & Bros." The eastern firm, which dates back to 1886, contended that the Milwaukeean imitated their labels and the shapes of their cigars, thus making big inroads on their business in this vicinity.

Sol A. Eckstein, president of the Wright Drug Company, jobbers of various well-known brands, including the "Robert Burns," "Little Bobbie" and the "Violetta," has been re-elected president of the Wisconsin Pharmaceutical Association, at their annual meeting, which was recently held at Delavan, Wis.

The Mi Lola Cigar Company, not content with the business they are doing with the "Mi Lola," are bringing out another cigar, to be named the "Bulit," after Ramon Bulit, manager of the company. This firm has also appointed Dr. A. J. Heller as medical inspector, who is to inspect each of the employes for symptoms of contagious diseases.

Ralph Wetstein, the popular Grove street cigarist, continues to enjoy his usual good business. With a revival of business on this southside thoroughfare, Ralph is in a fair way to do a very large business.

At Hudson, Wis., D. Williams, who conducted a cigar store, has been succeeded by Lewis Williams. A cigar store de luxe will shortly be opened at 1020 Tower avenue, Superior, Wis., by Ed. Ennis. According to plans the store will be the most elaborate establishment of its kind at the head of the lakes, and will be as "swell" as anything in the Northwest. The quarters are being thoroughly remodeled, and the latest in fixtures will be installed.

O. A. KROMPAS.

The Star Tobacco Company to Handle Pipes

Maurice Ziegler, Well-Known Retailer, With E. A. Stroud, Will Handle New Department

ONE of the largest transactions in a jobbing way in the Pennsylvania anthracite region within the past fortnight, is a deal by which the Star Tobacco Company, of Wilkes-Barre, will handle the lines of one of the leading American pipe manufacturers. This will make the Star Tobacco Company one of the important factors in the pipe business of the country.

One of Wilkes-Barre's best-known retailers, Maurice Ziegler, will manage this new department in connection with E. A. Stroud. Mr. Ziegler's business will be managed in the future by a brother, William G. Ziegler. In E. A. Stroud, Mr. Ziegler has an associate who is known as a hustler, a hard worker and a popular tobacco man in that region. Since Mr. Stroud has had charge of the Star Tobacco Company that concern has become one of Pennsylvania's most progressive jobbing houses.

The new department will enter the field with a manufacturer's complete line, and their buying power will enable them to meet all competition in the Wilkes-Barre field. A special and finely equipped pipe room is being erected in which will be displayed everything from a humble clay to the aristocratic meerschaum. Mr. Stroud will attend to the inside details of the concern and Mr. Ziegler will look after the outside business.

With this new line of smokers' articles the Star Tobacco Company should jump to the front even more than in the past as one of the leading Pennsylvania distributors.

James F. Patterson to Manufacture Tobacco

John Landstreet, Jr. Formerly With R. A. Patterson Co. Resigns to Go With Another Concern—Will Not "Fight Trust"

RICHMOND, July 7.

RUMORS that a number of former officials of the R. A. Patterson Tobacco Co., among them James T. Patterson and John Landstreet, Jr., were to form an independent plant to manufacture tobacco and "fight the trust" were vigorously denied by those men yesterday.

Mr. Landstreet stated that he had resigned his position in order to live in Richmond. He is now with the Broad Rock Springs Co. As an official of the Patterson Company Mr. Landstreet would have resided in New York City.

Mr. Patterson stated when interviewed that although he had intentions of engaging in the manufacture of tobacco, his relations with the Patterson Company had always been of the most pleasant and cordial nature. He said he had no intention of fighting anybody, but only to run a business in a business-like manner.

New Deputy Commissioner Named

George E. Fletcher, who is well known in Philadelphia, having been Internal Revenue Agent here for some years, has been appointed Deputy Commissioner of Internal Revenue, succeeding the late Captain J. P. Wheeler.

A new cigar factory will be opened at Rock Hill, S. C., by Salvador Rico and Narcisco Palneiro, both off Tampa, Fla.

Wallace & Waltzer, cigar distributors of Mt. Clemens, Mich., have dissolved partnership through the retirement of Mr. Wallace, whose interests have been acquired by Mr. LaPoint. The firm will be continued under the name of Waltzer & LaPoint.

Colonel Grumbach Dies in Syracuse

COLONEL NICHOLAS GRUMBACH, a cigar manufacturer of Syracuse, N. Y., died in that city last week after being in poor health for several years.

Mr. Grumbach was a well-known politician in that region and had also been an officer in the Union army during the Civil War. He had lived in Syracuse since 1838, at which time he came with his parents from Detroit, Mich., at the age of three years.

He first worked for Spier & Hier, of that city, and later organized Grumbach & Sinper, which firm dissolved when Mr. Grumbach formed a company for the Civil War and was appointed its captain. He received a medal for his services and after the war served in a number of public offices. He leaves a widow and four daughters.

Abraham L. Michaels

Abraham L. Michaels, who has been connected with Butler-Butler for a number of years, died recently in Binghamton, New York, at the home of his daughter. Mr. Michaels was sixty years of age and is survived by a widow, two daughters and five sons.

Leo Michaels, one of his sons, is secretary of Butler-Butler, Charles J. Michaels, another son, is with the Tobacco Company of California, and Maurice C. Michaels is with the United Cigar Stores Co.

Samuel E. Fetsch, a member of the firm of Fetsch Bros., tobacconists, 292 East Fifth street, Saint Paul, Minn., died there recently after a short illness. He was 35 years of age and unmarried.

Alvin Wheeler, a tobacco planter of Vealsburg, Ky., was shot and mortally wounded several weeks ago by Rufus Billington, a neighbor. Mr. Wheeler was well-known and esteemed by all.

Albert G. Fuller, at one time a prominent tobacco manufacturer of Danville, Va., died at his home in that city last week, after an illness of several months. He was 86 years of age and is survived by a widow and two sons.

Floyd Busfield, a cigar dealer of Oneonta, N. Y., died at a hospital in that city last week following an operation. He was 26 years of age and leaves a mother and two sisters.

Owen Redmon, a cigar manufacturer of Covington, Ky., committed suicide by hanging in Latonia, that State, last Monday, while on a visit to relatives in that city. His family, consisting of a widow and two daughters, could ascribe no reason for the act.

The imports of cigars and cheroots from the Philippine Islands to this market fell off during May to 6,928,000, compared with 35,162,000 for May of last year.

Tobacco Association Elects Officers in Los Angeles

Anthony Schwamm Elected President of Cigar Dealers' Body—Klingenstein Co. Preparing for Campaign on "Y-B"

LOS ANGELES, CAL., July 8.

THE Southern California Tobacco Association held their monthly meeting July 5th and elected Anthony Schwamm president of the Association. Mr. Schwamm has outlined his policies so the members did not have to go to Baltimore for a convention, as Mr. Schwamm is an able and fluent speaker and a great admirer of Woodrow Wilson, Democratic nominee for the presidency of the United States. H. McLain was elected first vice-president; D. H. Elmore, treasurer, Jno. Viera, secretary. Chas. Bennet and W. D. Newton were appointed to prepare a Dutch supper, which will be served the first Thursday in August.

Dave Weinreich has just returned to this city, after a visit in the eastern cities, which lasted three months. He is around the city shaking hands with his friends and glad to be back.

E. M. Allison, representative of P. Verplank, Tampa, Fla., has just returned to San Francisco, after a brief stay in this city.

E. A. Campbell, representative of Klauber-Wangenheim Co., and better known as the "blonde salesman," left today for a two weeks' vacation in Santa Monica Canyon.

A. Cohn, manager for the Max Cohn Cigar Co., reports a very satisfactory business in all his lines, particularly on his specials 4 for 25 cents.

The Hookstratton Cigar Co. are displaying in all their windows the "Y.-B." and "Spana Cuba" cigars.

Bert Moser is putting up a strong campaign on "Naturals." Many elaborate window displays can be seen in the city.

Sam Firend, city salesman of the Klingenstein Co., is thinking seriously of taking a vacation. He informs me that the business done lately by him was up to his expectations, particularly on the "Cinco" five-cent cigar.

J. B. Bonhaus, salesman for Klauber-Wangenheim Co., is making a strong campaign on "Post Dispatch" cigars, on all his outside territory. He meets with a great amount of success throughout his territory.

Bob Gans, of J. J. Gans Bros., is at the present time in his Bakersfield territory, and is sending in some nice orders for "Tom Keene" and "Lawrence Barrett" cigars.

Ike Wentworth, is still on the job and, at present, is preaching "Loveras" to the trade.

Mike Roth has added to his line the "London Trophies," two for five cigars, made by the Wabash Cigar Co., of Pittsburgh, Pa., and he expects to make the "London Trophies" one of the best sellers in the city.

M. B.

Pennsylvania Employs Most Tobacco Workers

In Census of Tobacco Manufacturers of United States, 197,637 Persons are Employed in 17,634 Establishments—Eleventh in Point of Value of Products

WASHINGTON, July 14.

Tobacco manufacturers, eleventh in rank of the country's industries in point of value of products, employed 197,637 persons, of whom 166,810 were wage earners in the 17,634 establishments; represented an investment of $245,660,484, required $365,972,730 for expenses, of which $53,638,638 went to the Government for internal revenue taxes, and turned out products valued at $416,695,104, of which $239,509,483 was added by manufacture, according to the announcement today of the Director of Census, giving statistics of the industry for the thirteenth census.

In average number of wage earners, the ranking of the ten leading States are:

Pennsylvania, 33,188; New York, 30,019; Ohio, 12,631; Florida, 12,280; New Jersey, 9,466; North Carolina, 8,203; Illinois, 8,034; Virginia, 7,882; Michigan, 7,876, and Missouri, 4,453.

In value of products:—

New York, $76,661,552; Pennsylvania, $50,161,387; North Carolina, $35,986,639; Missouri, $30,950,638; Ohio, $28,907,269; Virginia, $25,385,314; New Jersey, $24,177,343; Illinois, $21,870,252; Florida, $21,575,021, and Kentucky, $18,597,786.

In value added by manufacture:—

New York, $45,320,146; Pennsylvania, $20,447,964; North Carolina, $22,170,571; Ohio, $16,832,446; Missouri, $11,404,722; Virginia, $14,196,041; New Jersey, $13,381,069; Illinois, $13,267,590; Florida, $12,389,763, and Kentucky, $10,172,424.

Quiros, Villazon y Ca., New Tampa Firm

J. J. French Goes Into Partnership With Two Well-known Figures In Tobacco Field

TAMPA has another firm manufacturing clear Havana cigars. The new factory is that of Quiros, Villazon y Ca., Twelfth avenue and Fourteenth street, that city.

The men who are entering the field are not new figures to cigar manufacturing, excepting as owners and proprietors of their own company. They are J. J. French, Ramon Quiros and José Villazon, three men who have been in the business for many years.

Mr. French was for eleven years associated with the Havana-American Company and was business manager for three years preceding April 30th of this year. Senor Quiros was foreman of the Ybor-Manrara branch of the Havana-American Company. Senor Villazon is a packing room superintendent, and expert at it. He held for many years a position as superintendent in one of the best known factories in the world, the Cabanas y Carabajal, of Havana, Cuba.

Mr. French, telling about his cigars, said that the company was specially favored by the fact that they are working with the only good tobacco crop since 1905. They have an experienced buyer in Cuba, a brother of Senor Quiros of the firm, and are getting choice lots of the leaf. They will soon send out their brands, of which "La Docilla" will be their finest, and make a bid for the trade.

Tuckett Companies Reorganized

Announcement is made from Montreal of the organization of the Tuckett Tobacco Company, Limited, which takes over the George E. Tuckett & Co., Limited, the Tuckett Cigar Company, Limited, and Tucketts, Limited. The new company is capitalized at $4,500,000, $2,000,000 of which is 7 per cent. cumulative preferred. The stock will be placed on the market shortly at $95 for the preferred and $40 for the common, instead of issuing stock as a bonus, as is usually the case in the reorganization of commercial enterprises of this kind in Canada.

Independents Plan Lexington Warehouse

Since the Louisville Tobacco Warehouse Company has secured control of the Lexington loose leaf market by the deal which was consummated, plans are being made by a number of local capitalists to erect an independent warehouse. Silas Shelburne, who was one of the principal stockholders in the plant of Shelburne & Son, which went into the merger, said today that if present plans, which he and others are considering materialize, he will establish another loose leaf warehouse in this city.

Mr. Shelburne said that the deal through which his house was acquired was consummated during his absence from the city, the Louisville and Lexington people buying up a controlling interest in the stock, leaving him, he claims, only a third interest. Under these circumstances he says he concluded that it was best to sell, which he did. The promoters expect to have the new warehouse open in time for business next fall.

Patrick E. Malone, of Fort Wayne, Ind., has opened a cigar store at 1416 Calhoun street. Mr. Malone is a former railroad engineer, and having lost his arm in a wreck, has been compelled to try another means of livelihood.

The new store of John F. Jones, of Wilmington, Del., was opened recently at Sixth and Market streets, that city. The store, which is located in the Kleitz Building, will be one of the best appointed in the city. The interior is finished in hardwood and very well lighted.

Late Trade Jottings

Henry Doll, of North Adams, Mass., has opened a retail tobacco store in that town where he will handle a first-class line of goods.

The J. S. Pinkussohn Cigar Company, of Charleston, S. C., have rented a store on Clayton street, Athens, Ga., to add to their chain of establishments.

William Edelstein has rented the corner store in the new building at 31st street and Indiana avenue, Chicago, for a term of ten years. He intends to conduct a buffet and cigar store.

The cigar store and billiard hall of M. M. Bull, of Eugene, Ore., was recently opened and is considered one of the best in that section. The inside finish is of mahogany and the draperies of velvet.

C. D. Ripley, who for two years has been with the Martin cigar store in the Manhattan Building, Duluth, has leased part of 421 W. Superior street, that city, and will open a store about July 15th.

The Read Drug Company, of Baltimore, Md., have leased a stand at 423 South Broadway, that city. This concern sells cigars at cut rates and will be closely watched by other tobacconists in that section.

Through the efforts of the Commercial Union of Gulfport, Miss., Hawkes & Dahin, of Nashville, Tenn., will shortly establish an up-to-date cigar factory at Gulfport. Local support is assured and the new factory will place their output in the Coast towns and along the line of the Gulf and Ship Island road. W. R. Shern represented Hawkes & Dahin at the meeting of the Commercial Union. Gulfport is midway between New Orleans and Mobile and has an excellent territory to draw trade from.

Window Display of "Admiration", "Webster", "American" and "Y-B" Cigars in Hookstratten Cigar Store, Los Angeles, Cal.

all that's new with JOBBERS and DISTRIBUTORS

Many Manila Cigars for the Coast

Japanese Liner Tanyo Maru Brings Three Million Cigars for United States Smokers

AS an example of the increasing popularity of the Manila cigar with American smokers, a recent report from San Francisco gives the arrival of the Japanese liner Tanyo Maru with nearly three million cigars.

Many wholesalers on the Coast were in sore straits for these goods, as they were thousands oversold and needed them badly. One firm had ordered sixty thousand Manilas, and was badly disappointed because there was several days delay in transferring them through the custom house. One of the largest of the shipments came from the Flor de Intal factory. Their representatives in San Francisco, Henry W. Peabody & Co., state that this concern is now in a new factory which enables them to manufacture two million and a half cigars a month. Other Coast wholesalers who shared in the shipments were: M. A. Gunst & Co., the Edward Wolf Co., and several of the smaller wholesalers.

According to all reports there will shortly be an increase in the price of Manilas. There is said to be a shortage in the 1912 tobacco crop which may materially increase the price of the leaf.

New Wholesalers in Price-Farr Co.

One of the latest jobbing houses to enter the field in Minneapolis, Minn., is that of the Price-Farr Co., which will also sell at retail. It started business on July 1st. The two heads of the concern are N. R. Price, who had been managing the cigar department of the Powers Mercantile Co., of that city, and Ira Farr, who was in the retail cigar business at 1217 Nichollet avenue.

The business of the two concerns will be concentrated at the Powers Mercantile Co. store, the Nichollet avenue stand being discontinued. Mr. Farr will have charge of the wholesale branch and Mr. Price will take care of the retail end of the firm.

Parker-Gorden Co. to Handle the "Rey Oma"

The Parker-Gordon Cigar Company, of St. Louis, one of the well-known wholesale houses of that region, have taken on the "Rey Oma" cigar, made by Sig. C. Mayer & Co., of Philadelphia. They will distribute it in five sizes and will make a special effort within the next few months to make this high-grade product more widely known in that part of the country. It is a fine piece of goods, broadleaf wrapped and should be a pronounced success.

Fred. Crombie, of Milwaukee, has been doing an exceptionally good business on the "Flor de Jeitles" cigars, manufactured by Jeitles & Blumenthal, of Philadelphia.

Dix & Mathis, Denver Jobbers, Fail

One of the prominent wholesale firms in Denver, Colo., Dix & Mathis, have gone into liquidation and the affairs of the concern are now being wound up for the benefit of the three creditors, Bondy & Lederer, Eitel & Cassebohm Co., and F. Garcia & Bros. Representatives from each of these firms decided to close the business after having held a conference.

The jobbing firm of Dix & Mathis was organized over three years ago. They were well known and popular salesmen and their failure to keep the concern on a paying basis has caused much regret among their friends. Mr. Mathis will again go to selling, working for F. Garcia & Bros. in that district.

Horn & Co. Open Two Branches

Horn & Co., the large San Francisco wholesale firm, have opened jobbing branches at San Jose and Hanford, Cal., the business at each place being conducted as a separate corporation. The branch at San Jose, Cal., succeeds the business of J. L. Holtum, who will remain in charge, and a similar deal was made at Hanford, where J. F. Johnson is in charge.

Hass, Baruch & Co., in New Building

Haas, Baruch & Co., wholesale grocers and cigar merchants of Los Angeles, Cal., are now in their new five-story concrete building, where they have the finest facilities for handling cigars in Southern California. They had built in the building a humidor to accommodate a large stock, lined with tile, and equipped with the most modern ventilating and moistening apparatus.

Hemenway & Moser to Distribute "Carabana"

Hemenway & Moser, of Seattle, one of the leading jobbers of that section, have taken on the distribution of the "Carabana" cigars for the State of Washington and will shortly make an extensive campaign on them. This line of goods has been handled by Mason, Ehrman & Co., of Portland, who are no longer in business. The cigar was placed with Hemenway & Moser by Harry Erlich, of the Erlich Manufacturing Company, the makers, while on a recent trip to the Coast.

The "La Sucrena" cigar, of Luchs, Luckett & Lipscomb of Philadelphia, has been taken on by the William A. Hoelscher Cigar Company, of St. Louis, and will be pushed aggressively in that territory. The manufacturers have a reputation for a fine piece of goods and it should have no difficulty in taking a strong hold on the smokers in St. Louis and vicinity.

Jobbing Trade Items From All Parts of the Country

M. Fritz & Sons, of St. Louis, are now distributors for the "Rio Vista" brand of cigars, made by Calero & Co.

The wholesale house of Wooley & Co., of Seattle, who are one of the largest importers of Manila cigars on the Coast, have moved to their new location near Third avenue and Madison street. They consider this a much better location, especially for the retail end of the business.

The progress made by Bier, Saalberg & Co., of San Francisco, in the distribution of "Ruy Lopez" clear Havanas, is even more than was first wished for. By means of aggressive salesmanship and attractive window displays, this high-class product is more popular than ever.

Frankel, Gerdts & Co., of San Francisco, have secured Fitzpatrick Bros., of Honolulu, as distributors of "Natividads" in the island. They are experiencing great difficulty in filling the demand for some of the sizes on these goods.

H. Bercovich, the San Francisco tobacconist, who recently took up the distribution of the "Webster" cigar of Y. Pendas & Alverez, in addition to the Martinez line, reports an excellent sale on this famous brand.

Boltz, Clymer & Co., of Philadelphia, are meeting with great success through the Northwestern States on their "Palencia," a clear Havana cigar. Their representative in that region, J. D. Waterman, has opened a number of new accounts and is much pleased at the outlook.

The Edward Wolf Company, of San Francisco, have taken on the agency for the La Prueba cigar factory, of Manila, and is now awaiting shipments on the new line.

The Struby-Estabrook Mercantile Company, of Denver, Col., have recently issued their new yearly Price Current, which shows pictures of every one of their twenty-four salesmen. It is an attractive booklet and has caused much comment.

Wooley & Co., of Seattle, Wash., are making a heavy drive on Manila smokes. One shipment of cigars recently received consisted of 100,000 of the "La Flor de Minanga" brand, which they will distribute on the Coast and in Alaska.

The firm of George A. Kent, of Binghamton, N. Y., has placed the distribution of the "Cuban King," one of their nickel smokes, with R. Kuerzee, of Oakland, Cal., and G. L. Holtum, of San Jose, that State. Mr. Willard, their representative in the West, handled the deal.

M. Blaskower, a San Francisco jobber, has taken on the "El Salto," a Porto Rico brand, and reports excellent results.

Glaser Bros., of San Francisco, report that upon the arrival of Dave Froelichstein, the Pacific Coast representative of the Hernsheim Co., of New Orleans, from that city, they will open a big campaign on the "King's Court" cigar, a Hernsheim product. They are now pushing the "John Drew," a nickel smoke.

One of the latest wholesale cigar houses to start on the Pacific Coast is that of the West Coast Cigar Company, of Seattle. They are located at Fourth and Cherry streets.

Walter Jackson, Albany, Ore., is one of the progressive jobbers in his section. He handles "Charles the Great," "Webster" and "Vassa" cigars, which are shipped to him direct from the factory. He, at one time, was with the Rosenfeld-Smith Co., a large tobacco concern in that region.

Sig Sichel & Co., of Portland, Ore., recently received their first shipment of a new Manila cigar, made by E. A. & Otto Weber. The shipment consisted of 110,000 of these smokes, which were manufactured in eight sizes.

Wildman & Co., of Portland, Ore., have been experiencing great difficulty in supplying enough of the "44" cigar, made by the Lipshutz factory of Philadelphia, to their patrons in that territory. This is due in part to the great demand and also to the delay in the shipments.

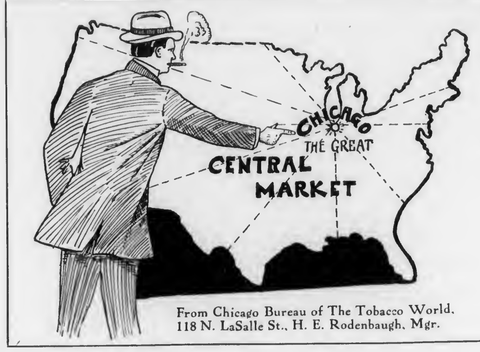
One sign of the increasing popularity of the Manila cigar, on the Pacific Coast, has been the taking on of the Helios line by the National Grocery Co., of Seattle, Wash. This firm, like many others on the Coast, has hardly been able to supply the demand for Manilas, which at one time were almost a drug on the market in that section.

The A. S. Goodrich Company, of Milwaukee, have been compelled, by reason of their increased trade, to inaugurate an auto delivery service, which has been a great success. This progressive firm has been featuring the "San Felice," made by the Deisel-Wemmer Co.; the "Cinco," Otto Eisenlohr & Bros., and the "Equity" cigar, manufactured by W. K. Gresh & Sons, of Norristown, Pa.

J. J. Gans & Bros., the large jobbing house of Los Angeles, has been compelled, within the past month, to nearly double their force of salesmen. This has been caused by the enormous business they have been doing on the "Tom Keene" and "Lawrence Barrett" cigars. Bob Gans, of this firm, who is one of the best-known salesmen on the Coast, has been covering the San Joaquin Valley. J. J. Gans & Bros. claim to have sold over 300,000 "Tom Keenes" during the month of June.

The J. B. Moos Company, of Cincinnati, will shortly have new quarters. President G. J. Brown, of the firm, recently entered into a ten years' lease for a new building at Sycamore street and Fifth avenue, which will be ready for the new occupants in several months. The rental is said to be $9000 a year.

The Peglar Cigar Company, of Denver, Col., are growing faster than any one of the younger wholesale cigar and tobacco houses in that section. With six men selling goods for them, they are making a feature of the "Judge Temple" cigars in three sizes of the ten-cent ones, and one in the five-cent size. These goods are made for them by the Spietz & Worch branch of the United Cigar Manufacturers' Company. The Peglars are also pushing the "Dave Warfield" cigar in two sizes, which they distribute for Tietig & Son, of Cincinnati.



From Chicago Bureau of The Tobacco World.
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

June Big Month for Chicago

Large Increase in Tobacco and Snuff Output---G. W. Peterson & Son Incorporate---Max Rabbin Opens Buffet and Cigar Store.

CHICAGO, July 12.

BUSINESS in Chicago has been very good the past two weeks, and there is a better feeling apparent now than at any time in the past two months. Practically all the down-town stores reported a constantly increasing volume of trade, and the outlook for the rest of the summer is excellent. With all these favorable conditions, the retailer is feeling pretty good. Retail activity, of course, stimulated the business of the jobber and everybody concerned has felt its beneficial effects. Outlying stores, also, stated that business was considerably in excess of the corresponding period a year ago.

The Best & Russell Company is negotiating with E. F. Keebler & Co., real estate agents, for the corner store at Van Buren and State streets. The deal has not been closed yet on account of the high rental asked. The corner in question is one of the best in Chicago, and opposite a United cigar stand.

Big Month for Tobacco Manufacturers.

According to figures obtained from the Collector of Internal Revenue June, 1912, proved a record breaker for the sale of tobacco stamps. Snuff, also, exceeded all previous receipts. Cigars and cigarettes, however, did not come up to the average. Here are the figures for June, with comparative statement for three years.

	Cigars and Cigarettes.	Tobacco.	Snuff.
1912	$58,334.70	$137,171.35	$43,713.75
1911	60,196.13	123,855.57	32,138.18
1910	63,954.70	124,351.70	25,006.23

Among tobacco salesmen in this city recently were: Val. G. Keogh, of John W. Merriam & Co.; N. B. Shapira, of M. A. Gunst & Co.; John H. Boltz, of Boltz, Clymer & Co.; M. J. Levi, American West Indies Trading Co.; John Glossinger, president Manhattan Briar Pipe Co.; William Phillips, of Corral, Wodiska y Ca.

W. G. Anderson, cigar buyer for the Fair, is in New York.

L. J. McKinnon, of E. P. Cordero & Co., New York, was in Chicago the first week in July, leaving for St. Louis on July 8. He placed the "Mi Hojar" brand with Best & Russell Co. Mac says: "Just wait until September and see my new brand, 'El Cordero.' Then watch my smoke—all rings."

The cigar privilege in the Central Drug Store, State and Washington streets, has been leased to Garcia, Puente & Candia, cigar manufacturers, located at 167 North Franklin street. This was formerly controlled by the Schaffner-Collins Co.

S. R. Moss Co. Pushing "Flor de Moss."

The big advertising campaign made by S. R. Moss Co., of Lancaster, Pa., on their "Flor de Moss" cigar, was inaugurated recently. Five hundred window displays appeared simultaneously, the company paying a handsome sum for the privilege. That the campaign was effective is attested by the fact that more than a quarter million cigars were sold to retailers the first week. Dan Lamont, the factory representative, and known as a hustler, was in charge of the campaign. Manny Blanc & Co. are the Chicago distributors.

Frank Bowden, Cottage Grove avenue and Thirty-ninth street, reports business good. This is the old Captain Fowler place, which did a big business during the slot-machine period. Bowden carries a full stock of all popular brands of cigars and cigarettes.

The North American restaurant, Monroe and State streets, opened July 6. They have a large cigar department. The opening order on this department for cigarettes and tobacco was given to Best & Russell Company.

With the purchase of the property at 1205 Milwaukee avenue, by Bernard Weinstein from Frank Kenziora, the rent on the two-story frame building occupied by the United Cigar Stores Company, at that location, was increased two and one-half times the figure they had been paying. This block is regarded as one of the busiest on Milwaukee avenue.

T. E. Remey, wholesale cigar dealer of Dallas, Texas, was in Chicago on a business trip last week.

Sam Arndt, who formerly had five cigar stores in Rock Island and Moline, Ill., is now with the Sol Kohn Cigar Company, of Coffeyville, Kansas.

Ruth Elizabeth Armstrong, daughter of Wm. F. Armstrong, manager cigar department of Sprague, Warner & Co., was married a few weeks ago to Lionel G. Tompkins.

G. W. Peterson & Son Incorporate.

G. W. Peterson & Son is a recent Chicago incorporation. They will deal in cigars and tobacco. Capital stock is $1,200, and the incorporators are: Carl T. Cimlund, Nels J. Johnson and Joseph I. Simon.

F. E. Johnson, vice-president of the Havana-American Co., was in Chicago recently.

Burglars seem to have a fondness for the store owned by A. M. Carroll, 729 North State street. At any rate, it has been robbed no less than thirteen times in the past eleven years. Six months ago about $200 worth of cigars were taken. Last week robbers came again, and this time took only $100 worth of cigars and $12 in cash. In all the raids it seems that the robbers have been most discriminating, taking only the select brands of smokes.

William Massover has just established a cigar store at 3906 Ellis avenue. The place is well located and all the leading brands of cigars are carried.

San Senci Park, for many years a "white elephant," is said to have been leased to a syndicate for a term of twenty-five years and will be converted into a place of amusement similar to the Bismark Garden on the North Side. It is said a Chicago brewery paid $100,000 for the privilege of selling beer in the park.

Geo. Wieslow, Western and Southwestern representative for Rosenthal Bros., has recovered from an operation for appendicitis. Several weeks ago Mr. Wieslow was compelled to return from his trip and undergo the operation, which, I am happy to say, was a success.

A new member of the La Salle Hotel cigar department is Otto Schaeffer, formerly manager of the tobacco department of Steele-Wedeles Co. and of the cigar department of Shepard, Strassheim & Co.

Best & Russell Co. have put a new man on in Indianapolis, A. T. Farrish. Mr. Farrish works locally and also conducts a retail store in his own name.

The Harmonica Hotel Company, a subsidiary of the Auditorium Hotel Company, has leased from the Bradford Hotel Company the seven-story brick building at 39th street and Indiana avenue, which will be remodelled at the expense of $50,000 and opened as a European and American family hotel September 1st. The Bradford Company formerly occupied this building, but have moved over to their new building at 39th street and Michigan avenue, where they have an attractive cigar stand.

Max Rabbin Opens New Stand.

Max Rabbin has opened a new buffet and cigar store at 31st street and Cottage Grove avenue. The fixtures alone cost approximately $10,000, and special attention will be given to the cigar department.

L. E. Sandos has returned to his old love, namely, the Havana-American Company and is again selling "La Preferencia" and other brands well known to the smoking public.

Manuel Vega, of the firm bearing his name, has gone to Cuba to make the necessary purchases of tobacco for his factory.

Albert Breitung, one of the "Big Five" of this city, will return from Europe the latter part of the month.

Friends of Congressman Mott, of New York, entertained him at the Congress Hotel during convention week. It will be remembered that it was this Congressman who had charge of the anti-coupon legislation in the House of Representatives.

G. W. Faber now has his Chicago office at 75 East Harrison street, where he has a large vault to keep cigars and cigarettes. Among the imported goods he carries are "Balmoral," "Aguila de Oro," "Corona," "Manuel Garcia," "Alonso," "Villar y Villar" and "Rosa de Santiago," and some of the American cigars are "Flor de Cuba," "Welroy" and "La Fama Universal." Prominent among the cigarettes are "Schinasi," "Fatima," "Murad" and "Nestor."

S. D. Otis has purchased the cigar business of Ethan Myer at 502 East 31st street, the former owner having gone to Wyoming.

Grommes & Elson have vacated their old stand at Franklin and West South Water streets and now occupy the new building at Wilmot and Robey streets. Their well known "Ben Bey" brand will now be pushed more extensively. The full description of this plant was told in these columns a month or six weeks ago.

Harry Looker, traveling city trade for Clarence Hirschhorn & Co., is wearing a blue tie. Says no vacation this year. Reason—can't get enough "Little Toms" to fill orders on account of the strike at the United Cigar Manufacturers Company's factory.

Tom Slader, the South Side jobber, is now in his new building, 5034 South Ashland avenue. Tom is very proud of his skyscraper, and has increased his business materially in the new location. He is featuring a new brand, "Josetta," a 5 cent Havana, made by Storm, Fisher & Co., New York.

The Central Drug Company, on Evanston avenue, who recently had a fire, are rebuilding the place and putting in a large cigar department.

An attractive cigar store, which has been named "The Mascot," has just been opened at 26th street and Indiana avenue by Messrs. Fred and "Bud" Fogg. The new owners are young, aggressive men, and have installed the latest zinc-lined wall cases and most up-to-date show cases. They are carrying all the leading brands and there is every indication that they will develop an excellent business in Automobile Row.

Wm. Best, Jr., has returned from an extended Southern trip.

Quarter and half page advertisements, exploiting the merits of "Xebo" cigarettes, have been appearing in the local dailies. This brand is now well placed with the dealers.

It is nothing unusual to see even a druggist with 12 or 15 different cans on his show case; almost looks like a delicatessen shop. Best & Russell Co. puts out "Hand Made," "San Marco," "Potter Palmer" and "Palmer House" brands; Breitung features "Havana Merits," Geo. Knight has his "Frat," Monroe pushes "Elcado," and there are a number of brands not so well known.

It is hard sometimes, no matter how you try, to kill off an old brand, as somebody will want some. I noticed in Best & Russell Co.'s stock the brand "Yellow Kid," which was the first brand Kerbs, Wertheim & Schiffer sold to Best & Russell Co., about fifteen years ago. It was advertised at that time in a rather unique way and made quite a success.

For the fourth time in two years burglars entered the cigar store of H. R. Sweezy, 116 North La Salle street. This time but $4 or $5 in cash was taken and $60 in stock; also, revolver belonging to Mr. Sweezy, Jr. The cigar store is directly opposite the City Hall and visible from Chief Schnettler's office. The burglars entered by unlocking the lock with a skeleton key and jimmying the bolt. The next day two men were arrested while in the act of breaking into a place in West Lake street. The police believe they captured the parties who entered Sweezy's store.

An unusual method of advertising was used by W. Kirkebusch, representative of Liggett & Myers Tobacco Co., at the Republican convention. Immediately after the nomination of President Taft he had distributed to all the delegates a booklet of political information containing a picture of President Taft and carrying their advertisement.

C. H. Storm, of Storm, Fisher & Co., New York City, has returned from a trip to St. Louis and Kansas City.

The United Cigar Manufacturers are shipping 15,000 Palmer House "Invincibles," 5 cent cigars, daily to Best & Russell Co. "Some" business on a private brand.

Bill Bailey is now working the city trade for Franklin McVeagh & Co. Bill is the man who put the "Frat" cigar for George Knight on the Chicago map.

A big city campaign is being made by Chas. Donovan on the "R. B." nickel cigar. A number of displays were noticed all over town and some newspaper advertising was indulged in.

Wm. Green has bought out Nathan Myer, 330 North 35th street, and will conduct the stand at that place in the future. Mr. Green is studying for the stage.

The brand "Artensa," made by Theobald & Oppenheimer, of Philadelphia, and jobbed by Best & Russell Co., is gaining in sales monthly. The label is a portrait of a Chicago belle, friend of Charles Storm's, who started the brand.

The sympathy of the trade is expressed to Wm. Best, president of Best & Russell Co., on the death of his sister, Mrs. Mary Lytle, who was buried from his residence, 4616 Ellis avenue, on Sunday, June 30th.

Howard Miller has opened a cigar store at No. 1169 South Wabash avenue.

The cigar department shared in the benefits of the complete renovation of the Grand Pacific Hotel to the extent of $300. It now has a 25-foot cigar case and a new humidor that holds 150,000 cigars.

L. O. Rand, 4802 Sheridan road (Chicago headquarters) is traveling for E. M. Schwarz & Co. and Jose Lovera & Co.

Among the out-of-town visitors noticed among the trade were: A. Guedalia, president of Guedalia & Co.; Dan Lamont, of S. R. Moss & Co.; doing work for their distributors, Manny Blanc & Co., on the "Flor de Moss," C. E. Gilman, of Lowden Cigar Company, Key West; A. Boyd Wilson, of the P. C. Fulweiler & Bro. Co.

Louisville Tobacco Warehouse Co. Absorbs Concerns

New Deal Will Make Lexington the Largest Loose-Leaf Market in the Country—Pay $108,000 for Two Plants

LEXINGTON, KY., July 6.

A BIG tobacco warehouse merger, by which the Louisville Tobacco Warehouse Company secures a large share of the capital stock of three loose leaf warehouses, was closed ten days ago. The combine paid $48,000 for the Shelburne and $60,000 for the Lexington Warehouse.

The Fayette Warehouse Company was not taken over as the directors of that company have not yet decided to join the working agreement.

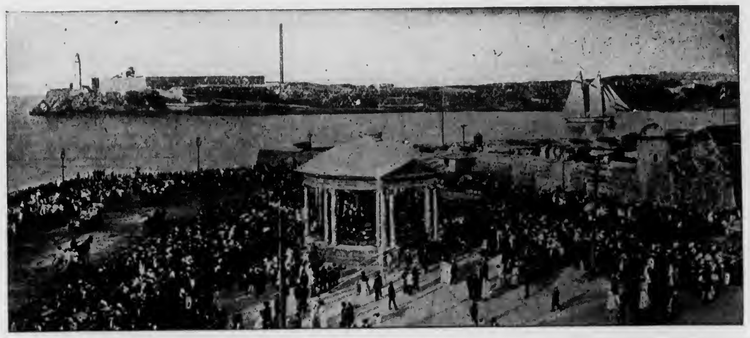
The houses to enter the agreement were the Central Tobacco Warehouse, the Growers' and Stivers' Warehouse. This will make Lexington the largest loose-leaf market in the country and its facilities for selling, re-drying, hauling and shipping unsurpassed. The price for selling will be fifteen cents per hundred pounds and two per cent. commission, the same as have prevailed in the past.

The Sanitary Cigar Salesman Company has been incorporated in St. Louis, Mo. The incorporators are G. H. McClain, R. H. Natrons. They will manufacture, buy, sell and deal in automatic cigar vending machines. The capital stock is $10,000 common and $10,000 preferred.

Smallest Retail Cigar Store in the World

Possibly the smallest building in the world devoted exclusively to the sale of cigars, is located at 316 South Michigan avenue, Chicago. The store, which is shown below is one of the Albert Breitung "chain," is one story in height and covers a ground area of about 12 by 20 feet. The interior is handsomely finished in mahogany. The building, situated as it is, in the heart of Chicago's hotel and fashionable shops section, attracts many visitors. It occupies the highest priced realty in the city.

One of the Albert Breitung Stores in Chicago, said to be the Smallest Tobacco and Cigar Building in the World



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, July 9.

THE improvement in our leaf market has continued, although while the sales have shown a larger volume, they consisted of low grades to more than one-half of the total quantity for export to Germany, and what is the worst feature, prices for them have declined on the 8a and 6a; only the loose leaves have maintained their former figures. Our packers and dealers state that the prices which they can only obtain for the former classes barely cover the cost of making the bales, therefore the Remedios tobacco has to be given away virtually. The outlook for the future is indeed very gloomy for all packers of Remedios tobacco, as they can hardly expect to reimburse themselves sufficiently later on, this coming fall or winter, on the first and second capaduras for the North. Some farmers that refused to accept the offers made to them for their bundled tobacco are now packing on their own account, but perhaps they may find out later on that they have been foolish in doing so, as they may encounter the same difficulties in disposing of their escojidas at prices to leave them anything above the cost of the making of the bales. Therefore it seems that the big crop of Remedios this year has been no blessing to the farmers that have not sold their crops yet, or to the packers that paid too high prices, nor to the exporters to Germany, which have been shipping for their own account, as we understand the markets in Germany have declined to such an extent that all late shipments will leave a heavy loss. The only people that may be benefited are the German manufacturers, which may be able to buy Havana tobacco at exceedingly low figures, below the cost of production. In reality, the large crop has proven to be a calamity to most people interested in the growing, handling and exporting capacities.

The American manufacturers from Tampa and Key West have individually operated only to a moderate extent, thinking perhaps that there is no hurry to lay in big stocks, when the crop is large, although the aggregate will figure up to a fair extent. Our local manufacturers have also purchased sparingly so far in the Havana market, while a few of our large ones have however acquired larger quantities in the Vuelta Abajo direct from the vegueros, that are known to raise a superior crop.

As the receipts from the country have been very heavy already, averaging close on to 15,000 bales per week during the last three weeks, we shall have sufficient stocks in Havana for our summer customers that like to spend their vacations in our beautiful tropical climate.

Sales during the past fortnight totaled 8,467 bales, or detailed consisted of: Vuelta Abajo, 1,749; Partido, 2,034, and Remedios, 4,684 bales.

Buyers were: Americans, 2,935; exporters to Europe, 4,380, and our local cigar and cigarette manufacturers, 1,152 bales.

Exports of leaf tobacco from the port of Havana, from June 17th to June 29th, were:

To all ports of the United States	5,438 bales
To Bremen and Hamburg	4,356
To London	24
To Buenos Aires and Montevideo	202
Total	10,020

Receipts of Tobacco From the Country Were:

	For three weeks ending June 29, 1912.		Since January 1, 1912.
Vuelta Abajo	15,971 bales		26,276 bales
Semi Vuelta	2,462		4,226
Partido	3,758		7,151
Remedios	22,287		46,094
Mayari	12		1,077
Total	44,490 bales	Total	84,824 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals—From Tampa. José and Manuel Escalante, of José Escalante & Co.; Claudio Diaz, of Bustillo Bros. & Diaz; R. B. Quiros, of Quiros, Villazon & Co.; Salvador Rodriguez, of Salvador Rodriguez & Co., who owns the famous "Charles the Great" factory in Tampa.

From Key West: E. H. Gato, Jr., of the E. H. Gato Cigar Co., and Antonio Maseda, of Maseda y Hno.

From Chicago: Manuel Vega, of Manuel Vega & Bro.

From New York: I. Bernheim, of J. Bernheim & Sons; Victor Mancebo, of Muiño & Mancebo.

Departures—To New York: Sidney Goldberg, B. Castellanos, I. Bernheim and Henry Bernheim.

To Tampa: Angel Cuesta, Celestino Vega, Val M. Antuono, Claudio Diaz, José Escalante and Manuel Escalante.

To Key West: Antonio Maseda.

To Chicago: B. Martinez.

To Boston: Albert W. Kaffenburgh.

Returned—From New York: Max Stern.

From Europe: Hermann Prasse.

Cigars.

While the statistical position of the industry, as regards the exports of cigars from the port of Havana during the first half of the month of June, gave us hopes that we had rounded the corner, and that henceforth we should be gaining again, we were however badly deceived, as soon as we looked at the figures for the second half, as the resume of the whole month indicates a further shrinkage of over one million and three hundred thousand cigars. During the first six months of this year we have fallen behind over ten and one-half millions, as compared with the year 1911. This is indeed a truly disheartening outlook, and it will perhaps not be such an easy matter to regain our losses during the remaining six months of this year, although we fervently hope so. There have been causes that explain this shrinkage, the frequent strikes of the laboring classes in Great Britain and the Presidential election in the United States have been the principal drawbacks in the lesser exports to our two chief customers, and with a termination of them we may eventually regain our dwindling trade. Whatever the outcome of the coming election might be in the United States, we hope that the next Congress may reduce the duties on cigars to such a figure which would give us a chance to increase our exports materially, as it seems impossible to make any reciprocity treaties with other countries that would be approved by the American Government, therefore our only hope of expansion lies in the good will of our sister republic.

The official figures of our custom house returns are as follows, viz.:

From June 1, 1912, to June 15, 1912	5,480,910	cigars
From June 1, 1911, to June 15, 1911	4,096,583	
Increase in 1912	1,384,327	
From June 16, 1911, to June 30, 1911	9,015,895	
From June 16, 1912, to June 30, 1912	6,297,628	
Decrease in 1912	2,718,267	
Total exports from January 1, 1911, to June 30, 1911	89,541,876	cigars
Total exports from January 1, 1912, to June 30, 1912	78,947,514	
Decrease in six months in 1912	10,594,362	

H. Upmann & Co. report that they have enough orders on hand in their celebrated H. Upmann factory, corresponding to the season of the year we are in, and they have been making some fair-sized purchases in the Vuelta Abajo, direct from the farmers, amounting to around 2,200 bales. Among them we have heard that they acquired the famous vega of "Manuel Valle" of San Juan y Martinez, the no less celebrated vega "La Luisa" of Rio Seco. The former will yield about 1,200 bales when the packing shall have finished and the latter 500 bales. Besides they have secured another vega in Rio Hondo of about 550 bales.

Romeo y Julieta are normally busy, and have also secured a little over 2,000 bales of choice lowland Vuelta Abajo vegas already, but being still on the lookout for more. Some of the names of the vegas are "Chavez," "Geronimo Lazo" and "La Leña."

Partagas is working steadily on a good order slate for all the principal countries of the world with the same force of cigarmakers. They might increase them already, but Don Eustaquio prefers to wait until August before doing so in order to find out two things, whether the new leaf will be in an advanced enough condition to work heavier and whether the orders may continue to come forward as they have been doing of late.

Sol is receiving orders right along, as the new blend of its cigars, some old and some new fillers, has given great satisfaction and have been universally approved of by its customers.

Castañeda reports a very satisfactory state of business, as the owners did not have the number of their cigarmakers reduced since the beginning of January, a fact which perhaps no other factory could boast of.

The principal factories of the Henry Clay and Bock & Co., Ltd., continue to work with full force.

La Diligencia has enough orders on hand to be kept busy.

The Elite factory of Felipe Rodriguez & Co. cannot complain, as the calls for their "Flor del Fumar" are fully in keeping to the season. Don Francisco Herrero has purchased already above 250 bales of the very best Vuelta Abajo, lowland vegas, and is actively searching for similar vegas.

The Eden factory states that business has improved, as orders are arriving more freely.

Other factories are complaining, however, that business has not improved with them yet.

Buying, Selling and other Notes of Interest.

Since the death of Evaristo Estenoz, the pretended President of the to be established negro republic in this island, the rebels have been so actively persecuted that there are only a few bandits left dispersed in small groups of from two to four men, and it is said that the former general-in-chief, Ivonet, shall have been wounded and is in hiding in some cave with only one companion. The bulk of the American men-of-war have left the island, and a part of the regular troops and volunteers have been retired or disbanded from the infected district in the province of Santiago de Cuba. So this disturbance is fortunately over.

The appearance of one case of the bubonic pest has alarmed some people considerably, but as our health board is taking active steps to prevent the spread of the same, it is to be hoped that we shall be spared a serious epidemic of this character.

Gonzalez & Benitez were the biggest sellers during the past fortnight, to the extent of 890 bales.

Adolfo Moeller was the largest buyer and shipper to Germany, having dispatched 1,699 bales of tobacco.

Herrera, Calmet & Co. sold 500 bales of Remedios during the last two weeks.

Sobrinos de A. Gonzales made sales amounting to 450 bales of all kinds of leaf.

J. F. Berndes & Co. were very large buyers of Remedios in our market, having acquired and shipped 1,111 bales.

Albert W. Kaffenburgh, senior partner of the great house of I. Kaffenburgh & Sons, of Boston, New York and Havana, returned from the country on the 27th ulto. and sailed for his home in Boston on the 2nd inst., per S. S. Morro Castle; told us that their house had already six escogidas going in the Santa Clara province, having bought enough bundles of leaf to make about 13,000 bales of leaf. It is known that they have paid full prices, but also that they have secured the pick of this year's crop. Any bales that bear the mark of I. K. & S. are a guarantee of being packed as clean as corresponds to the class, and to contain the choicest part of each year's growth. They sold 300 bales during the last two weeks.

M. A. Gunst & Co., Inc., bought 500 bales of new Vuelta Abajo and Partido, through their local representative, José A. Lozano, for their famous Van Dyck factory.

José C. Puente disposed of 400 bales of Remedios and Partido.

H. Upmann & Co. bought for export 456 bales of leaf during the past two weeks.

Rz. Bautista & Co. closed transactions amounting to 300 bales of old leaf.

Cuesta Rey & Co. added 350 bales to their previous purchases.

Menendez & Co. sold 280 bales of their fine Remedios packings.

The E. H. Gato Cigar Co. were buyers of 350 bales of leaf.

Camejo & La Paz turned over 282 bales of their choice Vuelta Abajo holdings.

Leslie Pantin operated in our market to the extent of 350 bales of tobacco for account of his customers.

José Menendez was a seller of 237 bales of Vuelta Abajo and Partido.

Vincent Planco bought, previous to his departure from here, 300 bales of extra fine, new Vuelta Abajo and Partido leaf for his firm of Ruy Suarez & Co.

Gutierrez & Diehl sold 200 bales of leaf during the past fortnight.

José Otero acquired 200 bales of new lowland Vuelta Abajo vegas.

Muñiz Hnos closed sales of 175 bales of Remedios to their customers.

H. H. Strater was a buyer and shipper of 101 bales of Remedios to Germany.

José F. Rocha disposed of 100 bales of Partido and Remedios.

Mr. Max Stern returned on July 3rd by the S. S. Saratoga from New York, and we are exceedingly glad that Mrs. Stern has entirely recovered from her late illness.

Mr. Hermann Prasse, of the firm of Michaelsen & Prasse, returned on July 2nd by the S. S. Corcovado in the best of health.

Mr. Ernest Ellinger had gone to the Vuelta Abajo to look over the ground, but finding the prices too high he only selected one vega of 300 bales from San Juan y Martinez.

Principal shippers above 200 bales from the port of Havana during the last two weeks were: Adolfo Moeller, 1,699 bales; J. F. Berndes & Co., 1,111; Sylvester & Stern, 732; H. Upmann & Co., 664; J. Bernheim & Sons, 594; Silveira & Co., 343; Bridat & Co., 286; Leslie Pantin, 255; Manuel Suarez, 221, and Ernest Ellinger & Co., 206 bales.

ORETANIV.

Prices Soar at Tenth Amsterdam Inscription

At the last spring inscription sales, held in Amsterdam on July 5th, prices went up to an unprecedentedly high level, so much so that the United States, formerly the heaviest buyers, were purchasers of but fourteen hundred bales.

Among the heavy purchases of the American firms were: A. Cohn & Co., 895 bales; A. Blumlein & Co., 163 bales; E. Rosenwald & Bro., 135; American Cigar Co., 135, and Otto Eisenlohr & Bro., 88.

Frank Comstock Acquires Two Stores

Frank Comstock, of Denver, Colo., who has been operating a cigar stand in the Gas and Electric Building, that city, has purchased two more stores from the William A. Stickney Cigar Company, one at 1027 Fifteenth street and another at 1529 Curtis street. He is making a number of improvements in the new locations.

One of the latest Ohio companies to organize is the Brooksville Leaf Tobacco Company, with a capital of $10,000. Arthur J. Schaffer is the incorporator.

Pittsburgh Has Another Fine Russell Store

One of the finest and best equipped stores in Pittsburgh was opened there last week. It is the new establishment of R. Russell and Co. and is located at Federal street and Penn avenue. The store is fitted up in the best possible manner and has attracted much favorable comment. It is the last and admitted to be the best of a chain of stands operated by the Russell Co. in the "Smoky City."

Among the many brands carried are the "Ruy Lopez," Ruy Lopez Co.; "Partagas," "Romeo y Julieta," "Bock," "Manuel Garcia," "Henry Clay," "Sol," and many others.

$25,000 for Collection of Tobacco Statistics

Senator Bradley, of Kentucky, recently introduced an amendment to the Sundry Civil Bill appropriating $25,000 for the collection of statistics of the quality of leaf tobacco in all forms in the United States. This is in accordance with the provisions of the Cantrill Bill.

A. N. Franklyn, who recently arrived in Lewiston, Mont., from Goodland, Ind., has opened a cigar factory in the former town. His leading brand will be known as the "Judith Basin."

Booming Tampa-made Cigars

Manufacturers Will Advertise Extensively—Funds for Publicity to Be Derived from Sale of Special Stamps

BERRIMAN BROS., cigar manufacturers, with their principal factory at West Tampa, Fla., and their head office in New York, are taking the lead in a movement to organize the large manufacturers of clear Havana cigars of Tampa into an association which will advertise the cigars and guarantee their quality to the smoker. Their plan, as explained by one of the Berrimans, is to get in the association a dozen or more large factories, with a total output of 100,000,000 cigars a year.

The association will, by means of a stamp, similar to a revenue stamp in some respects, guarantee the box to contain nothing but clear, all-Havana cigars, Spanish hand-made. The stamps will sell for $1 a 1000, which will give the association from the sale of the stamps to its members $100,000, which is to be used in advertising the stamp as the mark of the quality cigar.

The project has many good points, and some such association comprising every Tampa factory, and advertising all Tampa cigars, would doubly assure Tampa's supremacy in the cigar manufacturing field. Whether Mr. Berriman's idea is restricted to a few, or whether it can be broadened to include the entire field, is not known as yet. The idea of a Tampa association to advertise the Tampa cigars, each member paying proportionately to the number of cigars he manufactures, has been advocated before Mr. Berriman began his plans for an association, and it is certain to take a hold some of these days and produce results for every Tampa manufacturer.

Mr. Berriman was accompanied to Tampa by Mr. Kastor, of the firm of Kastor & Co., an advertising agency with headquarters at Chicago, who, working with and under the instructions of Mr. Berriman and other manufacturers in the Tampa clear Havana industry, has perfected a plan for a campaign of advertising of considerable magnitude. The plan is to use the leading periodicals and conduct a campaign of education based upon the superiority of the clear Havana cigar, as made in Tampa. The advertising will not attempt to specify any particular brands, but will cover all brands produced under the guarantee of the factories that join in the movement. It is said the campaign for the first year will carry an expenditure of approximately $100,000.

Cigar and Tobacco Store of Wingard & Hamman, Long Beach, Cal.

Retail Briefs

The Men That Blaze the Trail

J. D. Robertson has opened a new retail cigar store at Mesa, Arizona.

Korreman & Dossin have leased the cigar stand in the Warnock Building, Meriden, Conn.

O. A. Bahns, of Columbus Junction, Ia., has opened up a retail cigar store and factory in that town.

A new cigar store is to be opened at Carogo Lake, N. Y., by Edward Schults, Jr., of Gloversville, N. Y.

James Mumblehead, a graduate of the Carlisle Indian School, Carlisle, Pa., has opened up a cigar store in that town.

The Hascall Billiard Academy, a cigar and pool room at Milwaukee, Wis., was recently damaged by fire to the extent of $10,000.

A new cigar and confectionery store has been opened in the Flatiron Building, Broadway and Pipestone street, Benton Harbor, Mich., by W. O. Kennedy.

C. W. Brown, who has conducted a cigar store and factory in Lisbon, O., for the past nine years, has sold out to R. B. Heacock, of Arizona, who took charge immediately.

John Godbey and David Schein, of Portsmouth, Ohio, have gone into partnership and purchased the Altmont cigar and news stand at Bluefield, W. Va. They took possession immediately.

Manson W. Reiff, a pool room and retail cigar dealer of Bluffton, Ind., has filed a voluntary petition in bankruptcy. The liabilities are said to be about $12,000 and the assets in the neighborhood of $8,000.

Chase Brothers, of Eugene, Ore., have bought the interest of C. O. Foster in the cigar store conducted by Simpson & Foster in the theatre building, that town. Mr. Foster is leaving for Canada.

Extensive improvements have been made to the store of the Lake George Souvenir Company, of Lake George, N. Y. In renovating cigar and other departments, over several thousand dollars were spent, making it one of the best in town.

A cigar store de luxe will shortly be opened at 1020 Tower avenue, Superior, Wis., by Ed. Ennis, of the Hotel Superior, that city. Mr. Ennis expects to open up July 15. According to the plans the store is expected to be the most elaborate establishment of its kind at the head of the Great Lakes.

John T. McCaffrey, who conducted the Royal buffet and cigar stand at 417 N. Sixth street, St. Louis, from which location he was forced to move, has leased the ground floor of the Salveter Building, at 413 N. Eighth street, that city, for a period of five years. He is said to pay an annual rent of $4,500.

Made in Detroit

STIFLING HUMIDITY DULLS TRADE

Moisture in Air Affecting Cigar Stocks—Lillienfeld Bros. & Co. Withdraw Exclusive Distribution of "Corina" Brand From E. M. Harris Cigar Co.

DETROIT, July 9.

IN looking over my notes and jottings of what's doing among the local trade, it occurs to me that the present letter is fitted for the society page of a Sunday paper rather than a trade journal. With the approach of the heated term, members of the fraternity are seeking leisure and diversion and possibly comfort abroad, on the lakes, at their country homes or summer cottages; and some right here on the river, at the ball park, or one or more of the many spots hereabout where a fellow can so easily forget his troubles.

Within the past few days the stifling humidity has taken the ginger out of everybody and out of trade. "Business? Lord, it's too hot to try to do anything." Thus answered one sweltering chap yesterday. And he about expressed the sentiments of the trade in general.

In the humid atmosphere of the past week some pretty good cigars have been spoiled by absorbing too much moisture. Failure to withdraw moistening devices, and lack of circulation are responsible. Good smokes are sensitive creatures. Hot, humid weather can mar the disposition of a fine cigar as well as that of the man who smokes it. A palm leaf fan waved vigorously before the open show case several times a day will do no harm.

Much comment has been aroused by the action of Lilienfeld Bros. & Co., of Chicago, withdrawing the Detroit exclusive sale of their "Corina" brand, made by José Escalante & Co., Tampa, from the E. M. Harris Cigar Company, with whom it has long been a leading feature. So much so in fact, that among smokers "Corina" and "Harris" were closely identified. This action was taken during the recent visit of Eugene Lilienfeld, he offering the brand to other leading cigarists, thus making it an open brand for this market.

A member of the Lilienfeld firm, when questioned about the matter, made the following significant reply: "No man can expect to hold the exclusive sale of any brand of cigars, unless he puts some push and energy behind it."

Although the Harris cigar store is one of the best known in the State, parties long familiar with the methods of merchandising and general atmosphere prevailing there, profess not to be surprised at the jolt administered by the Lilienfelds.

Leaf tobacco sales have been rare during recent days, stocks at factories being apparently provided for. The big plants are very busy, a tale bearing constant repetition. The oncoming of summer and hot weather aggravates the labor situation. Hundreds of operatives fail to appear daily. They stay at home, go picnicing, seek employment at one or other of the hundred neighboring resorts, or find some justification for absence. The poor factory superintendent, trying to wade through a stack of orders, damns everything in general and cigarmakers in particular.

Louis Peters & Co., the old established firm of leaf dealers and packers, expect their Connecticut superintendent and buyer, J. M. McHugh, to be in the city within a few days. Mr. McHugh is a packer of wide experience, and is thoroughly reliable. The purpose of his visit is to report on crop conditions in Connecticut and discuss plans for the forthcoming season.

Louis Peters & Co. have sold their warehouse at Covington, O., to one of the several growers' associations that have lately been organized, in the hope of disposing of tobacco crops to better advantage than selling direct to packers. Poor deluded mortals.

F. C. Gardner, of the F. C. Gardner Company, Fargo, Dakota, stopped on his way home from Florida, to visit the San Telmo factory. Mr. Gardner has considerable property interests in the South and spends the greater part of winter there. The F. C. Gardner Company are very large Western distributors of the San Telmo Cigar Manufacturing Company's "White Beauty," a leading nickel cigar; also of the "Pastora."

Oscar Rosenberger leaves to-morrow night for a ten days' trip, calling on a number of the leading Western distributors of San Telmo products. He expects to spend every night of the ten on the cars, making a record for distance and execution that will far out-class Jack-the-Giant Killer and his seven-league boots.

C. J. Holton, in the new block erected by him at John R. and Adams avenue, concluded building operations had progressed sufficiently to warrant a formal opening of his retail department July 1st. The store presents an attractive appearance, both within and without. Though somewhat removed from the business center of the city, Mr. Holton confidently expects to profit thereby eventually. He declares that his sales equal in volume those made when he first moved into his former location on Woodward avenue, thirteen years ago, and his annual rental is figured now on the basis of $900 as against $3600 then. The bar and liquor business has been discontinued.

Charles Hawkins, until recently head bar man with C. J. Holton, is now manager of Cafe Grande, a position of responsibility and trust which his many friends feel he is eminently fitted to fill.

Tommy Burns has succeeded in temporarily separating himself from the confusion and distraction incidental to the changes and alterations being made at the greatly enlarged Berghoff. As part of the change, the cigar department will have new fixtures, the show case extending to the front window, and more sales space, light and display will be provided.

Tommy is visiting all the principal points at Belle Isle this week, and is having a real good time, b'gosh!

Geo. Sharpe, 18 Michigan avenue, has opened a new stand before McIntosh's Cafe, 55 Gratiot avenue, an excellent location.

Thompson's cigar stand is a new one; in lobby of the Scherer Building, 27 East Grand River avenue. Mrs. Thompson is in charge, carrying no special favorites of her own, but just what her patrons demand of her.

Vic. Ettlinger, Western representative of Emanuel Hoffman & Son, and residing here, will spend the greater part of July and August at New York headquarters.

Sam T. Goldberg, of the Lilies Company, when rigged in baseball raiment, is a noble spectacle. Sam blushingly refuses to permit us to publish his portrait, thus arrayed. He is some ball player, too; believe us. A home run, with the sacks loaded, was one of his recent achievements. They say the ball is going yet.

Metropole stand is having a good sale of "Pippin" and "Traico," made by H. Traiser & Co., Boston. In a letter received by J. B. Girard from Frank Knott, recently appointed sales manager for Traiser & Co., he speaks with genuine satisfaction of the work and results thus far accomplished.

Julia Van Vliet, wife of Moses Van Vliet, manager of the Loyal American Cigar Co., and mother of Nate and Sol Van Vliet, wholesale leaf dealers of this city, died July 2, aged 68 years, at the family residence. Mrs. Van Vliet was born in Holland, but has lived in Detroit many years. She married Mr. Van Vliet in New York City, 44 years ago.

A recent wedding, in which a host of acquaintances feel a friendly interest, was that of Miss Frances Marriott, of Windsor, Ont., to Jno. Campbell, genial sales manager of The Western Cigar Box Co., of this city. The happy event occurred June 16. John is all smiles, even though he has to spend most of his leisure time in Windsor. We are not personally acquainted with Mrs. Campbell, but wish to felicitate her on having won the esteem and affection of so worthy a young man as Mr. Campbell.

T. A. Wadsworth, of the Western Cigar Box Co., sailed for Europe June 25, accompanied by his wife and son, Harold. They will be gone four months, during which they expect to visit Germany, France, Italy, Spain and England.

J. P. Lieberman and wife and family sailed for Europe the same date as Mr. Wadsworth, but not on the same steamer. They will be back about October 1.

J. C. Eichorn, of the Victor Jar Co., is another trans-atlantic tourist; sailing July 2, to be gone till late in September.

Harry W. Watson and family are touring Maine and the New England States in his 90-horsepower Oldsmobile. Happy journey and safe return!

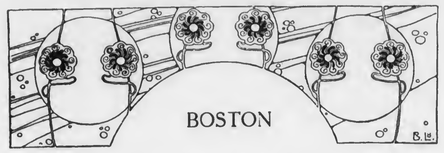
Carl Schott, shipping clerk of Rothschild & Bro., has an eye to business. Recently he acquired a corner on Dietsche's cigar checks, buying them at 50% discount from winners at the counter. He sells them to consumers at a tidy profit. No flies on Carl.

Ben Lesser, of Lozano & Son, was here a few days. It is reported the "Lozano" brand is to be made "open" for this territory.

Ed Lichtig, Philip Morris representative, returned Saturday after a six weeks' trip through the State. He canvassed leading summer resorts thoroughly.

There have not been many traveling salesmen this way since July 1. A few visitors are Mike Rosenfeld, Salvador Rodriguez & Co.; Willis Andrus, F. Garcia & Bro.; Ed. Smerring, S. G. Brown, N. Y.; A. Boyd Wilson, P. C. Fulweiler & Co., Phila.; M. H. P. Heigham, Benson & Hedges, London, N. Y., and Montreal (cigarettes).

S. F. HEAVENRICH.



Conditions in Trade Fair Considering Strike—E. J. Cauley Opens New Stand—Jeremiah Kelleher Acquires Teehan's Cigar Store

BOSTON, July 8.

THE cigar industry around Boston is good considering the conditions, the railway strike being about the same, not settled. The weather is good and beach house and summer resort trade is booming.

A. B. Smith & Co. report business as good, "3-20-8" cigar being in good demand. The Wait and Bond "Blackburn" cigar, H. Traiser & Co., Inc., "Traico" and "Harvard" 10-cent cigar; also the "Quincy" 5-cent cigar, report business as good.

The leaf tobacco men say that business is good, but the collections come in slow. McGreenery & Manning, of Fulton street, Boston, say that the demand for good cigars and accessories was never better.

The Aviation Meet opened last Saturday at Squantum, and thousands crowd that place every day, as the flyers are the best in the country (men and women). Daniel Frank & Co. have the cigar rights at the Aviation Meet and Park.

Hyneman Bros., Milk street wholesalers and retailers, have a very attractive window display of "Hoffman House Bouquets," for which they are distributors in this district, Suffolk County.

The trade here has received notice from S. Anargyros that with every shipment of 1000 Turkish cigarettes, of which 500 are "Ziras," a check of twenty-five cents will be given.

Maurice J. Hamilburg, of 2 Essex street, has the exclusive rights and sale of cigars and accessories at the new and popular cafe near South Station. The "Emino Londres," a fine flavored cigar, seems to have the call there. The "Fraternal Order of Eagles" has placed an order for 50,000 "Erie 45," and 25,000 "Emino Londres" from Mr. Hamilburg.

C. C. Dula, president of the Liggett & Myers Tobacco Co., was in town last week.

The local salesmen of the American Tobacco Co., the Liggett & Myers Tobacco Co. and W. Duke, Sons & Co., have been given a vacation for seven or eight days.

L. D. Mayhew, American Tobacco Co., was in town last week.

The new store of E. J. Cauley, on Boylston street, was opened today. Although a small stand, it is one of the brightest and most attractive on this busy thoroughfare.

Ed Davis has just returned from an Eastern trip and reports business good and growing. He has had large orders on "Girard" cigars.

The new cigarette, "Clix," (W. Duke, Sons & Co.), has arrived, and is being distributed by the jobbers.

A. J. Lynch (El Draco Cigar Manufactory) spent a few days in Boston last week.

Rosenthal Bros. & Bendetson report a fine beach and summer resort trade up to this writing.

Notice has been received here that "Five Brothers" chewing tobacco in five-cent plugs, has been advanced thirty cents per gross.

The Scotten-Dillon Co. has sent to the trade here notice of crop shipment "J," (three pounds) or one butt of "Peachey" plug tobacco, or of "Yankee Girl," will be given gratis for each order for ninety-six pounds of any three of their brands of plug, smoking tobacco, scrap or snuff, not including "Tamarack."

L. E. Scheibe (Ruy Lopez Co.) was one of the trade visitors last week here in Boston and vicinity.

Jeremiah Kelleher, cigarmaker, has purchased Teehan's cigar store, Prichard and Main streets, Fitchburg, Mass.

The new drug store of Gardella & Toohey, 184 Main street, Milford, has been opened.

The W. B. Hunt Co., druggists, opened their fourth store last week. They have one in Malden, one in Cambridge and two in Boston. The new stand is on Union street. Cut prices will prevail. On the opening day cigars were given to purchasers.

The Liggett drug stores made a popular offer last week. In the cigar department one of the features was "El Pristino" 10-cent cigars, which were sold at the regular price, and for one cent more the purchaser received two cigars.

The American Tobacco Co. is out with a profit-making offer to the trade. With Mayo's cut plug, "Fore and Aft' Slice," "Winner," "Patterson's Seal," etc., each carton of five-cent packages contains three ten-cent tins of "Tuxedo," and each carton of the ten-cent size contains three ten-cent packages of "Tuxedo."

Each carton of "Perfection" cigarettes (Wm. Duke & Sons Co.) contains two packages of the new "Clix" cigarettes."

The Nester Gianaclis Co. is introducing its "Ras-Eltin" cigarettes, a 25-cent proposition.

Incorporations

Christ Jensen Whiskey Company, Chicago, $100,000; general liquor and tobacco business. Incorporators: Elise Jensen, Frank Strack and Arthus G. Hoffmann.

Fayette Leaf Tobacco Warehouse Company, Lexington. Changing name to Fayette Tobacco Warehouse Company and increasing capital from $30,000 to $50,000.

C. W. Peterson & Son, Chicago. Capital, $1200. General cigar and stationery business. Incorporators: Carl T. Chinlund, Nels J. Johnson and Joseph J. Simon.

The Virginia Union Warehouse Corporation, South Hill, Va. To deal in tobacco. Capital, $25,000. Incorporators: C. P. Smith, G. F. Graves and C. R. Hamlet, Jr.

The Red Cross Drug Store, Carrollton, Ga. Capital, $15,000. To deal in drugs, cigars, etc. Incorporators: J. M. Carlisle, W. F. Ridley and E. C. Welch.

Omiros Cigarette Co., Inc., Lowell, Mass. Capital, $10,000. To deal in cigarettes. Incorporators: Theodore P. Larmbanis, John F. Lazarakis and George Patajohn.

The Pages Mill Leaf Tobacco Warehouse Co., Columbia, S. C. To buy and sell tobacco. Capital, $5000. Incorporators: J. T. Townsend, L. W. Temple and L. G. Miller.

Gold Dollar Cigar Stores Co., Asbury Park, N. J. To deal in tobacco. Capital, $125,000. Incorporators: M. Glover, J. P. Vaughn and E. Smith.

The Frolich Buffet Co., St. Louis, Mo. To buy and sell liquors and cigars. Capital, $5000. Incorporators: William Westermann, Frank H. Kassen and Bruno Frolich.

Tiffany Cigar Co., New York. Capital, $5000. Incorporator: Joseph Seilberg.

Pace Grocery Co., Sapulpa, Okla. Capital, $15,000. Incorporators: Eva M. Pace, Bessie M. Pace and O. R. B. Pace.

The Greensboro Tobacco Warehouse Co., Greensboro, N. C. Capital, $100,000. To deal in tobacco. Incorporators: W. S. Clary, B. C. Vaughn and A. A. Chandler.

Dodge & Camfield Co., Providence, R. I. Wholesale and retail grocers. Capital, $100,000. Incorporators: Charles H. Dodge, John E. Camfield and Robert E. Foster.

Export Leaf Tobacco Co., Jersey City. To deal in tobacco. Capital, $5,000,000. Incorporators: C. F. Haight, N. H. Busey, Jr., R. B. Nicholas, Jersey City.

M. J. Wolf, of Duluth, Fails

Declaring that M. J. Wolf, a cigarist of Duluth, Minn., was insolvent, the Stone-Ordean-Wells Company, of that city; the Minneapolis Drug Co., of Minneapolis, and the George E. Rolph Cigar Co., of Superior, applied to the United States District Court and asked that a receiver be appointed. It was alleged that Wolf himself admitted, in writing, that he was a bankrupt.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Lancaster County Crop Growing Nicely

LANCASTER, July 10.

FARMERS are pleased at the progress made by the tobacco plants. They say that with the weather as seasonable as it has been the past two weeks, the crop should do splendidly. The plants are in fine condition, and with the exception of a few districts are having no trouble with the usual nuisance, the cut worm. There has been some hail, but it did little damage.

There has been but a slight improvement in the leaf and manufacturing ends of the trade. Leaf men are doing a fair trade, and the majority of the factories are running. Some of the latter are now advertising for hands, which would seem to indicate a slight betterment.

W. S. Gressit, of W. Duke, Sons & Co., and Mr. Palmer of the Scotten-Dillon Co., were recent trade visitors.

The Internal Revenue figures for the Ninth Pennsylvania District, while below the average for June of other years, are what many persons familiar with the situation in this region expected. The statistics show total sales of $178,072.70, which represents the tax on 59,357,560 cigars, a decrease of 5 million as compared with June of 1911. The figures for the past five years are as follows:

May, 1912	61,063,890
June, 1912	59,357,560
June, 1911	64,234,110
June, 1910	63,568,700
June, 1909	58,413,960
June, 1908	62,401,460

R. L. Thornton, who has been connected with the United Cigar Manufacturers' Co., has severed his relations with the concern and will hereafter put his entire attention in his new store at 107 West King street.

One of the late trade visitors in the town was Dan McAdams, who was recently elevated to the position of sales manager of the P. Lorillard Co. He had a crew of men with him, and they made their presence felt in this community by their progressive methods.

Another of our visitors was Daniel J. Simpson, a member of the firm of the Dana-Cates-Simson Cigar Co., of Ironton, O., who stopped in Lancaster for a short time. Mr. Simson will be remembered by the tobacco trade as having been at one time bookkeeper of the S. R. Moss Cigar Co., which firm he left about ten years ago.

S. R. Moss, of the S. R. Moss Cigar Co., leaves shortly for a trip to Europe. Mr. Moss has not been feeling particularly well lately and will possibly be gone until the fall months. Mr. Ryder, of the Moss Company, reports a splendid outlook for their brands. This is especially the case in the Middle West, a territory they have recently been actively campaigning.

The regular monthly meeting of the Lancaster County Tobacco Growers' Association was held last Monday afternoon in the rooms of the Lancaster County Fair Association, with a fairly good attendance of the members. Edward K. Hibshman, of Ephrata, field agent of the tobacco experimental stations of the county, made an address.

The members reported the tobacco crop in good condition, but added that it now needed rain. The Association has offered a prize of ten dollars to members of their body for the best type of cigar filler tobacco on the stalk (four stalks to constitute an exhibit). The exhibits are to be made at the Lancaster County Fair in the fall.

The tobacco warehouse of Adam Myers, at Lincoln, this county, was destroyed by fire on Friday night, June 28, entailing a loss of over $7,000. There were 170 cases of leaf in the place, and this was practically ruined. The tobacco was the property of Amos L. Risser. The loss is partly covered by insurance in a stock company.

Little Change Noted in Reading

READING, July 9.

THERE has been but little change either way in the tobacco and cigar business within the past two weeks. Things appear to have settled down quietly to the customary mid-summer dullness and nothing new has been reported.

The larger factories are all doing a fair volume of business. Yocum Bros. are working with their customary force of hands and have enough orders on hand to keep them hustling for some time. The Pacific Coast gets much of the Yocum output, particularly on the "Y-B" brand.

Another busy plant is that of John G. Spatz & Co., who reports a goodly amount of orders for the "Heidelberg." That is a deservedly popular brand and is a fast-selling proposition.

The "Royal Bob" and "Rose O'Cuba," Fleck Cigar Co. goods, are finding a brisk call in the West, according to their makers, and are duplicating nicely. Several nice accounts were recently opened in that section of the country.

The other factories, including the Penn Cigar Co., Porta Vana, and others, are working with their usual force of hands and make no complaint, although conditions in many cases are far from satisfactory.

Charles M. Yetter & Co. are more than pleased with the outlook for that firm. Mr. Yetter stated recently that considering the universal dullness in tobacco and cigarettes, they were getting along very well.

York Revenue Receipts Show Increase

YORK, July 10.

THE cigar factories in this district all report a fair amount of business. While there have been times when prosperity was more noticeable in the trade, there is no complaint, as many of the manufacturers realize that conditions are far from bright in other sections, in fact, less so than in our own city.

One of the encouraging signs in the trade is that of the increase of several thousand dollars in the receipts at the York office of the Ninth Internal Revenue District in June, as compared with June, 1911. The amount, however, was slightly less than the receipts for May last. The receipts at the revenue office last month were $98,000. In June, 1911, the amount was $94,873, and in May last they were $99,367.

Nine new cigar factories were opened in York county during the past month, affording employment to 180 hands. The latter showing was considerably better than for the preceding month, although more factories were opened in May. However, the number of hands employed in those starting in May was 40 less than for last month.

The factories of the Enterprise Tobacco Company, Windsor, and the Eagle Tobacco Company, Mt. Wolf, are the largest opened during June. Each employs 50 hands. The factory of Jerome B. Ness, Craley, and C. M. Barnhart, Red Lion, each employs 30 hands.

S. R. Kocher, of Wrightsville, reports an encouraging outlook for the "Office Smokers," "Little Yara," "Daily Smoked" and "1-4-5" brands. This old established concern, which went into business in 1870, is pushing its goods in an aggressive manner and should reap good results.

According to all indications the 1911 York county crop is pretty well cleaned up. This tobacco has been lying on the planters' hands an unusually long time and, now that they have been relieved of it, the growers are concentrating all their attention on the new crop, which is coming along very nicely.

The C. H. Plitt Cigar Company is doing very well on their "Liar" cigar, and from all indications it should soon be the best-selling five-cent proposition in this region. The daily newspaper advertising this concern has been doing has materially benefited its popularity.

W. U. Blessing & Co., of Hellam, are reporting a fine business on their "Peale" cigar. This is their leading five-cent goods, and the sale of the brand for the past three months far exceeds all their previous records. They are also doing a nice business in ten-cent goods with their "Lux" brand as a leader. Both of these brands are the very best quality that it is possible to produce for the price at which they are sold, and the smokers are appreciating them. They are large manufacturers in that section and at present are employing all the hands they can secure.

Close New Brunswick Factory

The factory of the United Cigar Manufacturers' Company, in New Brunswick, N. J., which has been closed down on account of a strike, has been closed indefinitely. The hands, numbering over a thousand, quit work recently because they were refused an increase in wages.

Factory of Chas. M. Yetter & Co., Reading, Pa.

LEAF TOBACCO MARKET

Pronounced Dulness in New York---Pennsylvania Planters Jubilant Over Seasonable Weather---Connecticut Growers Need Rain

NEW YORK.

New York City.

THE conditions in the local leaf market show a pronounced dulness, which is what many dealers expect at this season, or at least a slackening in the volume of business transacted. Prices as a rule still remain high, with binders at a premium.

Dealers report activity in Zimmer, a number of large sales having been made recently. The dealers have been investing largely in the balance of the 1911 crop and paid as high as nine cents for good leaf.

There has been quite a bit of Sumatra purchased. The local leaf circles were surprised at the results of the latest Amsterdam inscription, where the Austrian Regie outbid the American buyers. The prices seem to have been very high.

Very little Cuban leaf exchanged hands. Dealers are greatly interested in the new crop. They learn from many authorities, who are returning from the Island, that outside of the spottiness the leaf is the best in years and they expect to see a crop that is all that can be desired.

PENNSYLVANIA.

Lancaster.

THE planters are jubilant over the seasonable weather enjoyed for the past two weeks. The new tobacco crop is coming along nicely and the progress made has been entirely satisfactory. The plants, while in a few instances affected by the cut worm, are in splendid condition. The cut worm has been reported in several districts, but the reports are not general. Hail did some damage several weeks ago, but the loss was very small.

According to present indications the growers are looking forward to lower prices for this year's crop. There is no doubt that such will be the case, unless the now overstocked packers are relieved of their packings which have been accumulating for several years. Of course a great deal can happen within the next six months, and both the planters and packers are looking to a revival in trade which will be of wonderful benefit to both.

The general belief is that this year's acreage will be considerably smaller than last year's, which was 16,000 acres. Many of the large planters are shortening their tobacco crop in favor of potatoes. Quite a number of farmers, well known to the trade as successful tobacco growers, have dropped its culture altogether this year, while others have reduced their acreage a half or a third. At the present time the plants have been in the ground long enough to take hold well and only need warm weather to grow rapidly. The local packers are using every endeavor to persuade the growers to give more care to the cultivation of the crop, in order to develop its best qualities.

The dealers state that trade taken as a whole is slightly better. Yet it is far below normal. The larger factories are busy and very few of the smaller ones are idle. The cigar industry in York from all reports appears to tave taken a spurt and manufacturers are encouraged. A number of factories were started there within the past six weeks.

Philadelphia.

The local leaf market now appears to have taken on its usual midsummer dulness. Sales, of course, of fair amounts are reported here and there, but everything is running along in a monotonous fashion.

Connecticut has the call just now, several large sales having been noted recently. Zimmer is moving along in a fashion, as is Pennsylvania tobacco, usually 1910. Philadelphia manufacturers, taken as a whole, refuse to use the 1909 leaf.

Sumatra is being sold steadily, but sales are not large enough to warrant much comment. The high prices and quietness in the trade easily account for this.

WISCONSIN.

Edgerton.

THE heated spell of the past two weeks has interfered considerably with the transplanting of the new crop, which it was hoped would be completed by July 1st, says the "Edgerton Reporter." In quite a few sections the dry weather has interrupted this work completely as it was of little use to set the plants in the field only to be burned up later. Under such circumstances the planted crop can hardly do well and many uneven fields can now be seen in traveling through the growing districts. In a few localities, too, a shortage of plants is reported. General rains must come before all the intended acreage will be out.

The transplanting, which started in under most excellent conditions, has been interrupted by hot, drying weather that prevented the planting on very many of the farms so that even at this writing there is still considerable acreage yet to be set and the soil so completely dried out that it is impossible to secure a good stand in the fields until rains supply the necessary moisture. The more forehanded growers completed this work while conditions were favorable and the plants became well rooted and have come through the hot spell and the fields are showing up fine. At all events there will be considerable late set tobacco and much variation to be seen in the size of the growing plants as the season proceeds.

An occasional lot of last season's crop is yet delivered in the local market at a trifle better than stemming prices, but very little remains in the country districts.

The business in cured leaf continues in a hand-to-mouth trade, meeting the pressing needs of manufacturers. No transactions of any moment are reported.

CONNECTICUT.

Suffield.

CONSIDERABLE complaint is heard among growers as to the warm weather and the lack of rain. The farmers are beginning to have fears as to the result. The late tobacco is the kind most seriously affected. The earlier plants, put in the ground when conditions were better for the growth, are growing fairly well. Another source of complaint is the cut worm, which is said to be the worst in years. In some places almost entire fields have been reset.

There have been a number of buyers in Suffield the past month trying for options on the new crop. The growers have not taken advantage of the offers and few deals were transacted. Thus far efforts to buy in the field were confined to primed Havana.

The Hartford Tobacco Corporation will raise about 100 acres of tobacco at its Hazardville and Poquonock plantations this year. Half of it will be shaded and the balance primed Havana.

MASSACHUSETTS.

Springfield.

ALTHOUGH not much growth has been made by tobacco plants in New England within the past few weeks, the crop is practically all set in the field. The rains have helped plants somewhat, but more is needed. The severe winds the past few weeks dried out the top soil so plants did not hold readily after they were set in the fields. In some instances fields were set with plants two to three times before a good stand was secured. With the warm weather enjoyed the past week the progress of tobacco should be very rapid, as soon as moisture is available. Cut worms and wire worms are doing lots of damage. Otherwise plants are doing well.

OHIO.

Cincinnati.

THERE is yet much of the crop of 1911 in the hands of growers, huge bulks being found in thousands of barns. There is little demand and no country buyers for this tobacco, and unless some mishap should befall the crop of the present year the same may not soon find a remunerative market. Possibly it would be best for holders to place this tobacco on the market without further delay as it is generally poor policy for producers to hold an article so long after it is ready for market. It is a tabulated fact that such a course is unprofitable fully nine-tenths of the time. If properly marketed this tobacco would realize the shipper about $1 per cwt. less than city market quotations.

An interesting feature of the Cincinnati market was the sale recently of 5 hhds. of tobacco which had been lost on the railroad since 1908. It was probably of the crop of 1907, and was in excellent condition.

Sell Stock of J. W. Greeves Co.

An appraisal of the stock of the J. W. Greeves Company, tobacco dealers, of Rochester, N. Y., who filed a voluntary petition in bankruptcy on April 4th last, was made several weeks ago by the trustee and the goods sold at auction. The total amount of the appraisal was $9992.80. Rochester banks holding claims of $21,000 bid in the stock.

Leaf News of Interest

Turkey Crop Largest Since 1903

The 1911 Turkish tobacco crop was the largest gathered since 1903 and of average quality. Prices, however, were not high enough to satisfy the growers, who incurred unusual expense in planting, owing to the scarcity of labor. It is believed that the plantings for 1912 will show a decrease and that prices will probably rise. In consequence of the restrictions imposed by the tobacco monopoly, Turkish planters started the industry in the Caucasus, and Egypt now receives large supplies from Russia. The abolition of the present monopoly in 1914 is expected to increase the production here. The exports of tobacco from Turkey totaled 69,822,826 pounds during the fiscal year 1909-10 and 54,468,034 during 1910-11. The decrease was largely accounted for by a drop from 34,619,017 pounds in 1909-10 to 21,879,363 pounds in 1910-11 in the exports to Austria. These figures do not cover the 1911 crop. In 1909-10 the exports to the United States amounted to 8,633,570 pounds and in 1910-11 to 12,035,977. The value of the exports of tobacco to the United States increased from $3,902,643 during the calendar year 1910 to $8,620,324 in 1911. One American company spends over $10,000,000 a year in Turkey in buying and preparing tobacco.

Tobacco in New England Needs Rain

Tobacco planters of Suffield, Conn., are despairing of a profitable crop this season, and unless there is rain shortly they estimate that the entire crop may be a failure.

Old growers say that the crop this year is more uncertain than at any time within the past twenty years. The early plants set out in the latter part of May are spindling and will bud prematurely, yielding perhaps half a crop. The plants set out early in June stand the weather best, because they are firmly rooted, and if an early rain comes will be up to the average. The late plants, set out toward the end of June, suffered a disadvantage on account of the dry winds, and plants in some of the fields are barely perceptible. An immediate rain would benefit these, but an early frost would neutralize the benefit obtained.

Independent Factory to Build Addition

The directors of the Fayette Tobacco Warehouse Company, of Lexington, Ky., have let a contract for building an addition to cost $50,000 to the present warehouse. The Fayette was the only warehouse in that city which was not included in the recent deal by which the Louisville Tobacco Warehouse Association secured control of the other Lexington warehouses.

Carl Wobbe, of Rose & Wobbe, the large New York leaf concern, announced that his firm has secured a large warehouse in Dayton, O., adjoining that of their Ohio representative, Harry S. O'Neil. Mr. Wobbe has been visiting the trade in the Middle West.

The Lynchburg, Va., tobacco market has closed for the summer, to reopen in September. From September 1, 1911, to July 1, 1912, the sales amounted to 17,404,100 pounds, an increase of 2,320,600 pounds over the preceding year. The season was satisfactory to the sellers and buyers. The average price was good.

Latest Doings in New Orleans Market

Best & Russell Pushing "Abbey" Cigar—Hernsheim Co. Extensively Advertise "Insurgent", a Nickel Smoke.

New Orleans, July 10.

THE value of advertising in periodicals has been demonstrated in the increased demand for "La Preferencia" cigars in this territory.

Best & Russell, of Memphis, Tenn., are making a vigorous campaign introducing the "Abbey," a broadleaf wrapped ten cent cigar. They call it a "revelation."

New weather proof packages of Surbrug's "Milo" cigarettes have been received here and are favorably commented on.

The trade are complaining of the shortage in the deliveries of "Portina" cigars. Jobbers seem to be unable to keep retailers supplied with them.

Hernsheim Company are extensively advertising the "Insurgent," a new brand of Porto Rican five cent cigar they placed upon the market last week.

J. D. Russ, representing Jeitles & Blumenthal, Philadelphia, was a recent visitor here.

Leon Patty, Vice-President of U. Koen & Co., left the city last Tuesday for a month's trip, visiting the factories of the North and East.

Phil D. Mayer & Son, manufacturers of the "El Cuba" five cent cigar, have appointed distributors for the brand at Memphis, Tenn., and Dallas, Tex. Their factory is far behind in their deliveries. The "El Cuba" has made a decided hit with the trade.

Juan M. Gonzales left last week for Cuba on his annual purchasing trip. Mr. Gonzales selects his own leaf, doing his buying through the old established firm of Sobrinos de A. Gonzales, of Havana.

Before leaving Mr. Gonzales leased the building adjoining his present location and will enlarge his factory.

W. W. Martin, local salesman for the Reynolds Tobacco Company of Winston-Salem, N. C., met with a very serious accident the other day that may cost him his life. Mr. Martin had given his seat to a lady in a crowded street car and gone to the front platform. In leaning against the gate the car lurched, the gate flew open and Mr. Martin was dragged for nearly a block. He is confined to the hospital, and if he recovers he may be crippled for life.

Pelican.

C. B. Oury Urges Passage of Bill

Member of People's Tobacco Co., Which Brought Suit Against A. T. Co., Agitates for Passage of Anti-Corporation Measure

New Orleans, La., July 6.

C. B. Oury, of the People's Tobacco Company, who were recently awarded a verdict in the United States District Court against the American Tobacco Company for $24,000 damages and $5,000 attorneys' fees and have other suits pending, has written a long letter to every member of the Legislature, in that State, now in session, urging the passage of the Anti-corporation bill that has been introduced. Mr. Oury cites at some length in his letter the great advantages the Anti-trust laws of Texas have been in encouraging the establishment of independent manufacturing enterprises in the Lone Star State. Notwithstanding the strong influence exerted in favor of the bill it will possibly lay over for action until the next session of the Legislature.

W. M. Parker, of Montgomery, Ala., trading as the Pastime Soda and Cigar Company, has filed a voluntary petition in bankruptcy. He lists his debts as $3443.70 and his assets at $2350.

The imports of tobacco into Bombay in the year 1910-11 were valued at $340,351. In the previous year the imports were valued at $490,796, and the decline was due to the increase of duty on tobacco. Unmanufactured tobacco disappeared entirely from the imports from the United Kingdom, although 5,610 pounds came from the United States. A low-priced grade of cigarettes had been supplied by the United States, and the higher duty caused a decline in these from 62,181 pounds of American cigarettes to 1,327 pounds in 1910-11.

San Francisco Dull Week of the Fourth

Many People Leave Town for Rose Festival and Elks' Convention—The Chappelle Cigar Company Are Bankrupts

SAN FRANCISCO, July 5.

INDEPENDENCE DAY is a prosperous time for the cigar dealers of country towns, but in the city trade something of a "holiday atmosphere" prevails. Everybody who could do so got away from the city on the Fourth, and more than a few of them are staying away the rest of the week. Counting the number of people who are out on their regular vacations, and the number who went north a couple of weeks ago to attend the rose festival and the Elks' convention at Portland, a good many thousand people have been away in the last few weeks, most of them men who smoke good cigars. The downtown stands feel this condition most severely, and a good many in the retail as well as the wholesale tobacco business are managing to get a little outing. The stands farther from business centers are doing relatively better, feeling the effect of the recent building activity. The announcement that some thousand of men will shortly be put to work on the Exposition causes a better feeling all over town.

The demand for smoking and chewing tobacco is a stronger feature here this season than for some years past, owing to the large number of laborers employed all over the State. The wholesale trade is especially good in this line, as several large construction camps have been started in the mountains this year, many old mines are resuming operations, and new timber belts are being opened up, each place where such work is in progress affording a good market for these lines of goods.

San Francisco appears to be well supplied with cigar stands, but new places are still being opened with some frequency. A good many of them belong, openly or otherwise, to chains of stores, and the growth of several chain-store firms, with comparatively powerful organizations and the ability to offer special inducements, tends to increase the difficulties of the single-store dealer who wants to paddle his own canoe. One of the most notable of the new stores is that of the Bouquet-Cohn Cigar Company at Market and Fifth streets, which opened about a week ago. The place has been handsomely fitted up, and being in the centre of a department store district should be well patronized.

L. Chapman, who has been with H. Bercovich for some time, has bought out a stand on California street near Montgomery, where he is now ready for business.

The Bouquet-Cohn Cigar Company has taken on the "Red Devil" stogie line, made by the Duquesne Cigar Company, represented on the Coast by Major Burrows.

Harry Jonas, in charge of the local wholesale business of M. A. Gunst & Co., returned the first of the week from a vacation, and some of the other men in this department, as well as a number in the Gunst retail stores, are getting a couple of weeks' outing. Mr. Claraty, manager of the retail section of the main store at Front and California streets, has left for New York. Phil Neuman, manager of the Gunst retail stores in California, is well statisfied with local conditions for this time of year.

Small cigars, both in regular sizes and in special packs, appear to be gaining a little more popularity locally. M. A. Gunst & Co. have recently had a large call for the "Van Dyck Junior," a 10c. size of their popular line. "Lovera" cigars in small sizes, also, are selling unusually well, according to Major Burrows, the factory representative, and S. Bachman & Co. are having great success with their line of little cigars made by I. Lewis & Co. Another interesting feature is the increasing demand for cigarettes both of the more expensive brands and in extra large sizes.

The Bercovich Company is having a large electric sign installed over the prominent stand at Powell and Market streets, in the Flood Building, showing the company's trade-mark and the names of its leading lines, "Martinez" and "Webster." These lines are featured in special sizes, and the campaign is being kept up as strong as ever.

The Edw. Wolf Company is now getting large results from the systematic campaign on "Nestor" cigarettes which has been under way for some time past. The company is now showing a new 25-cent package of these goods, which promises to become very popular. The display work is being kept up, one of the most striking displays yet shown being made last week in a stand at Ellis and Powell streets, in the form of a tower. Mr. Wolf has arranged to take up another Manila cigar, "La Prueba," the first shipment of which is expected in about a week.

The Chappelle Cigar Company, a local retail firm, has gone bankrupt, the liabilities being stated at about $4,000, with assets of $250.

M. Feder, representing a stogie line made at Cleveland, O., spent a few days with the local trade this week.

H. L. Judell & Co. have taken up the distributing agency for the line of cigar store accessories made by the Milwaukee Novelty Co.

Herman Moss, representing the S. R. Moss Cigar Company, Lancaster, Pa., is arranging for a lot of special display work for his line. Mr. Moss has been calling on the northern trade, returning a few days ago.

E. M. Elam, the Manila cigar man, is now in the East, having started after a vacation at Lake Tahoe a week ago.

The Ellis Cohn Cigar Company, of Los Angeles, has leased a store at 535 South Spring street.

The Vairance & Woodworth Cigar Company has been incorporated at Los Angeles, with a capital stock of $50,000, by W. G. Vairance, O. E. Woodworth, C. D. Collins and C. Leibowitz.

Factory Notes

J. S. Boland has opened a cigar factory in Forest City, Iowa.

Andrew Parr has engaged in the cigar business in Wayland, Mich.

J. P. Collins has sold his cigar business at Wardner, Idaho, to George W. Maxi.

Charles Hutchinson will open a cigar manufactory in Wausaukee, Wis., shortly.

John Butlander has acquired the cigar store of Mrs. John Simmons at Negaunee, Mich.

Joseph Sheehan, a native of Watertown, N. Y., is opening a cigar factory in Crookston, Minn.

The Jefferson Leaf Tobacco Company will shortly erect a two-story warehouse in Sparta, Wis.

C. W. Eck, a cigar manufacturer of Appleton, Minn., has removed his factory to Paynesville, that State.

Himes Brothers, of Eugene, Ore., have purchased the Springfield Cigar Factory of A. M. Oellers in that city and expect to move there as soon as possible.

W. W. Reiff, of Bluffton, Ind., has filed a petition in bankruptcy. He has been engaged in the manufacture of cigars and was a wholesaler of leaf tobacco. He schedules his assets at $8,716.11 and his liabilities at $11,859.02.

The Bradford Cigar Company, of Bradford, Pa., makers of the "Good" and "Grand G. Special" cigars, will move to Lorain, O., within a short time locating at 1802 E. 28th street. The factory now employs fifty-nine men, fifty of whom will go to Lorain.

There was much rioting at a recent strike at the Perth Amboy Cigar factory, Perth Amboy, N. J. The girls who struck made an attack on some of their number who returned to work and when policemen interfered, they attacked them also, using bricks and stones. Several girls were arrested and sent to jail.

Declaring that they were being cheated by a system of over-weighing, a number of girls employed in a Steelton cigar factory recently went to the City Sealer of Weights and Measures, Harry A. Boyer, with their scales and asked that they be tested. The matter was finally adjusted. The girls claimed that the scales would register only ten pounds for sixteen pounds of tobacco which they had stripped.

The work of altering and improving the Tobacco Production Company's plant in New Milford, Conn., has been steadily progressing for several weeks. The machinery is now being installed. The company will start the wheels and begin operations as soon as they can. They have already received several carloads of tobacco stems. The product of the factory will be a fine quality of cigar binders, cigarette wrappers and fine cut tobacco for pipe and cigarette, made from the stems by a secret process.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

LYNNWOOD:—24,571. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 23, 1912. Lynn Cigar Company, Lynn, Mass.

INDUSTRIAL CITY:—24,572. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 23, 1912. I. Kempner, Newark, N. J.

LA COUR:—24,573. For cigarettes. June 23, 1912. A. Courbalk, New York.

EVENITA.—24,574. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 23, 1912. King Cigar Co., Kansas City, Mo.

TAMPA LIGHTS:—24,575. For cigars, cigarettes, chewing and smoking tobacco. June 23, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

LA ENCICO:—24,576. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 23, 1912. Schwarzkopf & Ruckert, New York.

VERNON McKINNEY:—24,577. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 23, 1912. National Cigar Co., Milwaukee, Wis.

BOWER'S SPECIAL:—24,578. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 23, 1912. I. D. Bull, Nescopeck, Pa.

EL ZIGAMAR:—24,579. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 25, 1912. C. H. Fairchild, Kansas City, Mo.

HAVERKAMP'S TIGER BRAND:—24,580. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 25, 1912. Ben Haverkamp, Tacoma, Wash.

GOLDSMITH'S DRY SWEETS:—24,581. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. G. Goldsmith, Pittsburgh, Pa.

A. Y. A.:—24,582. For cigars, cigarettes, chewing and smoking tobacco. June 26, 1912. F. A. Eilenberger & Son, Schenectady, N. Y.

EL SINAR:—24,583. For cigars, cigarettes, cheroots. June 26, 1912. Garcia, Puente & Gandia, Chicago, Ill.

LORBER'S HUMO:—24,584. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Mazer Cigar Manufacturing Co., Detroit, Mich.

MAZER'S HUMO:—24,585. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Mazer Cigar Manufacturing Co., Detroit, Mich.

ALLANEEN:—24,586. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

BLUE THISTLE:—24,587. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

EARRILLIAN:—24,588. For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

MARCHMONT:—24,589. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

GENINI:—24,590. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

PICOLATA:—24,591. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

OLAMBALA:—24,592. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York City.

LUCKOLA:—24,593. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

STALMORE:—24,594. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

BENINET:—24,595. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

BARCHESTER:—24,596. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

NIAGARA SPEED:—24,597. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1912. John Muzio, Niagara Falls, N. Y.

LORD THOMAS:—24,598. For cigars. June 27, 1912. E. B. Thomas, Schuylkill Haven, Pa.

INTER-MOUNTAIN SPECIAL:—24,599. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1912. Geo. Zimmerhackel, Denver, Colo.

HEMLER GEORGE:—24,600. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1912. Ano-Tero Cigar Co., McSherrytown, Pa.

VALLE DE ISABEL:—24,601. For cigars, cigarettes, chewing and smoking tobacco. June 27, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

ENGLISH CLUB:—24,602. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1912. Standard Tobacco Co., New York.

SPOTTED PRINCE:—24,603. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1912. Bethesda Cigar Co., Bethesda, Ohio.

SPOTTED GEM:—24,604. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1912. Bethesda Cigar Co., Bethesda, Ohio.

FLOR DE PARMER:—24,605. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1912. Canton Havana Cigar Co., Canton, Ill.

DON CACHO:—24,606. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1912. Canton Havana Cigar Co., Canton, Ill.

TRES-ANGLO:—24,607. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1912. Kaufman, Pasbach & Voice, New York.

PAY-BALL:—24,608. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1912. D. L. Roberts, Chicago, Ill.

JOSE ALONZO:—24,609. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

IN-RIGHT:—24,610. For cigars. June 29, 1912. Jos. A. Peters, Charlestown, Mass.

LANDOVER:—24,611. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 29, 1912. H. B. Fromer, New Haven, Conn.

NETHERWOOD:—24,612. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 1, 1912. Louis Ash & Co., New York. Used since 1898.

HERVINO:—24,613. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 1, 1912. Klingenberg Bros., New York.

D'ANDRADE:—24,614. For cigars, cigarettes, chewing and smoking tobacco. July 2, 1912. F. Bolano & Co., Chicago, Ill.

PEROTTI:—24,615. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 2, 1912. F. Bolano & Co., Chicago, Ill.

OHIO'S FAVORITE:—24,616. For stogies. July 2, 1912. I. Holstein, Cincinnati, Ohio.

PLANTA HAVA:—24,617. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 2, 1912. Joseph Sognier, Savannah, Ga.

DELCARA:—24,618. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 3, 1912. Kaufman, Pasbach & Voice, New York.

CHIEF DILLON:—24,620. For cigars, cigarettes, chewing and smoking tobacco. July 3, 1912. Morris Weinberg, Louisville, Ky.

HAVANA BLEND:—24,622. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. L. S. Kent Cigar Co., South Bend, Ind.

BARBER'S BEST, OUR PATRON'S DELIGHT:—24,623. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. P. A. Kaufman, Chicago, Ill.

MOTHER'S POT:—24,624. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. Jacobs, Holtzinger & Co., Windsor, Pa.

TOURER:—24,625. For cigars, cigarettes, chewing and smoking tobacco. July 5, 1912. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

LITTLE TOURER:—24,626. For cigars, cigarettes, chewing and smoking tobacco. July 5, 1912. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

I. BROS:—24,627. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. Isaacs Bros., Chicago, Ill.

FACTORY NO. 1:—24,629. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. Valrance & Woodworth Cigar Co., Los Angeles, Cal.

BOLT:—24,630. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. I. D. Bull, Nescopeck, Pa.

Bk. C C Ga.

24,631. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1912. Oglethorpe Cigar Co., Brunswick, Ga.

PULCRO:—24,632. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. Oglethorpe Cigar Co., Brunswick, Ga.

DOUBLE G:—24,633. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1912. Tuck Cigar Co., Philadelphia, Pa.

COMBINETTE:—24,634. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1912. Kaufman, Pasbach & Voice, New York City.

HENRY PRICE:—24,635. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1912. Kaufman, Pasbach & Voice, New York City.

KING'S MATE:—24,636. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1912. Kaufman, Pasbach & Voice, New York City.

KING'S GAME:—24,637. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1912. Kaufman, Pasbach & Voice, New York City.

HAVANA TOKEN:—24,638. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1912. Kaufman, Pasbach & Voice, New York City.

HAVANA PRIDE:—24,639. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1912. Kaufman, Pasbach & Voice, New York City.

QUALITY BOND:—24,640. For cigars, cigarettes, chewing and smoking tobacco. July 6, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

PRIDE OF JAVA:—24,641. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco, and snuff. July 8, 1912. Sig. Strauss, New York.

QUEEN OF JAVA:—24,642. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco, and snuff. July 8, 1912. Sig. Strauss, New York.

JAVA MAID:—24,643. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco, and snuff. July 8, 1912. Sig. Strauss, New York.

HENRY HEYN'S BUSINESS CLUB:—24,645. For cigars, cigarettes, chewing and smoking tobacco. July 8, 1912. Henry Heyn, Marshall, Tex.

CREMOLA:—24,646 For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 8, 1912. A. C. Henschel & Co., Chicago, Ill.

BUFFALO VALLEY B. V. BLUNT CIGAR:—24,647. For cigars. July 8, 1912. H. L. Haines, Red Lion, Pa.

TRANSFERS.

GRIN AND WIN:—24,628. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. Registered December 15, 1908, by Wm. A. Strauss. Transferred to the Standard Cigar Company, Canton, Ohio.

CORRECTIONS.

B. C. O. F.:—C. B. O. F. is the corrected form. For cigars, cigarettes, chewing and smoking tobacco. E. & A. Frankel, Brooklyn, N. Y.

LANIERS:—24,619. LANIER is the corrected form. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 3, 1912. The Oglethorpe Cigar Co., Brunswick, Ga.

BENLOW:—24,621. BENLOU is the corrected form. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. Wm. Steiner, Sons & Co., New York.

NIAGARA SPEED:—24,644. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 8, 1912. Name of person registering this title should have been Frank Amendola, Niagara Falls, N. Y.

Patents Recently Issued Pertaining to the Tobacco Business

1,018,492, Combined cigarholder, ash receptacle and matchsafe, Wm. W. Hilton, F. M. and J. S. Hilton, Akron, Ohio.
1,018,841, Smoking pipe, Frank Marzak, Flushing, N. Y.
1,018,996, Tobacco smoke absorption apparatus, Wm. S. Sweet, Berkeley, Cal.
1,019,033, Tobacco knife, Peter Faucher, Painesdale, Mich.
1,019,756, Match, Wm. M. Burton, Chicago, Ill.
1,020,357, Matchbox and igniter, Henry K. Kise, New York, N. Y.
1,020,864, Cigarette, B. H. Whitmore, New York, N. Y.
42,318, Design, matchbox and candleholder, Hugh C. Edmiston, Orange, N. J.
1,018,100, Frictional pocket igniter, Fritz Deimel, Berlin, Germany.
1,017,803, Tobacco pipe, Lutellas Richards, Atwater, Ohio.
1,017,708, Matchsafe, Marie E. Tuttle, Butte, Mont.
1,017,713, Tobacco treating machinery, James M. Vaughan, Owensboro, Ky.
1,018,091, Cigar banding machine, Frank O. Woodland, Worcester, Mass.
1,015,876, Pyrophoric pocket lighter, Arthur Dubsky, Vienna, Austria-Hungary.
1,015,807, Combined cigar lighter and advertising machine, Albert J. Kohler, New York, N. Y.
1,015,830, Tobacco box, Herbert Penny, Hamilton, Ontario, Can.
1,015,723, Tobacco pipe and cigar and cigarette holder, Don P. Blackwood, Denver, Colo.
1,015,666, Match scratcher, Ellis M. Brown, Roanoke, Va.
1,015,428, Tobacco cutting machine, Napoleon Du Brul, Cincinnati, Ohio.
1,015,553, Tobacco hanging and hoisting apparatus, Olus Gates, Martin, Tenn.
1,015,697, Cigar holder and ash receptacle, George C. Lynch, New York, N. Y.
1,015,357, Tobacco pipe charger, Albert I. Straus, Cincinnati, Ohio.
1,016,492, Cigar cases, Selim W. Gunn, Feeding Hills, Mass.
1,016,410, Cigarette machine, William S. Irey, Mexico, Philippine Islands.
1,016,412, Frederick C. Jarvis, Oakland, Cal.
1,016,844, Artificial tobacco and making same, Adolph Moonelis, New York, N. Y.
1,016,436, Machine for packing matches, Charles H. Palmer, Akron, and M. Paridon, Barberton, Ohio.
1,017,107, Holder for lighted cigars, John R. Barnes, Oskaloosa, Iowa.
1,017,279, Machine for making cigarette mouthpieces, Wolf Benjaminowitsch, Berlin, Germany.
1,017,379, Humidor, William H. Browning, New York, N. Y.
1,017,282, Cigar band, Arthur A. Call and W. S. Smith, Springfield, Mass.
1,017,384, Smoking device, Harry E. Coates, Sacramento, Cal.
1,016,966, Match box, William H. Horn, Hyde Park, N. Y.

DESIGNS.

42,165, Cover for tobacco pipes, John E. Clements, Pampa, Wash.

LABELS.

16,153, "Justiva," C. B. Henschel Mfg. Co., Milwaukee, Wis.
16,154, "El Magno," C. B. Henschel Mfg. Co., Milwaukee, Wis.
16,155, "Tempus" (for cigars), C. B. Henschel Mfg. Co., Milwaukee, Wis.
16,136, "The Five Label Cigars," T. F. Martin, Rock Island, Ill.
16,139, "Red Rose" (for cigars), Schmidt & Co., New York, N. Y.
16,178, "Socialist" (for cigars), J. E. Cease, Provo, Utah.
16,179, "Old Concern Cigar" (for cigars), O'Brien Cigar Company, Kansas City, Mo.
16,186, "Hogarth" for cigars, C. B. Henschel Manufacturing Co., Milwaukee, Wis.
16,197, "La Joya de Cuba" for cigars, The Moehle Lithographic Co., New York, N. Y.
16,198. "Double Header" for cigars, The Moehle Lithographic Co., New York, N. Y.
16,199, "Some Smoke" for cigars, The Moehle Lithographic Co., New York, N. Y.
16,200, "Planter's Smile" for cigars, The Moehle Lithographic Co., New York, N. Y.
16,201, "New Panetela" for cigars, The Moehle Lithographic Co., New York, N. Y.
16,202, "Club Standard" for cigars, The American Lithographic Co., New York, N. Y.
16,203, "Doctor's Special" for cigars, The Moehle Lithographic Co., New York, N. Y.
16,204, "Tri-State Capitol" for cigars, N. F. Nelson, Milbank, S. D.
16,218, "Vo-Lant" for cigars, Fox Bros., Napoleon, Ohio.
16,220, "Donna Manila" for cigars, The Moehle Lithographic Co., New York, N. Y.
16,221, "Sola Rosa" for cigars, The Moehle Lithographic Co., New York, N. Y.
16,250, "R. R. V." for cigars, Ernest Potretzke, Ada, Minn.
16,251, "Don Alberto" for cigars, Wm. E. Riggs, Hastings, Neb.

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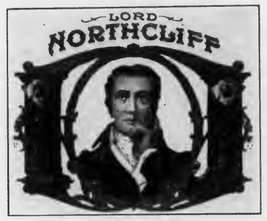

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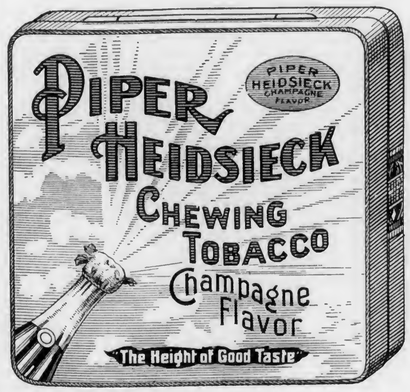

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Are standards of high quality. They will interest progressive houses

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ESTABLISHED 1881

Vol. XXXII No. 15

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Finest Vuelta Abajo Tobacco Exclusively
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To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

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Look for the woman's face and the Union Label on each package.
PRICE, 5c.
United States Tobacco Co.
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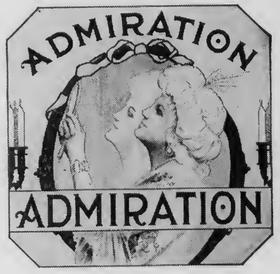

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CIGARS.
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5¢ CIGAR

Tops All Nickel Cigars

The Kind on Which
to Build Your Business

MADE BY
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The package purposely has been made inexpensive so that the tobacco might be of better quality.

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"Distinctively Individual"

The **New**
5c Cigarette

A Silk Novelty in each package

Cigars of Distinction — Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

Clear Havana Cigars

Office and Salesroom, 23 DUANE ST.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

PERFECT

¶ Distribution is the goal of every manufacturer and jobber of popular brands of cigars. To obtain this goal, you must have a cigar of extraordinary quality and workmanship; it must please the public and it must continue to please.

¶ In every territory yet entered, the **Bold** Cigar has gained its goal because it has every requirement essential to a universal selling brand.

¶ Don't take our word, make inquiries yourself.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

"ELITE" F. Ry Ca. HABANA

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

London Trophies ARISTOCRATS 2 FOR 5 CTS $2.50 PER 100

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotch

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY KEY WEST WEST

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations.

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau
102 South Twelfth Street, Philadelphia

Smokes to Suit All Tastes

Kings Club
Clear Havana—Made in Tampa

Our Tampa Clear Havana Leader

It is Selling by the Million

The **King's Club** is our leader, and it has made good wherever introduced. It lends class and distinction to the stock of every dealer who handles it. If you have not got the **King's Club** on sale, stock a few sizes and then watch results.

Las Primas Manila Factory

Manila Cigars have been steadily coming to the front in the trade throughout the United States during the past few years, and after a careful investigation of the merits of the different manufacturers in the Philippines, we have secured the exclusive control of the product of Las Primas Factory. We carry these goods, retailing from five cents straight to three for a quarter.

We have the goods that win and hold the high-class trade

THE CUBA CIGAR COMPANY, 3 Park Row, New York

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

DO YOU

Pack Cigars in Tins?

Bring them before the eyes of the consumer by means of these **stands,** round or square to suit your cans. Ad prominently displayed.

The "one at a time" match receptacle is needed by every retailer.

The Brunhoff Mfg. Co.
Cincinnati, O.

New York Office 113 Maiden Lane

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

ADMIRALS
PANATELLA FINOS
COMMANDERS
BREVAS

The New Sizes

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

Send me your special Manila offer, without obligation.

Name

Street

City State

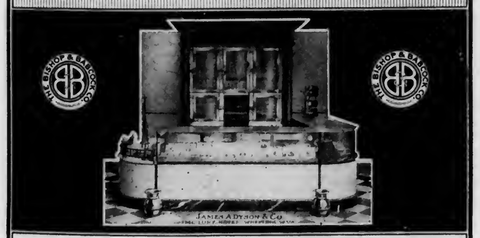
"EL JAFFE" BROADLEAF AND HAVANA CIGARS PAY RETAILERS BEST BECAUSE THEY GIVE GREATEST SATISFACTION AND HELP MAKE AND HOLD TRADE.

10c. AND UPWARDS

WRITE FOR SAMPLES

BAUM-JAFFE CO.
115-117 N. THIRD STREET
PHILADELPHIA, PENNA.

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, New York, Chicago, St. Paul, Minneapolis, Indianapolis, Albany, Atlanta, Cincinnati, Dallas, Milwaukee, St. Louis, San Francisco, Oakland

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

Here Is the Cigar that Repeats!

Guaranteed Hand-Made, of selected tobacco, and attractively packed. "Old Chatsworth" is positively one of the very best Five-Cent Cigars on the Market.

Write for Prices and Territory

A Live Proposition for Live Distributors

Luxfer Cigar Co., Manufacturers, Hellam, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

If you want an uncommonly good Segar, try this brand, nothing better can be made.
¶ They make trade for you—they make money for you—also some for the makers.

Segar de Luxe.
This Connoisseurs' Edition de Luxe
Rubaiyat
was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba
Under the personal supervision of
Thos. W. Merriam

JOHN W. MERRIAM & CO.
139 Maiden Lane, New York

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

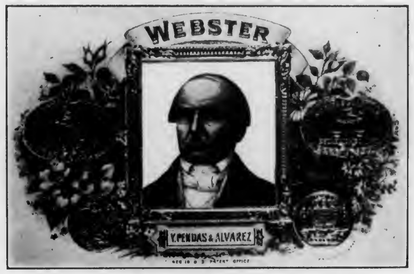
PEDRO MOREDA
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, AUGUST 1, 1912. No. 15.

Pennsylvania Produces Eighth of All Tobacco Manufactures

Value of Cigar and Tobacco Manufactures Shows $10,000,000 Gain, Despite Decrease in Number of Factories—Wages Higher Than Neighboring States

PENNSYLVANIA'S prominence as a center for cigar and tobacco manufacture is emphatically established by the statistics compiled in the thirteenth census just announced from Washington by the Department of Commerce and Labor. Pennsylvania produces one-eighth of all cigars and tobacco manufactured in the United States.

The tobacco industries of this State are confined chiefly to cigar manufacture, which is numbered 2,379 out of 2,432, the total establishments reported. The annual output of cigars is valued at $46,124,300, or 92 per cent. of the total tobacco manufactures valued at $50.161,300. Pennsylvania ranks second among the States in the total value of its tobacco manufactures.

Although a number of establishments have decreased from 2,808 to 2,432, from 1904 to 1909, the number of employees have increased 2,315, and the value of the yearly production has increased more than $10,000,000. These figures indicate that although there are nearly 400 establishments less than the previous report, those which have survived, have more than made up this deficiency in the increased value of the product and in the number of employees. They also confirm the trend of modern business, in which the survival of the fittest is the keynote.

This truth is further emphasized by the statistics which reveal that although there are only eighty-eight establishments conducted as corporations, representing 3.6% of the total number of factories, they employ 12,846 of the wage-earners, or 38.7 per cent. of the total, and produce goods valued at $19,970,270, which represents 39.8 per cent. of the total.

Comparing the wages received by the Pennsylvania cigarmakers and those received in Ohio and New York, Pennsylvania is found to have paid the best wages, the comparison being as follows:

Per Cent. of Total Expenses Reported.

	Salaries.	Wages.	Materials.	Exp. Misc.
Pennsylvania	4.1	26.4	47.0	22.6
New York	4.9	20.8	47.6	26.7
Ohio	3.8	17.6	47.3	31.3

The 33,188 employees were divided as follows: Males over the age of 16, 14,934, or 45 per cent. of the total number employed, and 17,390 females, or 52.4 per cent of the total. Of the three leading tobacco manufacturing States New York is more evenly balanced in its proportion of male and female wage-earners, as follows: Males, 48 per cent.; females, 50 per cent. Pennsylvania follows with males 45 per cent., females 52 per cent., and Ohio last with males 32 per cent. and females 66 per cent. There were only 862 children employed in Pennsylvania under the age of 16 years, or a percentage of the whole number employed equal to 2.6.

Continued on page 16

Independents Try To Stop United Buying Valloft & Dreux Chain

New Orleans Merchants Seeking to Prevent Absorption of Fifteen Prominent Stands In That City

(*Special Dispatch to "The Tobacco World."*)

NEW ORLEANS, LA., July 30.

AROUSED by the report that the Independent Cigar Stores Company, controlled by Valloft & Dreux, now in bankruptcy, will sell their fifteen stores to the United Cigar Stores Company, a number of prominent local cigar dealers are preparing to prevent this action by legal proceedings.

It is feared that should the United absorb the Valloft & Dreux stores the United would gain such a strong foothold in this city that it would stifle competition and drive a number of the independent dealers out of business.

To forestall this condition, a number of prominent independent merchants here have consulted lawyers, and are endeavoring to invoke the law to prevent this sale.

The fifteen stores which are conducted by the Independent Cigar Stores Company are located principally in the central part of the city, and occupy some of the best corners. They comprise the largest independent chain of stores in the South, and should they be merged with the United, it is feared that this action would prove a blow to the independent retailers in this section.

A tentative plan for the reorganization of Valloft & Dreux has been arranged, whereby the creditors are to receive 50 per cent. of their claims, one-quarter being paid in cash and the remainder in notes maturing in three and six months. The business will be continued under the guidance of the principal creditors and Messrs. Valloft & Dreux.

United Cigar Stores Company Elects Officers

George J, Whelan Again President— Listing Committee of New York Curb Market Admits New Stock

THE United Cigar Stores Company of America, the new $35,000,000 corporation organized to consolidate the various companies owned by the corporation of United Cigar Stores, has elected these officers: George J. Whelan, president; C. A. Whelan, Edward Wise, W. T. Posey and Louis Biel, vice-presidents; Elliott Averett, secretary and treasurer; R. B. Wattley, assistant secretary and treasurer.

The Listing Committee of the Curb Market Association of New York has admitted the $5,000,000 preferred stock and the $30,000,000 common stock of the company to trading in the outside market. The closing prices on Monday were 92⅞ and 120½, respectively, for the two issues.

E. A. Condax & Co. Absorb Royal Ascot Co.

ACCORDING to a report coming from the New York office of E. A. Condax & Co., the manufacturers of the well-known "Condax" cigarettes, this concern has purchased the business of the Royal Ascot Company, which puts out the "Royal Ascot" brand of cigarettes.

E. A. Condax & Co., it is said, have recently been considering the proposition of enlarging their plant, so as to have a larger output. This latest move is said to be done in accordance with that plan.

Japanese Tobacco Prices Almost Prohibitive

Goverment Has Monopoly and Charges Just As It Pleases—In Many Cases Duty Amounts To 350 Per Cent.—Comparatively Few Americans In Country

*Written For THE TOBACCO WORLD By H. W. Dennie**

WHEN an American traveler—if he is a smoker or chewer—goes to Japan, he'd better remember one thing if he intends staying any length of time—to bring along his own tobacco supply. Otherwise, he will find out that he'll pay dearly for it in the land of the Rising Sun.

Wherefore? Because the Japanese Government has a monopoly with regard to all tobacco products, and consequently is in a position to charge what it pleases, and it pleases to charge enough, thank you. In some cases there is a duty of 350 per cent.; or, in other words, what is called "a prohibitive duty" by foreigners.

And that's just about what it's designed for. For the Japs, whose government owns the railroads, telephones, street cars, and many other things in constant use by the public, believe in giving all the preference and business to their own products. They have to, inasmuch as the people of that country are taxed almost one-third of the total value of what they eat, drink, wear and use. Consequently, still in process of recovery from the terrific financial strain of the Russo-Japanese war, the government inflicts taxes to an amount which hardly any civilized nation would bear, of which the tobacco monopoly is merely one integral part.

The writer of this article spent a couple of months in Japan last spring. He has been an inveterate smoker of Durham tobacco for many years. That brand retails in the United States for 60 cents per pound. In Japan all they ask is $2.60 per pound, and it is practically an impossibility to get it even at that extortionate figure, for the simple reason that virtually no dealer carries it. There are comparatively few Americans in Japan. The number is growing less every year, because the Japs are gradually forcing out foreigners in commercial lines as fast as possible by doing the work themselves, and the few Americans located in the ports of Yokohama and Kobe doubtless do as the writer did—go out on the Pacific Mail ships and buy a few sacks from some friendly engineer, fireman, or other employee, and run the risk of a heavy fine by carrying the stuff ashore in one's pockets. The number who resort to this is, however, small, because, of course, not all Americans use that kind of tobacco, and probably the entire number located in Japan permanently would be included by a thousand as far as the men are concerned.

Here are a few prices on cigars, cigarettes, cut tobacco, etc., as taken from the Imperial Government Monopoly price list, in comparison with those for the same articles furnished by several of the leading retailers of Portland, Oregon, a representative city of the United States. For convenience to readers, the Japanese prices have been translated into gold values, a simple process, as it is only a question of dividing by two, the Japanese "Yen," or dollar, being equivalent to half that sum in American money:

Cigars.

Pcs. per Box.		Price per Box Japanese.	Ditto American.
Imperiales	25	$4.37½	$1.75
Perfectos	25	2.87½	1.00
Regalia A. Lopez	50	5.50	3.00
Londres	100	5.00	2.25

The above are from the Compania Jeneral, Manila. From the Germinal Co., Manila, we have:

Perfectos	25	$2.62½	$1.25
Insular Co., Manila:			
Media Regalia	50	$2.75	$2.00
Petit Bouquets	50	2.50	2.00
Punch, Havana:			
Perfectos	25	$13.37½	$5.00
Partagas, Havana:			
P. Bismarck	25	$25.25	$12.50
P. Heliotropos	25	16.25	7.00
P. Perfectos	25	12.62½	5.00
Behrens, Havana:			
Puritanos	50	$11.25	$7.00

Cigarettes.

Vafiadis, Egypt:

Pcs. per Box.		Price per Box Japanese.	Ditto American.
Anubis	100	$3.65	$4.25

Cut Tobacco.

Carreras, Ltd., England:

Wt. in a Packet. (lb.)		Price Japanese.	Ditto American.
Craven Mix.	½	$3.25	$1.60
Do. Pat. Cart.	¼	1.62½	.80

Wills, England:

Three Castles	¼	$0.97½	3 1-3 oz.	$0.50
Best Bird's Eye	¼	.75	"	.50
Smith's Glasgow	¼	.72½	"	.50

French Tobacco:

Scaferlati Maryland, 40 Grams, $0.28 (about $3.17 per pound). $1.20 per pound.

Blackwell, U. S. A.:

Durham	¼	$0.65 or $2.60 per lb.	$1.20 per lb.

By the foregoing it will be seen that one pays for the cigar brands quoted an average of double values and in some cases more than that. For the few brands of cigarettes, per contra, the American prices given the writer exceed those charged in Japan. However, there are no American cigarettes in the Japanese list, and the majority named in the Government list, consisting of Egyptian, Russian, Hungarian, Chinese, German and English brands, are apparently not carried in Portland, judging by the statements of the tobacconists interviewed. The only Manila brand mentioned is "La Rubia," for 25 of which 12½c. is charged. The writer has frequently bought standard packages of cigarettes, containing 30 in a packet, in Manila for 5c.

The cut tobaccos, English, French and American, will also be seen to be more expensive in Japan, Durham being the only American brand listed.

By way of contrast, showing the cheapness of Japanese brands, some of the principal items and prices, as taken from the monopoly list, are here given:

Cigarettes.

	Pieces per Packet.	Price per Packet.
Kokka (with mouth pieces)	20	$0.07½
Nile (silver tipped)	10	.12½
Star (mouth pieces subjoined)	10	.04
Cherry " " "	10	.03½

*Mr. Dennie is a Spokane, Wash., newspaper man, and while on a two months' trip in Japan studied the tobacco market in that country. He secured a copy of the Imperial Japanese Government price list during his travels, and, therefore, is in a position to give absolutely correct prices. The American prices are those now in force on the Pacific Coast.

Cigars.

	Pcs. per box.	Price per Box.
Imperiales	25	$3.25
Londres	100	3.00
Perfectos	25	1.87½
Orientales	25	1.25

Fine Cut Tobacco.

	Wt. in a Packet. Momme.	Price per Packet.
Suifu	40	$0.60
Shiraume	40	.36
Fuki-yen	40	.11

Forty momme is about equal in weight to two-thirds of a pound. Only three brands of plug chewing tobacco are mentioned in the list, naturally all American, but none of note, and none of which are carried in Oregon. The prices for these average 15½ cents for one-eighth of a pound, or $1.24 per pound, not considering any reduction.

And here's the difference between Japan and China or Manila. In China one may buy Durham for ten cents in their money; that is, a five-cent sack, according to American coin. This is really a little cheaper than in the States, or was last winter, for their money was not worth quite half as much as ours, on a gold basis. Nor are cigars expensive, while Chinese cigarettes are about as cheap as most of those in Japan. In Manila almost anyone knows that excellent cigars may be obtained for much less than is charged for the same goods in the United States, which means that they are very cheap. Durham and other goods imported from the United States sell as reasonably as long distance freights warrant; and, in fact, Durham itself retails at exactly the same figure as in America.

Motion Pictures As Advertising Mediums

STATISTICS recently compiled by expert authorities show that about one million people attend motion picture theatres every day. This vast daily attendance represents persons in every walk of life. The rich man and the poor man, the working woman and the lady of leisure, all find amusement and entertainment in the little playhouse of animated photography and pictorial portrayal of classical drama and wholesome comedy. The multitude that attends the picture theatre night after night represents the buying public. These are the very people that the national advertiser is desirous of reaching. Whether their expenditures are figured in pennies or in dollars per day, they are the backbone of the retail dealer that handles the widely advertised brands. These moving picture patrons are the main support of the store merchant who fills the created demand for advertised lines.

Excellent Publicity Medium.

The picture theatre offers an excellent opportunity for national and local advertisers. Many well-known houses have been furnishing their dealers and agents with slides advertising their line and showing dealer's name and address as local agent. This has proved to be an immense success and results have been direct and positive.

The great advantage of slide advertising is the fact that every "ad" is assured of being read. The slide projected on the moving picture curtain is positively read, there is absolutely no avenue of escape. Every eye in the audience is focused on the curtain; every thought is concentrated on the exhibition being displayed. The impression made upon the human mind under these conditions is lasting and effective.

Another important feature of this modern publicity medium is the trifling cost that this advertising entails.

Advertising slides can be secured from manufacturers at a cost of about 50c. or 60c., beautifully colored and including insertion of dealer's name; also including all packing and delivery charges.

Dealer Pays the Bill

Enterprising merchants all over the country have arrangements with their local theatres for the exhibition of these slides. Upon receipt of the slide from the manufacturer, they arrange for the exhibition of same entirely at their expense and this cost is entirely taken care of by the local dealer.

The entire cost of this highly valuable publicity is confined to the expense for the slides and in view of the small amount in question, it is no surprise that so many big houses are including this means of publicity in their regular advertising campaign.

A certain corset manufacturer supplies four thousand dealers every three months with these advertising slides and they have been doing so for the past three years. It goes without saying that if results have not warranted, this manufacturer would positively not continue to use advertising slides.

Prominent manufacturers of shoes, garments, candy, hats, clothing, pianos, tobacco, razors, have demonstrated the value of advertising slides and have found their sales materially increased.

Your Show Window as a Salesman

SHOW window advertising is receiving more consideration each day. The manufacturers are doing their best to get the retailers to display their goods, and are furnishing the finest lithographs and display materials that the advertising world has ever seen. Many manufacturers are publishing booklets, showing the best way to trim a window with their product. They realize the value of show window advertising and know that if the retailer makes the proper display of their merchandise their goods will be sold. By co-operating with the manufacturers, the retailer can increase the sales from his windows.

The retailers are becoming aware of the fact that their show windows are the most valuable space in their stores. The passer-by judges the store by its show window. It can do more than newspaper advertising, as it demonstrates the real value of the goods by showing their color and general attractiveness. The cigar merchant can follow up all the great newspaper and magazine advertising campaigns, and can get as much advantage from them as if they were published only for him.

But to get the best results from a window, its contents must tell their story, and tell it quickly and to the point. A simple background which forms a pleasing contrast to the goods displayed, whether cigars, cigarettes, tobacco, or smoking articles, forces itself upon the public eye and receives more consideration than any other form of advertising in use today.

In trimming your window, have consistent combinations, and do not have a conglomerate mass of everything in your store. Try one thing at a time. At this time of year, when many of your patrons are contemplating going away for a time, try an attractive vacation arrangement, using pictures or photographs which will carry the idea. Take cigars at one time, stogies at another, pipes and tobacco later, to be followed by an attractive display of cigarettes, keeping in mind simplicity at all times.

Let your window be a neat, chatty, cheerful one, one which almost appears to say to the onlooker: "Come in. We have even better things inside," and you will never regret the time you put upon it.

Association to Fight Pernicious Legislation

Southern California Tobacco Men, With Headquarters in Los Angeles, a Progressive Body—Combat Efforts of Alleged "Reformers"

REALIZING that in union there is strength, both to assist each other and to fight the common foe, the tobacco men of Southern California came together recently and formed the Tobacco Association of Southern California, opening their ranks to wholesaler or retailer, clerk or salesman, bookkeeper or porter, cigarmaker or stripper.

The object of the association is also largely of a social nature. In addition they will take measures to combat the efforts of the reform-mad persons who have put the liquor business in that State almost out of commission, and are now after the scalp of the tobacco man.

Already petitions have been circulated to have the next session of the California Legislature add one more freak law to its present meshwork of statutes, which would prohibit cigarette smoking in that State. It hardly seems possible to some men in that State to stop cigarette smoking in California, a region which is said to be the original stronghold of the home-made "coffin nail," but the act in all probability will be passed.

In forming the association the organizers have stated their platform boldly and without equivocation. They have gathered together to watch and protect their businesses from unjust and discriminating laws. They condemn in strong terms the practice of selling or giving away tobacco and cigarettes to minors and urge more stringent laws for offenders.

The association is now holding monthly meetings, at which the members can get together, forget care and the long hours of toil, become better friends, and have interesting and instructive addresses on live topics by authorities, posted and successful men.

The majority of the members hail from Los Angeles, which is the headquarters of the body, but it is the desire of the association to embrace all the towns in Southern California until it is truly a sectional, not local affair.

Anthony Schwamm, President of Association

Anthony Schwamm, of 114 East Market street, Los Angeles, whose likeness is shown, is president and is proving a capable and popular officer. The other officers, all Los Angeles men, are: H. D. McLean, vice-president; J. P. Viera, recording secretary; A. Finkenstein, financial secretary; D. H. Elmore, treasurer, and J. C. Borton, sergeant-at-arms. The board of trustees is as follows: W. D. Newton, E. A. Campbell, Wm. Von Sick, I. Finkenstein and Charles Bennett.

Western Smoker Divulges Secret of Good Cigars

Buys Nickel Brands and Uses Sherry Wine in Humidor to Insure a Good Aroma

A KANSAS CITY man has lately gained a reputation among his friends for smoking cigars of high degree, and his friends have been wondering for months how he can afford the luxury of the type of cigars he smokes. Those who have sampled them say that they possess the most alluring aroma it is possible for a cigar to have, and that the most delicate Havana hasn't much on them. The wonder among his friends has increased when it is known that he has had no salary increases lately and that he belongs now, as heretofore, to that large class of smokers who do not feel justified in paying more than five cents for a cigar. He says himself that his cigars cost him only five cents apiece, and that bands that encircle those he has been giving away prove his contention. The other day he divulged his secret to a few of his friends.

"I have a humidor," he said. "The humidor contains a sponge designed to soak in water to keep the cigars in moist condition. But instead of soaking the sponge in water, I soak it in a fair grade of sherry wine, place it in the humidor with a dozen or so cigars, and leave them over night. The next morning I fill my pockets with five-cent cigars that it would require an expert to distinguish, so far as the flavor is concerned, from the finest product of Havana. The flavor of the sherry wine will, of course, disappear after a few hours. so that the cigars must be smoked within a reasonable time. This fact also makes it impossible for the dealer or manufacturer to take advantage of my discovery. A quart bottle of sherry wine for the humidor will last the smoker for months. Care should be taken to see to it that the sponge does not come in direct contact with the cigars, which are very porous and will absorb the wine rapidly and become wet and soggy. Smokers who prefer some other flavor than sherry wine, of course, are at liberty to flavor to taste."

This is, of course, a grossly exaggerated statement, but it is worthy of attention from many consumers of cigars, who purchase their smokes in large quantities. The idea of taking a nickel cigar and with but the aid of a little wine to equal the flavor of a Havana, is preposterous to say the least, yet many men use liquors in the manner above described and keep their cigars in excellent condition.

PROBLEMS of the RETAILER

Care of Valuable Papers and Books

IT is a well-known and admitted fact by many tobacco men, whether retail, wholesale or manufacturer, that though many of them are scrupulously careful in every other way they are not as careful as they should be of their books and papers. Frequently the books represent thousands of dollars of credits which, if destroyed by fire or water or perhaps stolen, would be an absolute loss with no way of replacing them.

The man with valuable books or papers can have no better insurance than a good safe, not some which are often seen, farces as far as protecting the contents are concerned.

A safe should be able to resist fire, water and burglars. How many do that? Judging by the numerous robberies reported every day of cigar stores the so-called "safes" failed to do the work. They were not burglar proof, not even proof against the depredations of the ordinary petty thief who periodically relieves many retailers of their cash and many cigars.

Secure a "strong box" which will resist fire and water. Imagine it being in a fire and perhaps dropping several stories and then being flooded with water. Will your safe stand that? Is it so packed that the water will not seep inside.

The present year has been a disastrous one as far as fires are concerned. Look to the rubbish piles in your basement. Attend to the care of the matches. Allow no papers to be loose around the store and you will minimize the danger from fire to a very great extent.

During the hot spell, fly poison in saucers, sticky fly paper, etc., are frequently noticed in many cigar store windows, in an attempt to free the window from the pest. While at first sight this may appear commendable, one can not help but admit that such a display is far from attractive. A well dressed window, with a garnishing of dead flies scattered over boxes and the floor are enough to keep the customers out of the store, rather than attract them.

The remedy is simple and costs but little. In case the whole window is not enclosed, the problem can easily be solved by purchasing netting and covering the opening. The netting comes in various shades and widths and will add, rather than detract, from the appearance of the window if it is put on neatly.

It can also be used to cover chandeliers and brass work which is often soiled by the fly.

Let the other fellow have the customers who do not pay their bills.

You can get business by wishing for it if you give your wishes proper publicity and give good service.

Any dreamer knows *what to do*, but it takes a doer to *do it*. "Castles in the air can't be sold, rented or mortgaged."

Don't be a *sheep* and follow—be a *shepherd* and lead. That's the motto and marrow of sweeping ahead and keeping ahead in business.

Definition of a "Really Good Customer"

A GOOD customer is a man who buys what he wants at the same price and on the same terms as other buyers get, and who pays for what he has bought when he says he will. No customer is a good customer who is always seeking to beat down a price or to obtain an extra favor in terms. A good customer is not the man who is always seeking to claim allowances for errors or shortages that are partly or wholly fictitious, nor is he a good customer who mails his check on the twelfth day with cash discount taken out.

A good customer is not necessarily a man who buys the most goods. Such a man may be a big customer, but not necessarily a good one. What a good customer really is, is a buyer who gives and expects a square deal and no more.

Customers are human, and when a man happens to be a large buyer he is likely to be pursued and fawned upon. Quite naturally the average human being gets an inflated idea of his importance after a course of such treatment, and is likely to insist upon concessions that he is not entitled to. Thus it comes about that the smaller buyers, who expect and get no favors, oftentimes do not get even a square deal.—*Caxton's Magazine.*

Price tickets are admitted to be invaluable aids to the success of the tobacconists' window. These may be purchased from a printer or can be neatly lettered. The latter method is by far the better if your window dresser is of an artistic bent of mind. The figures should always be plain and bold. But never make the mistake a prominent store in Philadelphia did recently when in an attractive window display, there was a card reading: "Oboid" smoking tobacco, 10 cents per can.

Window Bulletin Suggestions

NO WEEK-END SALES FOR US

Our values are bargains of the every-day kind and you get your money's worth every time.

NEVER MIND YOUR SUNBURN

Come in and get next to one of our Havana Smokers, and you will find the cigar-burn a much more interesting subject to discuss.

10 cents straight.

THE ATHLETICS AND GIANTS HAVE "SOME" TEAMS

But when it comes to being repeaters they have nothing on our ———— cigar. They've been right up front for ten years. Ask a user.

Three for a quarter.

IT'S odd the queer predicaments one gets into some times," said a small retailer to me the other day.

"Not so very long ago, a man of about forty came in the store and wanted some three-for-a-quarter cigars. I carry several lines, but happened to be out of all of them. This man had only recently moved to the neighborhood and I knew his first impression of my store would be a lasting one.

"I looked around the case and at last in desperation picked up a box of Pennsylvania-made 3 for 10 cigars. It was about the only brand in the case which is not a familiar one with regular smokers. He looked at them closely and bought three.

"After he had gone I determined to steer clear of any more scrapes such as that. I hurried up my orders on the three-for-a-quarter's and have never been out of them since. I reckoned that the new customer would try another brand when he came again, if he did at all.

"Imagine my surprise when he pulled in the next night with the exclamation, 'That's a pretty nifty smoke. Let me have a half dollar's worth.'

"He kept on asking for that cigar until I determined to put a stop to it. I felt like a crook and yet I didn't see how I could have backed out after the first purchase.

"When he came in the next evening and asked for the cigar, I looked at him, shook my head and said: 'I'm very sorry, but I am not carrying those cigars any longer. The man who was supplying me, tried selling methods on me which I wouldn't stand for and we had a disagreement.'

"That man smokes a well-known three-for-a-quarter now and apparently enjoys it. Yet every little while he will say: 'If you ever get as good a cigar as that one you sold me some time ago, put me wise, will you?'

"A three-for-ten, too! Can you beat that?"

* * *

That the public at large frequently fails to grasp the true significance of a protective tariff and is always ready to squeal when it strikes its private pocketbook was illustrated recently by a letter received by Secretary of the Treasury McVeagh. This letter was written by a New York clerk, who was "fined" 60 cents by the Treasury Department for duty on a tobacco pouch and a few ounces of tobacco received by mail from abroad. The clerk demanded the return of the 60 cents because he was called an "importer" in the receipt which was given him by the Government.

"I have the honor to inform you," he wrote, "that I am no kind of a porter, neither ex, imp, hall or car porter, but a clerk employed by a New York stock exchange firm and as a consequence I object to having had to pay the fine." Will Uncle Sam give up the money? He will NOT.

Since the terrible holocaust in the Triangle Shirtwaist Factory several years ago, the cause of which fire was attributed to a lighted cigarette being thrown into some debris, the fire inspectors of Manhattan and Brooklyn have made life miserable for many of the foreign operatives who live perpetually with a cigarette in their lips.

A few days ago in a factory on Seventeenth street in New York, a fire inspector discovered a 55-year-old Polak calmly smoking in a room which was littered with all sorts of clippings and combustible material, and the foreigner absolutely refused to stop when the inspector ordered him to do so. The result was an arrest and three days' imprisonment in lieu of a $10 fine.

* * *

Mayor Harrison's order in Chicago prohibiting the shaking of dice at all cigar counters where women are employed as clerks, was carried out and customers are better satisfied. It is said, women cigar clerks encourage reckless expenditure by men anxious to appear as "good sports" in the eyes of the young woman, since hotels and other places employing female clerks see to it that as attractive a person as possible be secured.

* * *

"Jack" Merriam and Charles Snyder, who owns the Cadillac Hotel cigar stand, told me an amusing bit of inside information the other night, while dining at Rector's.

It seems that they were dining out at a prominent roadhouse just a few miles from one of the leading Middle West cities, as the guest of the superintendent of the electric light and street railway system of the town. Suddenly Mr. Merriam looked at his watch and recalled that he had an engagement at his hotel with a very particular customer at eleven o'clock. It was then twelve minutes of that hour and the streets were sure to be thronged with cars taking the theatre crowds home. Outside stood the big eighty-horsepower auto which had brought them to the dinner.

Mr. Superintendent grasped the situation and saw that the whole evening's pleasure was threatened. He walked to the telephone, called up the main power house, and said to the foreman: "Mike, cut off all the power from the cars of the city at once, and keep it off till I call you again."

The party jumped into the big auto, the high speed clutch was thrown in and they made a record-breaking trip back to the hotel; covering the nine miles in about as many minutes.

As they flashed by the stalled cars all along the route which enabled them to get a clear right of way, they knew that the straphangers were cursing the railway management, but the straphangers did not know that they were held up because "Jack" Merriam had a late appointment to sell some "Bull Dogs," which order he promptly and safely gathered in.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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To our way of thinking, one of the most interesting developments of the dissolution of the American Tobacco Company in this country has been the actions of James B. Duke, late president of the American Goliath, and now head of the British-American Tobacco Company. Mr. Duke is essentially an American product, and an organizing genius. When he had exhibited his talents for organizing and combining in the United States to a degree which was considered impossible by the skeptical, he is reported by some to have lost interest in the great corporation because there were no more fields to conquer, and reports came out regularly that he contemplated retiring from business completely.

J. B. Duke, Organizer

When the American Tobacco Company was dismembered here and the British Company cut loose by court action, Mr. Duke saw the opening he wanted and moved to London to become the president of the British Company.

He has been there only a short time now, but our British friends are gasping at his tremendous views, not only of the tobacco business, but of business in general.

Last week they added ten million dollars of new capital to the twenty-two million they already had, and on which 52 per cent. was earned last year. This means that the Duke brain is organizing again, and the result is sure to be interesting.

Solution of the difficulties arising from the Internal Revenue Commissioner's ruling last fall that cigar manufacturers must be taxed on all "smokers," appears to be found in the bill of Congressman Peters, which has just been passed in the Lower House. This bill is now before the Senate Committee, and unless its advocates have been deceived it is likely to pass in the shape it was approved by the House.

MacVeagh's Curb on Free Smokers is Impractical

Secretary of the Treasury MacVeagh has practically given approval to the Peters bill, although he has been holding out a clause which would confine the consumption of "free smokers" to the factory premises, and not permit cigarmakers to take them home. Opponents of MacVeagh's idea point out that it would be impossible to enforce this clause, since to do so would require a constant espionage of every employe as he left the factory at the end of each day's work.

The custom of giving free smokes has been in existence as long as the cigar industry itself, and we believe that any move to curtail it would be a serious mistake on the part of the Government. The contention that the revenues would be reduced by the giving of twenty-one free smokers a week for each worker is ridiculous. These smokers have always been given untaxed to the employes, and the Government has never derived any revenue from them, so that a continuance of this custom would assuredly not affect the volume of tax returns.

It is a rather late day for the Government to try to curtail this privilege. During the Civil War, and later during the Spanish-American War, when Uncle Sam needed every cent of revenue he could collect, the custom of giving free smokers was recognized and no effort made to forbid it. It is to be hoped that the Peters bill will be speedily passed and put in effect, thereby relieving the makers and manufacturers of the present unsettled and unsatisfactory conditions.

What the "World" Thinks

¶ A humane society in Wisconsin intends to shortly enter the cigar manufacturing field. Wonder if their object is to rescue the poor deluded smoker from the viles of some of the baneful "punks" now passing as cigars.

* * *

¶ A North Dakota dispatch states that farmers in that State are raising alfalfa, which is being shipped to tobacco manufacturing concerns in Virginia, where it is mixed with both chewing and smoking tobacco. Wonder what the consumers would say to that. Seems to us they would prefer to buy their alfalfa at the feed store by the bale, rather than securing it in small packages at the cigar stands.

* * *

¶ The news that tobacco growers near Suffield, Connecticut, are willing to swear that the rain of one day caused their plants to grow five inches over night, leads us to think that there are more "nature fakers" eligible for the Ananias Club than "Teddy" ever dreamed of.

* * *

¶ Joseph Killen, 15, messenger boy, and erstwhile millionaire on other peoples' money, when asked whether he was sorry he took the money and checks belonging to the United, said, "What I am most sorry about is that I didn't have more time to spend the money." What he needed most was a protracted session in the woodshed, which would possibly have brought him to a proper state of penitence.

New Cigarette-Making Machine by American

Is Being Manufactured in Switzerland and Is Said to Materially Lessen the Cost of Production

A NEW cigarette-making machine, invented by an American and constructed at Rorschach, Switzerland, is described by Consul D. I. Murphy, of St. Gall. It is said to surpass all similar machines in quickness of operation and quality of fill, and promises to materially lessen the cost of cigarette production. Because of its simple construction it can be put on the market at a price lower in proportion to the amount and quality of its output than other machines now in use.

Fitted with a simple filling device it is now turning out well-made cigarettes at the rate of 150 per minute, and with duplex and multiplex fillers it may be made to turn out 300 or 600 per minute. The high speed is obtained largely by the method of handling the cigarette paper, which appears to be on an entirely new principle. The paper is folded and closed mechanically around a rod, making a continuous tube of uniform diameter. While in forward motion on the rod the paper tube is cut into lengths for individual cigarettes. These lengths are then pushed along by the general forward movement of the entire tube. At the end of the rod each length is carried by a pair of friction wheels onto the filling tube, which is really a continuation of the rod.

The paper tube is pushed over this filling tube until in position for closing the end of the paper, as is customary in Manila and some other places, which is done by another small friction wheel and a revolving plate. The tobacco is then pushed from the compressing chamber into the filling tube, being held in check within the tube by a device which automatically controls the fill and may be adjusted to give any desired quantity. When the tobacco core has the right consistency the end check is released and the tobacco moves out of the filling tube into the paper wrapper which it carries with it.

The method of handling the paper prevents its displacement and permits the operation of the machine without fear of the wrappers being blown away by drafts of air. The machine is of strong and apparently simple construction, the various parts being easily and cheaply replaced. In case the compressing chamber becomes blocked or choked while the machine is running at full speed no damage ensues from the sudden stopping of the mechanism.

Porto Rican Tobacco Company Meeting

Stockholders Will Be Asked to Vote on Proposed New By-Law Also on Increase in Capitalization

The Porto Rican-American Tobacco Company has issued a notice of the annual meeting to be held in Jersey City on August 1st, for the election of directors and other business which may come before the meeting. Stockholders will be asked to vote on a proposed by-law providing for participation by certain officers of the company in profits, if any, earned by the company in excess of profits earned during the year 1910 on the brands and business now owned by the company, not exceeding in the aggregate 10 per cent. of such excess.

The directors also have a proposition to increase their capital stock from $2,000,000 to $3,000,000 at the meeting. The company now operates five different factories in Porto Rico. They are said to have so far outgrown their capitalization that something must be done.

Officials of the International Cigarmakers' Union on Tuesday signed, before the Senate Committee, in favor of the new Peters "Free Smoker" bill. Sol Soulheimer, of New Haven, Conn., and William McCabe, of Albany, N. Y., were heard. Commissioner Cabell, of the Internal Revenue Bureau, will be asked to appear before the Committee.

Elliot, Ottenheimer & Elliot Occupy New Plant

THE cigar manufacturing firm of Elliot, Ottenheimer & Elliot, of Baltimore, are now occupying their new factory at 2113-15-17 East Oliver street. The new establishment is one of the most up-to-date buildings South of Mason and Dixon's line and should, with its increased facilities, assist materially in the prompt manufacture and shipment of goods.

The new plant is of the most modern construction, well ventilated and lighted, and is in a convenient locality. The first floor is occupied by the offices and sample room. The second floor is occupied in manufacturing. The third floor is used for packing and for storage purposes, with additional space which can be used as the business expands.

The humidor, which is in the basement, is an enormous one having a capacity of 1,000,000 cigars. The curing rooms are also in the basement.

Elliot, Ottenheimer & Elliot are to be congratulated on their new home and their brands should soon be more widely known than ever. They manufacture the "Schuman" and "Jano," ten-cent brands, and "Carbellos," "Cardenas" and "Henry W. Longfellow" their nickel leaders.

Austrian Tobacco Monopoly

The number of employees of the Austrian Tobacco Monopoly in 1910 was 40,339, less than 10 per cent. of whom were under 20 years old. The average wage was $143 per annum. In 1890 there were 33,296 employees receiving an average wage of $70. The low wages are explained by the fact that many factories employing large numbers of laborers are situated in the country districts, in small towns where wages are very low, and to the fact that nearly six-sevenths of the employees are women. Of the total number of employees in 1910, 38,525 worked in factories and the balance in offices and stores.

Pennsylvania Produces Eighth of Manufactures

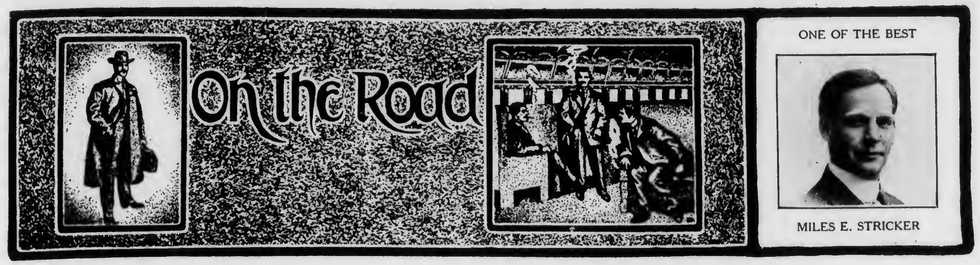
Continued from page 9

In regard to the hours of employment in the tobacco trade of Pennsylvania more than 90 per cent. work more than 48 hours per week. This is 25 per cent. greater than the record of either New York or Ohio, of which States only 66 per cent. work longer than 48 hours per week. The figures for Pennsylvania follow: 48 hours per week and under, 3,954; between 48 hours and 54 hours, 3,497; 54 hours exactly, 2,614; between 54 hours and 60 hours, 18,295; 60 hours exactly, 4,721; between 60 and 72 hours, 102; 72 hours exactly, 5; over 72 hours, no wage-earners.

Out of 2,432 tobacco manufacturing establishments 832 employed no wage-earners, as compared with 1,096 factories in New York and 352 in Ohio. Pennsylvania has the largest number of wage-earners employed in the tobacco industry of any State in the Union, but New York has the largest factories.

The tobacco trade is more widely distributed in Pennsylvania than in either New York or Ohio. In Pennsylvania 127 factories, or five per cent. of the total number of factories, employed more than half of the total wage-earners employed in the State, whereas in New York 56 factories employed more than half of the wage-earners, or less than one per cent. of the factories; in Ohio 32 factories, or less than three per cent. of the factories, employed more than one-half of the wage-earners engaged in the tobacco industry of the State.

One of the State's leading cigar manufacturing centres is Lancaster, where 1,453 wage-earners are employed, and the annual production is valued at $1,970,000.



Miles E. Stricker

We are pleased to give space in this issue to the photograph of Miles E. Stricker, of Grand Forks, N. D. Most people in the Northwest know him, but for the benefit of those who do not we will say he has represented the wholesale house of Stone-Ordean-Wells Company, at Grand Forks, for ten years.

Mr. Stricker, it is said, heads the list of topnotch cigar salesmen on the staff of the company, which has its headquarters in Duluth and branch houses in ten other cities. In summing up his success as a salesman Mr. Stricker said: "A cigar is the hardest thing in the world to sell the first time; after that it is the easiest." He is a member of the Elks and prominent in Shrine circles, but is best known as a charter member of the Lodge of Good Fellows.

Walter E. James, the hustling representative of Cuesta, Rey & Co., is now on an extended trip through the Middle West pushing this concern's brands. While in Toledo, Ohio, he assisted Mr. Sherwood, of the Walding, Kinnan & Marvin Co., local wholesalers for the Cuesta, Rey & Co., products.

A. J. Myers, of Salvador Sanchez y Ca., is attending the Elks convention at Portland, Oregon, and incidentally looking after the interests of the "Dulce" cigar on the Pacific Coast.

E. H. Briody, of the S. R. Moss Cigar Co., of Lancaster, Pa., has been doing some very successful work through Indianapolis, pushing "Cubalettes," the new 5-cent straight size of the Moss Company. Mr. Briody is also assisting in a campaign in Louisville on the "Cubalettes" and the "Flor de Moss."

Rothenberg & Schloss, of Kansas City, have added to their sales force John H. Campbell, formerly with the R. A. Patterson Tobacco Co., and prior to that with Scott & Dillon. Mr. Campbell succeeds Fred Burns as city salesman for the firm.

Walter E. Parker, well known throughout the Middle West as general specialty man for McCord, Brady & Co., of Omaha, Nebraska, has accepted a position as travelling salesman for the Sloan Cigar Co., of Kansas City. Mr. Parker will cover the Nebraska and Black Hills territory, which was formerly covered by Mr. Hershberger, late of this firm.

Ed Sachs, formerly with Balbin Bros., who a short time ago went to Los Angeles to recuperate, expects shortly to leave for Carlsbad, Austria, where he will remain for some time, after which he will go to Berlin to visit some of his relatives.

John Scott, formerly with Blakeslee-Snyder Co., of Buffalo, has become salesman for the Haas Tobacco Company, of that city. He will work only on high-grade cigars.

B. F. Alexander, the genial representative of the Partagas factory, of Havana, was a recent visitor in Louisville. This was Mr. Alexander's first trip to that city during a long connection with that establishment. During his stay there he called upon the Humler & Nolan Co., who are probably the largest dealers in this brand in Louisville and vicinity.

Dave Albert, who has been a hustling salesman with Skinner & Knecht, of Los Angeles, for more than three and a half years, has severed his connection with that firm and purchased an interest in the factory of the Valrance & Woodworth Co. Dave says that he will continue to work the same territory he has covered for the past five years.

George J. Yocum, the Western representative of Yocum Bros., of Reading, Pa., is now busily engaged in pushing that firm's products on the Pacific Coast. He recently placed his brands with the H. Bercovich Co., of Los Angeles, and will stay in that city for several months.

James Birdsall, for some time a representative of Berriman Bros., of Tampa, Fla., who opened a retail establishment over a year ago in Los Angeles, leased his store at that time for a term of five years. Mr. Birdsall featured chiefly his private brands. At a recent meeting of his creditors his liabilities were placed at $7,000 and his assets at $1,000.

I. J. Mittelberger, the genial Cleveland representative of the Neumann & Mayer Company, of Philadelphia, is making a trip through the Middle West with Leo W. Mayer of the Quaker City firm. From all reports the "Bella Mundo" is more popular in that section than ever before.

J. C. McCool, of the Liggett & Myers Tobacco Company, has been given charge of the Wyoming, Idaho and Oregon territory in addition to Utah. Mac is a hustler and should make things hum in his new districts.

B. F. Alexander, the popular representative of Cifuentes, Fernandez & Company, of Havana, has been touring the Middle West with the clear Havana line of his firm. This is a much desired smoke in clubs along his route and he placed a large order with the Queen City Club of Cincinnati during his last trip.

Leo Rosenthal, the Chicago representative for A. S. Valentine & Son, of Philadelphia, was a recent visitor at the Quaker City factory. While in Philadelphia Mr. Rosenthal was entertained by Mr. Roy Valentine of the firm.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Retailers in Meeting Roundly Condemn Taft's Attitude

Commend Senator Cummins for Efforts in Behalf of Bill— Are in Favor of Plank in Democratic Platform Pertaining to Tobacco Interests

THE regular meeting of the Manhattan Independent Retail Tobacconists was held at Terrace Gardens last Friday, July 25th. The meeting was fairly well attended and some interesting discussions were listened to by the members.

In the course of the meeting the association passed resolutions which stated plainly their opinion regarding the present National administration in its attitude toward the tobacco trade.

The resolutions were as follows:

Resolved, That we commend Senator Cummins for his efforts in introducing and supporting the bill known as the Cummins bill in the United States Senate.

Resolved, That we urge Congress to pass the Cummins bill and thus afford the independent tobacco interests a chance to have their grievances passed upon by the Supreme Court of the United States, and have this contention of the tobacco question settled once and for all for the benefit of the retail tobacco interests throughout the country; and furthermore, have our highest Court determine whether an illegal tobacco combine exists today or not under the existing decisions of our Courts.

Resolved, That we appreciate the efforts of Theodore Roosevelt and others for their determined stand in opposition to the present form of illegal combination and for their assailment of the unfair business conditions that have existed in the tobacco trade, as promoted and maintained by the so-called trust.

Resolved, That we condemn President Taft for the stand he has taken in relation to the disposition of the tobacco litigation, and we call upon all independent dealers to thoroughly inform themselves as to his attitude and act for their interests accordingly.

We commend the Democratic party for its plank in relation to trusts and particularly that part of the platform that refers to tobacco interests, but before taking any positive action to endorse the same we will await the action of the House of Representatives, as to their disposal of the above mentioned Cummins bill, and thus judge said party by their acts and not their words.

Union-American Cigar Co. Declares Dividend

On July 29th the Board of Directors declared a semi-annual dividend of 3½ per cent. on the full shares of preferred stock to August 1st, which dividend is payable to stockholders August 15th.

S. H. Furgatch, of S. H. Furgatch & Co., has returned from a vacation spent in the Catskill Mountains. A. Korn, a representative of above-mentioned firm, arrived in the city a few days ago, after a trip through the Central West. He is now taking a long vacation, which accounts for the splendid business, which he has done on this last tour.

Merriam's Put Out "Fra" in New Packing

One of the latest packings appearing on the market has just been introduced by John W. Merriam & Company. It is a new arrangement of their "Fra" cigars. They come in tin cans, the idea being to keep them in good condition and to put them before the smoker as fresh as possible. To further insure this, each cigar is packed in separate paper wrappings.

This new packing has taken an immediate hold on the market and should be a large seller. Each can contains a coupon, a number of which entitles the holder to secure a leather cigar case or a King Lud tapestry.

Presidential Aspirants on Cigar Bands

In line with their policy to have only the latest and best in the way of cigar labels and bands, Kaufman, Pasbach & Voice, the lithographic house, have just issued an artistic set of campaign bundle bands.

The bands show reproductions of the leading Presidential candidates, and are most attractive, to say the least. Kaufman, Pasbach & Voice will willingly submit samples to anyone in the trade upon request to their office, Morton and Greenwich streets.

Enlarged "Peter Schuyler" Factory

G. W. Van Slyke & Horton, who manufacture the long established "Peter Schuyler" cigars, have just completed and occupied a big addition to their factory at Kingston, N. Y., which gives them one of the largest factories in that section. The factory is five stories high, of brick, slow burning mill construction, 160 feet long and 60 feet wide, and they can seat comfortably nearly 1000 cigarmakers. They specialize on one brand, "Peter Schuylers," at ten cents, and "Peter Schuyler Briefs," at five cents.

The company's main offices and local distributing station is at 471 Broadway, Albany, but their goods are in big demand all over New York State and New England.

C. J. Duddleston, who represents the house in the Middle West, with headquarters in Indianapolis, has been East during the past week, consulting with his chiefs preparatory to a fall campaign.

The Van Slyke & Gordon trade-mark of the man's head with the phrase "Get Back of a 'Peter Schuyler' 10-cent Cigar," is well blazoned on signboards and store fronts all through upper New York State.

Mr. C. Lopez, of Arguelles Lopez & Bro., is spending his vacation on his farm in Sparta, New Jersey.

New York City Items

William Best, of Best & Russell, the prominent jobbers, left for Chicago after a week's visit in New York.

Jackson H. Kelley, of Salomon Bros. & Stern, returned last Saturday from a brief trip to Atlantic City, where "Aplomos" are well known.

Daniel Wharton has resigned from the selling force of Rosenberg & Schloss, to become western representative for Bustillo Bros. & Diaz, of Tampa.

The Interstate Tobacco Company has moved to its new quarters at 1397-1399 Avenue A. They have been compelled to seek larger quarters owing to the increased volume of their business. The new telephone number is 5100 Lennox.

J. S. Kimmelsteil has been appointed general representative for the Key West Cigar Factory at Key West, Fla., and will make his headquarters at No. 200 Fifth avenue, New York.

The Edwin Cigar Co. has taken a lease of the cigar stand in the new Bartholdi Building, located at 23rd street and Broadway. The new store is right across the street from the Flatiron store of the "United."

The Garrison-Tichenor Company, of Peekskill, New York, one of the newest jobbing houses to enter the field in that district, expects to cover the territory throughout the Hudson River Valley. They are handling two nickel brands, and two leading Havana lines. They will do an exclusive jobbing business. Both members of the firm are well known in that territory.

H. M. Duys, of H. Duys & Co., the large importing house of Sumatra tobacco, is again home from a trip to Amsterdam, where he attended a number of the inscriptions for his house. Mr. Duys was highly pleased with the leaf which he secured for the firm, stating that it is some of the best this house has secured in years. H. Duys & Co. is possibly the largest Sumatra house in the country, and this year has secured thousands of bales for its United States and Canadian customers.

Tremendous Demand for the "La Famosa"

E. Kleiner & Co. are building a new factory to meet the demand on their leading brand, "La Famosa," which has been oversold for the past few months. This cigar is the brand which is getting most special attention, and it is proving itself the best seller that the house ever turned out. Wherever it has been placed it has given the highest satisfaction to the trade and the smoking public. It is a 5-cent cigar of extremely high quality, wrapped with high-grade Sumatra, and the filler is a choice blend that is smooth and mild, at the same time aromatic.

TOO LATE FOR CLASSIFICATION

OPPORTUNITY FOR GOOD CIGAR BROKERS—Large Porto Rican manufacturer desires to place line with live local cigar brokers in Middle West and Eastern territory. None but those who can furnish good references need address Manufacturer, Box 200, care of The Tobacco World.

Tampa Tips

Lifting of Quarantine Restores Normal Conditions

TAMPA, July 27.

LIFTING of the quarantine against Cuba, which for a few days threatened to cause the suspension of a number of the larger factories which has permitted their stocks of tobacco to run low, soon restored normal conditions here and there have been no interruptions in the smooth progress of the local industry since that time. Reports are uniformly gratifying, and at every office there is much the same story of good orders and additions to the working force.

Shipments have been close to 6,000,000 a week for the last two weeks. Importations have been unusually heavy.

Tampa's remarkable showing of an increase of 49.7 per cent. in maritime tonnage for the past fiscal year over the year previous has caused much good feeling here. The port is comparatively a new one and a fact of striking import is conveyed in the statement that Jacksonville's increase for the same period was only 1.5 per cent., while the value of Tampa's imports and exports for the year was three times that shown by Jacksonville.

The Tampa Box Company, which suffered a loss by fire of its sawmill plant, estimated at $45,000 in value, has been enabled to continue operations because of the large stock of material which had been laid by in advance of the fire. A new milling plant will be built at once. The company carried insurance of $27,000 on the portion of the plant which was destroyed.

Val. M. Antuono is again having trouble with an imitator of his famous "C. H. S." brand. Casan, a Cuban, has prepared to put on sale cigars under that name, claiming that the letters stand for "Casan's Havana Smoker." He has been notified that an injunction will be asked for if he offers the goods for sale and, as Mr. Antuono's right to the letters has been maintained by the courts on several occasions, it is believed Casan will heed the warning.

Cuesta, Rey & Co. report that they are closely watching results in the use of the new electrical invention for destroying all germs or traces of insect life in cigars. A thorough test is being made of the machine at this factory and, if the results are as claimed by the inventors, the "Truly Spanish House" will apply the treatment to its entire output. Other manufacturers are watching the Cuesta-Rey test with marked interest.

F. C. Lozano, after a few days in Tampa, has returned to New York. H. S. Foley, local manager of this factory, spent two weeks in New York, returning with Mr. Lozano. The Lozano factory is to be enlarged by the building of an extensive addition.

E. C. Phillips, office manager for Corral, Wodiska & Co., has returned from a thirty-day trip in the West, a snowstorm on Pike's Peak July 4, being among the incidents of his tour.

J. M. Diaz, of Bustillo Bros. & Diaz, was a recent visitor, coming from Havana, spending one day here and leaving for New York.

A. Santaella & Co. are shipping the first installment of an order for several hundred thousand "Optimos," coming from Alaska. This house is working a big force.

Francis Bolano came back from Chicago full of enthusiasm about the business prospects, and went at once to Havana for a week.

José Lovera has been in Cuba some time and reports at his factory are of the most encouraging sort.

Samuel L. Davis & Co. have been adding to their force every week and think it will be necessary to make another addition in a few days.

C. Menendez, local manager for Tornay, Fernandez & Co., has gone to St. Louis and will go thence to Omaha, Portland and other cities of the Northwest. M. Sachs, one of the salesmen for the house, accompanies Mr. Menendez.

Sello J. Blumenthal, of San Francisco, and Sam Kirshner, of Los Angeles, were visitors this week. They are connected with the M. A. Gunst interests on the Coast. After being entertained here by Lawrence Gunst, they left for Havana to study conditions there.

Balbin Brothers report some very fine orders from Montana.

Eli Witt, the distributor in this territory of some of the leading Tampa brands, has found it necessary to seek larger quarters for the wholesale branch of his business. He will occupy a building on Water street, in the jobbing district.

J. J. French is out on his first trip for his new firm, with a line of samples that has elicited much praise. Mr. French will go westward.

Harold McFall, of the Esberg-Gunst Company, is enjoying a vacation at Northern seaside resorts.

Tampa's favorable showing in the hot weather reports has been noted with pleasure by cigar men who have visited the city. While there have been many deaths from the heat in Northern cities, not one case of prostration has been reported here and, with an occasional exception, the days are pleasant and the nights comfortably cool.

PERFECTO.

PHILADELPHIA.

Frishmuth Bros. & Co. Deny Rumor of Merger

"There is Absolutely Not a Word of Truth in This, and We Ask You to Deny It", Says J. C. Whitney Frishmuth, Jr.

THE reported merger of the Frishmuth Brothers Co., Incorporated, Seventeenth street and Lehigh avenue, Philadelphia, the largest independent manufacturer of fine cut smoking tobacco in the United States, with the American Tobacco Company, existed only in the mind of some newspaper reporter in New York.

While there was prompt and emphatic denial at the office of the Frishmuth Company, there seemed to be some doubt expressed as to whether such negotiations had really come to a close, and in order to give the trade the positive assurance that there was really no foundation for such a rumor a WORLD reporter called at the office of the company recently, and J. C. Whitney Frishmuth, Jr., treasurer, stated "there is absolutely not a word of truth in this, and we ask you to deny it at once."

This statement, coming as it does from such a reliable source, should set at rest all doubts concerning any change in the policy or personnel of the firm.

Bobrow Brothers to Enlarge Quarters

Owing to the increased demand for the "Bold" cigar, Bobrow Bros. have under consideration plans for enlarging their building, so as to employ more cigarmakers. They have often been compelled of late to work overtime in an endeavor to keep their output large enough to fill incoming orders. L. M. Walters, after a trip through Maryland and Delaware, where he found the "Bold" as popular as ever, is again on the road.

Chas. W. Limroth Has Fine Establishment

ON a recent trip to Camden, a reporter was shown through the extensive establishment of Charles W. Limroth, at 1119 Broadway. Mr. Limroth carries a large stock of all kinds of tobacco goods and does a fine wholesale business. His salesmen cover nearly all of New Jersey and parts of adjacent States. He is fully equipped to handle a still larger business.

His receiving, shipping and sales rooms are models of convenience, and his garage contains several large delivery cars. The proprietor is a genial merchant, intensely interested in his work, the kind of man whom it is a pleasure to meet.

C. L. Martin Company Acquire Branch Store

THE C. L. Martin Co., which has been located at 1303 Columbia avenue for about two and one-half years, recently took over the stand at 1728 North Broad street, in the North Broad Grand Opera House, formerly operated by Cope Brothers, and will run it in the future. Edgar N. Floyd is manager of the branch store.

This concern, a comparatively new one, is making good at both locations, and with their progressive methods and high-grade line of goods deserve their success. Their brands include the "Girard," Antonio Roig & Langsdorf; "Jose Vila," Berriman Bros; "As You Like It," Godfrey Mahn; "Counsellor," Allen R. Cressman's Sons; "Havana Ribbon," Bayuk Bros.; "Cinco," Otto Eisenlohr & Bros., and their own nickel cigars, "Martin's Special" and "Martin's Havana."

"Lancer" Cigar Coming Up Strong

THEOBALD & OPPENHEIMER have been making an aggressive drive throughout Pennsylvania on the "Lancer" cigar, and judging by the incoming mail, their efforts were not in vain. L. M. Moore, their Pennsylvania representative, has been visiting factory headquarters after his strenuous campaign.

J. M. Friedman was another caller at the local office. He represents the Bissinger Bros. Cigar Co., of Pittsburgh, who distribute the Theobald & Oppenheimer brands in that region.

George H. Valentine, who was suddenly taken ill in Atlantic City several weeks ago, is reported to be much improved. His many friends wish him a speedy recovery.

Sales on "Havana Ribbon" Mount Rapidly

July sales on "Havana Ribbons" were a pleasing surprise to Bayuk Brothers Company, as the final figures were considerably ahead of the expected increase.

Dave S. Achenbach has just completed a trip through New York State and found the "Ribbons" duplicating to the entire satisfaction of the jobbers there.

Dearstyne Brothers, who control the brand for the Albany territory, L. W. Killeen, who has jurisdiction at Schenectady, and J. P. Mericle, distributor at Rochester, have recently increased their regular shipments in order to take care of the growing demand.

Quaker City Items

Leopold C. Glass has been appointed receiver of the Marie Garden Cigar Company, which is reported to be in financial difficulties. His bond was fixed at $2000.

The Atherholt store on South Broad street has been featuring the "Stratford" cigar of the El Draco Manufacturing Company and is now showing an attractive window trim on this brand.

H. N. Goldsmith & Co. report an increased demand for the "Jose Vila." This has a large sale around town and recently made a great hit with the patrons of the cafe and roof-garden of the Hotel Bingham.

The Speed S. Goodloe Company, of 1203 Cuthbert street, which opened up for business at that address several weeks ago, was granted its charter at Harrisburg, which places the capital of the concern at $20,000.

Duncan & Moorehead, the large jobbing house, have taken on two new Porto Rican cigars, the "Bella Sola" and "Orpheus." Mr. Moorehead expects to leave this Friday for Maine, where he will take a three weeks' vacation.

Jeitles & Blumenthal are having a healthy demand for their "Flor de Jeitles," "Tungsten," "Royal Peer" and "Masterpiece" cigars. Their factories are kept busy filling incoming orders and are operating full forces on full time.

Daniel Ostrow, hustling reailer of Seventh and Chestnut streets, is showing an attractive window display on the Rothschild cigar of Sanchez y Haya. Mr. Ostrow has his window changed weekly and is doing an exceedingly good trade since taking hold of this new store.

Ike Steiner, of William Steiner, Sons & Co., New York lithographers, called on the trade in Philadelphia last week and was warmly greeted by his many friends. Needless to say he booked some business worth while. Mr. Steiner is particularly enthusiastic about the German Process Cigar Bands which his firm has been featuring.

The retail trade of Philadelphia is in as prosperous a condition as can generally be expected at this time of the year. Of course, some retailers complain of poor business, as they always do. But the progressive men of the trade make few complaints. Along Germantown avenue such retailers as Dear, Andrews, Reed, Sowden and Coupe evidently are busy. Is it a strange coincidence that they are subscribers of THE TOBACCO WORLD? If not on account of that fact, is it because the men who do the best business know the value of the WORLD?

TOO LATE FOR CLASSIFICATION

FOR SALE—First-class cigar store, in heart of business section of Philadelphia. Grand opportunity for small manufacturer. Owner going into manufacturing business exclusively, reason for selling. Address Filbert, care of "The Tobacco World."

Cigar Dealer and Barber Charged With Arson

William Hemmerle, a cigar dealer, and Gustave A. Maraeski, a barber, who occupy the premises at the northwest corner of Fifth street and Girard avenue, were arrested several weeks ago accused of arson on charges brought by Assistant Fire Marshal Glover.

Their hearing was held in City Hall, at which time witnesses were produced to show that Hemmerle and Maraeski were in a conspiracy to burn down the building they occupied. The alleged material used to start the fire was shown. They were held without bail on the charge of arson.

Retail Briefs

Samuel Taxin has a splendid location on the corner of 4540 Frankford avenue, and is doing a good business.

Samuel Grove is an active and progressive young man, doing a constantly increasing retail busines at 4201 Lancaster avenue. He sells all the prominent brands.

At Third and Arch streets, Camden, P. Hartman & Son are doing a large business on their own make, "Sparks" cigar. Their wholesale business is also greatly increasing.

Harry Sperling has occupied his present location at 3914 Lancaster avenue for 18 months, though his stand has been in existence for 20 years. He reports increasing sales on "Havana Ribbons," and "Cincos."

Frederick A. Sowden is doing a fine retail business at Wayne Junction Station. Mr. Sowden is an aggressive young man, who is bound to rise. He has an ideal location and with enlarged quarters should certainly make good.

At 5251 Market street, close to the elevated station, Samuel Miller is doing a good business in a neat and attractive store, an interior view of which is shown on this page. Mr. Miller has had a wide experience and is pushing things in his section.

One of the neatest and most up-to-date cigar stores in the Northeast is at 4304 Frankford avenue. Arthur F. Smith, the proprietor, is doing a constantly increasing wholesale and retail business there, as well as at his old stand, 4604 Frankford avenue.

A. Runge & Co., at their retail stores on Delaware avenue, near the Market and Chestnut Street Ferries, are doing a large summer business; in fact, on account of their location, the best of the year. And three neater stores it would be hard to find.

Cigar Store of Samuel Miller, 5251 Market Street, West Philadelphia

all that's new with JOBBERS and DISTRIBUTORS

The LaFond Cigar Co. New Detroit Distributor

LAST week there was opened in Detroit a jobbing house to be known as the LaFond Cigar Co., with offices and salesrooms at 162 Jefferson avenue. The personnel of the new concern is Charles F. LaFond, M. A. LaFond and F. L. Snowhook. Mr. Snowhook assumes the office of vice-president and will be the general representative of the company.

They announce that they will carry only the finest goods of imported and domestic cigars and will operate the establishment in accordance with the policies of the largest houses in the country.

In clear Havana lines the LaFond Cigar Co will handle the "Pinzon," M. Perez & Co.; "Flor de Malco," Armada Cigar Co., and in broadleaf the "Cadillaqua," Lilies Cigar Co. Their leading nickel brands are: "Malco Perfecto," Gans Bros., and "Club," Graham Ernst Co.

The large retail output of this progressive firm puts them in the position to develop a very substantial jobbing business in time. They will add to their brands as fast as occasion demands.

Peregoy & Moore Move to New Location

The Peregoy & Moore Cigar Co., of St. Joseph, Mo., have removed to 714 Francis street, that city, where they will hereafter conduct a wholesale business exclusively. Ed. J. Earl is manager of the concern.

The Peregoy & Moore Company changed their place of business because the new location is more convenient to their customers and has more facilities for the conduct of the business.

Oppenheimer Cigar Co. Opens Chicago Office

Samuel Oppenheimer, of the Oppenheimer Cigar Co., which does an extensive jobbing business in Detroit, has opened an office in Chicago to supply the three retail stores of the firm located there. This concern also owns and operates twelve stores in Toledo, Ohio, one in South Bend, Indiana, one in Battle Creek, Mich., one in Bay City, Mich., and another in Saginaw. These stores are well-known throughout the West for the large stock carried and the well-chosen assortment of goods.

New Distributor for "Havana Ribbon"

Bayuk Brothers Company, of Philadelphia, recently placed the "Havana Ribbon" with the Smith Brothers Company, Ltd., of New Orleans, La., who intend making this brand one of their leaders. This fact should insure a large distribution in the Louisiana territory, as the Smith Brothers Company has all the facilities to handle the brand successfully and are widely known for their aggressive and up-to-date methods.

Rosenthal Bros. & Bendetson, the prominent Boston wholesale house, has taken on a new nickel cigar, the "Velvo." This cigar is manufactured by the San Telmo Cigar Manufacturing Co., of Detroit. They expect shortly to make a drive on this product in their territory.

Moreland Bros. & Crane Reorganized

By a reorganization which took effect recently, Moreland Brothers & Crane, one of the old business houses of Adrian, Mich., dealing as wholesalers in tobaccos, cigars and confectionery, was changed in its personnel. This house, which was formed in 1881, was originally a partnership between R. S. Moreland, J. H. Moreland and E. W. Crane. As J. H. Moreland died several years ago, his interest was taken up by the remaining partners.

The recent death of E. W. Crane made it necessary to again change the organization of the firm. The share belonging to the Crane estate is retired by the other partners and Robert T. Moreland becomes a partner. The new partnership is composed of the following men: Robert S. Moreland, Robert T. Moreland, Lewis S. Wilcox, Oscar M. Baker, Thomas R. Hall, Chas. L. Robertson and James E. Barnes.

Shortage on Manilas in Far West

There is no question that the Manila cigar is coming into its own on the Pacific Coast. In many of the larger towns in the West jobbers report a shortage. C. W. Scheuch, manager of the cigar department of Schwabacher Bros. & Co., of San Francisco, had this to say:

"We are continually short of Manila cigars. There is no question that they are selling like wildfire in this territory. We cannot obtain enough of them to meet the demand without solicitation, to say nothing of enabling us to have our salesmen get out and work up new business. I predict an enormous demand in good Manila cigars. Poor goods must be tabooed. The public will not use such cigars.

"Manila manufacturers are beginning to realize that the United States smoker wants a presentable, as well as a smokeable cigar, and we are not receiving the trash we used to. If they keep up the standard which has prevailed for the past six months, it will, I believe, seriously affect the sale of the cheaper domestic goods."

Horn & Co. Add to their Branches

Horn & Co., of San Francisco, who are leading wholesalers, have added to their chain of branches in the country. Their latest venture is at Bakersfield, which has been separately incorporated with a capital stock of $15,000, by B. H. Pendleton, T. J. Brooks and J. F. Marks.

It has only been a little more than a month ago that Horn & Co. opened up two branches in California, one at San Jose and another at Hanford, which are also to be run as separate corporations.

Will Distribute "El Dallo" in Rochester

Arthur Bettner, of 12-17 South avenue, Rochester, N. Y., has taken on the distribution of the "El Dallo" cigar of Wertheimer Bros., of Baltimore, and will soon push a heavy campaign on this brand in that territory. With the attractive packing and intrinsic quality of the cigar, he feels he has a strong asset for this work.

Jobbing Trade Items From All Parts of the Country

Frank Niles, president of the Niles & Moser Cigar Co., of Kansas City, has gone for a short trip to Europe.

The Kingsbaker Cigar Co., the progressive Kansas City concern, reports a shortage on the "Little William Penn" cigars, manufactured by Theobald, Oppenheimer & Co., of Philadelphia. They have been pushing this brand by means of aggressive salesmanship and attractive window trims throughout Kansas City, which accounts in part for the heavy demand on this smoke. Samuel Kingsbaker is now making a trip through the Southern part of Kansas pushing the Kingsbaker lines.

S. Bachman & Co., of San Francisco, the Pacific Coast agents for the "Gato" cigar and "Philip Morris" cigarettes, and distributors for Northern California, and the Northwest for "La Confession" cigars, Benito-Rovira Co., are experiencing difficulty in supplying the demand for these brands. Mr. Bachman, of the firm, recently paid his first visit in three years to the Northwest, taking in Portland, Seattle, and the larger towns in that region.

The "Reynaldo" cigar, of Luckett, Luchs & Lipscomb, of Philadelphia, has become a staple fixture among discriminating smokers of Rochester, N. Y. This brand is handled in that territory by Jay P. Mericle, who is meeting with pronounced success in its distribution. He is jobbing it in four sizes.

J. M. Thomas, who is well known among the Cincinnati trade as a cigar broker, has organized his business and will hereafter work under the title, Cincinnati Cigar Company. He will be located in the Lyric Theatre Building, that city, and intends to cover Ohio, Kentucky and Indiana in a jobbing way. One of his leading brands at present is the "Havana Ribbon" of Bayuk Bros.

A. D. Goodman, the Cleveland wholesaler and retailer, who recently purchased an auto to handle his increasing trade, is doing an excellent business in that territory. He is featuring at present the "Webster" cigar of Y. Pendas & Alvarez.

The jobbers of Seattle had the time of their lives recently during Potlatch week in that city several weeks ago. They were the hosts of a number of out-of-town cigar merchants, and according to the guests of the Seattle men, entertained their visitors in royal fashion.

The Spokane house of Hemenway & Moser have added a Manila cigar to their long list of brands. It is the "Geralda" line, and is the first Manila this house has handled.

J. Baum, the Jersey City wholesaler and retailer, has taken on the "Sanitary" cigar of the Sanitary Cigar Company, of Philadelphia, and will distribute it in Connecticut, New York and New Jersey. Mr. Baum is president of the newly organized Hudson County Retailers' Association.

The L. Singer Cigar Company, of Jersey City, who recently took on the "El Dallo" cigar of Wertheimer Bros., have placed it in a number of the local stores, and are well pleased with its reception.

Patrick Morris, formerly manager of Simon S. Beloff Tobacco Company, of Amesbury, Mass., has opened up a wholesale tobacco store in the A. F. Ross Building, on Water street, Newburyport, that State.

The "Havana Ribbon" of Bayuk Bros. has taken a strong hold on Rochester, N. Y., smokers. J. P. Mericle, the distributor for that territory, recently disposed of 30,000 of this brand in one week, which testifies fairly well to the popularity of this smoke in that section.

On Saturday, July 13, the Wholesale Cigar Dealers' Association of Spokane held a smoker in honor of Lee Marx, who until recently was manager of the M. A. Gunst & Company branch house in that city.

The Billings Cigar Company, of Billings, Mont., have taken on the cigars of the London Whiff Cigar Company and Moses Cleveland Cigar Company, of Cleveland, Ohio, and will push them aggressively in that territory. This account was placed by Marcus Feder, of the Cleveland concern.

Blanfeld Bros., of Louisville, recently took on the "Victrola" and "La Nena," ten cent Porto Rico brands manufactured by Mendez & Gomez. They have the exclusive agency in that territory for these lines.

The H. P. Brewster Company's establishment of Rochester, N. Y., is undergoing extensive alterations, which will make separate departments for the wholesale and retail branches of the business. This concern is the Western New York distributor for a number of high-grade brands, among them being the "Solace," Geo. Nichols & Co., and "La Mega," Garcia & Mega.

One of the coming wholesale and retail tobacco establishments in Northern Maine is the C. P. Hussey Cigar Co., at 14 Sweden street, Bangor. The cigars carried by this firm are the best foreign and domestic brands. The store has modern fixtures, with facilities for displaying merchandise in the best possible manner. Mr. Hussey, the founder of the firm, is a discerning purchaser, and is said to be the largest dealer in this kind of merchandise in his territory.

The Henry W. Peabody Co., of San Francisco, recently secured the agency for a new brand of Manilas, styled "La Princessa Filipina." M. C. Eisenschimel, who has charge of their cigar department, reports very satisfactory progress on their "Flor de Intal" brand. Haas, Baruch & Co., of Los Angeles, are handling the "Flor de Intal" in the Southwestern part of the State.

The Crescent Cigar & Tobacco Co., of New Orleans, La., which recently took over virtually all of the jobbing business formerly conducted by G. Moroy, at Jackson avenue and Magazine street, that city, states that the concern is very well satisfied with the outlook. One of the leading salesmen of this firm, J. E. Lindheim, who covers Louisiana and Mississippi, recently broke the record in the sales of cigars and tobacco for the month of June for that house.

Samuel St. Martin, a retail cigar merchant of New Orleans, La., died in that city on July 20th. Mr. St. Martin was fifty-six years of age and leaves a widow, two daughters and four sons.

Michael Hiltz, a leaf tobacco merchant of Burlington, La., died last week after a short illness. Mr. Hiltz was born in Germany and had been in the tobacco business almost all his life. He was seventy-eight years of age and is survived by two sons and five daughters.

L. H. Lebey, at one time a cigar manufacturer in Sheridan, Wyo., but recently living in Bloomington, Ill., died in the latter city several weeks ago.

Oliver Grim, a tobacco grower and cigar manufacturer of Red Lion, Pa., died at his home in that place last week. He was forty-three years of age.

Stephen Hills, one of Windsor's, Conn., most prominent citizens, died in that city last Friday. Mr. Hills was eighty-four years of age and at one time had been a well-known tobacco grower.

Daniel J. Garth, of Plainfield, N. J., died at that place recently of heart trouble. Mr. Garth, who at one time lived at Manhattan and Scarsdale, N. Y., was in the cigar business, but sold out to P. Lorillard & Company and retired. He was eighty-nine years of age.

George Burdett Evans, a well-known retailer of Waterbury, Conn., died at his residence in that city recently. Mr. Evans was conducting the cigar store and news stand at 37 North Main street at the time of his death. He was fifty-five years of age and is survived by a widow and one son.

W. T. Walton, who until several years ago was proprietor of the Planters' Tobacco Warehouse Company, of Danville, Va., died in that city at the age of sixty-four years. He leaves a widow, two sons and four daughters.

L. K. Barry, at one time a tobacco inspector in Western Kentucky, died recently at his home in Paducah, Ky., at the age of sixty-eight years. He is survived by a widow and three daughters.

Representative Mott Introduces Another Anti-Coupon Bill

Luther W. Mott, of New York, has introduced another anti-coupon bill in the House of Representatives. This measure is similar to the one presented in the Senate by Senator Brown, of Nebraska. The act provides a penalty of not less than $5 and not more than $100 for each violation. The bill is now in the hands of the Ways and Means Committee. No action has been taken so far on the other anti-coupon bill, which is in the hands of the Finance Committee.

No More Free Lunch in Los Angeles Saloons

Dice Checks for Drinks Also Prohibited—Retail Trade Fair, Although Jobbers Find Collections Slow—Sam Foster Opens New Store

Los Angeles, July 23.

THE amendment to the liquor ordinance, abolishing the "Free Lunch" as a feature of saloons, was adopted by the City Councils today by a vote of 7 to 1. The action of the Councils was taken after a strong fight was made against its adoption by Attorney W. F. Haas, representing the butchers, produce men and bakers who have been selling the food to saloons for the free lunch. Haas declares that the business these people have been transacting amounts to between $500,000 and $600,000 a year, and declares also that the adoption of the ordinance would throw a number of men out of work.

Among the features of the ordinance, in addition to banishing the free lunch from saloons, are the prohibiting of the use of checks won at cigar stands in payment of drinks and the limiting of the amount of malt liquors sold at a retail store to four quarts to any one person at one time, and but one quart of vinous or spirituous liquors.

Retail dealers in Los Angeles report business only fair at present and do not expect an enormous "pick up" until September, owing to the hot weather and the considerable percentage of the smokers who are away on their vacations.

Robert Gans, of J. J. Gans Bros. Cigar Co., has just returned from a very successful trip to San Diego. He reports an enormous increase in sales on their "Lawrence Barrett," seed and Havana cigar.

M. A. Gunst Cigar Company are displaying their famous "General Arthur" at all their retail stores, which are especially attractive with special sized boxes of 12's and 25's.

The Hookstratten Cigar Stores are displaying very attractively in all their stores, their Yocum Brothers' "Y. B's." An enormous increase on this brand in the last sixty days has been shown.

A. B. Greenwald Cigar Company have outgrown their old location at First and Spring streets and expect to be in their new home on Los Angeles street soon, handling wholesale cigars and tobacco exclusively. It is understood that they expect to give up their retail stores entirely.

One of the most attractive stores opened recently was that of Sam Foster, at Fifth and Main streets. Mr. Foster has been in the retail business for five years and has met with great success in his line, always carrying a complete line of all his brands required by the trade, and never sparing expense in getting up his window displays.

Klauber-Wangenheim Company have just completed one of the most successful campaigns ever worked by them on their "Post Dispatch" 5c. cigar. This brand is now selling successfully with more than five thousand retail dealers, and they have sold in the short space of time of four months, over one million and a quarter "Post Dispatch" cigars.

Mr. Hess, the genial "Optimo" boy, is now on the ground working the brand in conjunction with Klauber-Wangenheim's big selling force.

A big increase is noticeable in the sale of the "Chancellor" cigar. Here is a brand that has sold for the last fifteen years, and is perhaps today in heavier demand with the consumer than ever before. Klauber-Wangenheim are distributors of this brand also.

The Klingenstein Company is making a big advertising campaign on "Lord Lytton," their private brand, which is a 5c. cigar. They are putting out very attractive bulletins, painted in colors which are 10 feet high by 20 feet long.

George J. Yocum is at present in San Diego, assisting Mr. Weinrich in placing Yocum's line. They report a good business on the "Webster," "American" and "Admiration" cigars.

The Klingenstein Company has a 10 per cent. deal on their "Arabs" and report the sales way above expectations.

Joe Goldsmith, of the M. A. Newmark Company, is working overtime now and making a strong campaign on "Don Remo." This cigar is placed in the most prominent cigar stores in the city.

Mr. Comparre, representing the "Counsellor" cigar, jobbed by the Geo. W. Walker Cigar Company, has been waging an extensive advertising campaign on this brand, which is meeting with great success. He expects to remain here in the interests of "Counsellor" for sixty days longer.

J. B. Bonhaus, of the Klauber-Wangenheim Company, has left for a vacation in Oak Glen Lodge, Beaumont, Cal., and will be gone about two weeks.

Ike Wentworth is still on the job boosting "Loveras," and can be found every day talking "Lovera" to the trade.

Max G. Samuels, of the Samuels Brothers' Cigar Company, on West Fourth street, leaves for Catalina Island for a four weeks' stay, and while on his vacation, expects to put a good deal of his time away by fishing.

Morris Burke leaves August 1st for San Diego, where he will devote a good deal of time in the interests of the "Post Dispatch" cigar, covering the entire territory of the Klauber-Wangenheim Company there.

M. B.

Made in Detroit

WIDELY HERALDED CADILLAQUA BOOMS TRADE

Many Attractive Cigar & Tobacco Displays During Fete—Jacob Knapp, Cigar Manufacturer, Run Down by Joy Riders

Detroit, July 24.

CADILLAQUA is here. The widely heralded fête is at its height. On land and water thrilling sports and gorgeous spectacles succeed one another in rapid succession. Upon the bosom of our beautiful river thousands and thousands of tiny craft of all description dance joyously and delightfully before, about and among their hundreds more stately craft, which, swarming with eager excursionists and sightseers, mingle with the mosquito fleet in one grand, joyous throng. Far out into the reaches of Lake St. Claire the spectacle extends. There is a quiver of excitement. The populace is awake and alert. With all the pride and consciousness of achievement the Twentieth Century welcomes the return of the heroes who laid the first courses of our success amid the suffering, privation and dangers of the wilderness.

This week Detroit acknowledges and honors the wisdom and courage, and welcomes the return of her illustrious founder, who, in the year 1701, with fifty soldiers, fifty artisans and one hundred Algonquin Indians, guided to this site by the evening star, disembarked on the banks of the beautiful stream from his birch canoes and at once proceeded to the erection of the village to be known as Fort Pontchartrain du detroit (the strait), from its location on the strait between Lake St. Claire and Lake Erie. Later the name Pontchartrain was dropped in referring to the place and the word Detroit was allowed to remain as the name of the post.

The village enclosure, prepared by Cadillac in 1701 for the protection of his colony, covered a square "arpent" of land. That is, the original village was in the form of a square one hundred and ninety-two feet and nine inches on each side. An humble beginning for a proud city that now numbers more than a half million and that yesterday disclosed to the astonished eyes of her founder an automobile parade (to say nothing of other marvels) that represented a valuation in cars somewhat in the neighborhood of twenty million dollars.

For many months the best efforts of Detroit's leading citizens have been directed toward the success of this undertaking. Our gates will be thronged this week with strangers numbering perhaps fully two hundred thousand. But it is not the commercial spirit that dominates this event. We are prosperous; we are happy and contented and we wish the world to share that feeling with us. This week is the reincarnation of the spirit of chivalry, romance and adventure that moved the brave Gascon and his intrepid followers through the thousand miles of wilderness to the gateway of a glorious domain.

It is hoped to make this fête an annual event and thereby perpetuate the chivalry, the poetry, the struggle of our early beginnings, and exalt the achievements of our founders, no less than the accomplishments and wonders of present-day effort.

Last week the running races at the Windsor (Ont.) track, across the river, drew hither a swarm of people, book-makers and others, interested in that form of sport. The Windsor races always bring to Detroit an influx of good spenders, as the visitors cross the river to see the ponies and return here to spend their money; this is if they are not broke. And they seldom are.

This week, coincident with Cadillaqua, the Blue Ribbon trotting meet is on at the Grosse Pointe track. The classic M. and M. stakes will be fought for today. The event is watched with interest every year by many thousands, to whom it is the most important event in their sporting calendar.

Thus it is seen there is every reason for Detroit merchants to be joyous. With the city overrun with strangers, all here for pleasure or excitement, and prepared to spend money, we should be grateful that we are identified with so beautiful and thriving a city, where, truly, life is worth living.

Many attractive cigar and tobacco displays are shown this week, and Detroit-made brands have not been overlooked, although they have not received the attention to which they are entitled. One interesting window is that of Gram & Co., 812 Woodward avenue. In the centre of a "Pastora" display is a large oil painting of historic interest. It is a beautifully executed representation of the seal of the city of Detroit, from the brush of Frederick Beyer, who died here some years ago. The picture was finished by Mr. Beyer in 1865. It was displayed at the Vienna Exposition of 1867, and was later hung in the council chamber of Detroit for a number of years.

For some weeks prior to Cadillaqua the "Detroit Journal" furthered a voting contest in its columns for choice of a popular citizen to represent Cadillac during the fête. Naturally, nominees of French descent met with much favor. Among those who ranked with the leaders was Albert de Montbeliard, whose friends rolled up a total vote in the neighborhood of thirty thousand. Mr. Montbeliard is a successful Detroit cigar manufacturer, of diversified talents, and reputed to have lived through some thrilling and romantic experiences.

Sidney Rothschild, one of the best known and popular of Americans on the Isle of Cuba, arrived here on the 13th inst. to spend a few weeks with his mother and family. He reports Havana conditions as far from satisfactory, owing to a succession of years of indifferent growths. The problem of the clear Havana manufacturer is to master the situation as he finds it and make the most of adverse circumstances.

Mrs. Kitty Gross, who was brought here recently to undergo an operation at Grace Hospital, died suddenly July 20th at her home in Columbus, Ind., aged fifty years. The body was brought here for burial. Mrs. Gross was the wife of Geo. Gross, who, until four years ago, was occupied in cigar manufacturing here for many years. Mrs. Gross had been discharged from the hospital, and two weeks before her death had left for Columbus apparently in the best of health and spirits. Her sudden end was a great shock to friends here.

Geo. W. Hill, head of the cigarette sales department of the American Tobacco Company, was here last week.

Ed Lichtig left Sunday night with Ben Block, of the Philip Morris staff, for a three weeks' trip through Indiana.

B. W. Frankel has been doing effective special work through Lee & Cady in behalf of "Smokecraft Segars" for some weeks past.

Fred Singer, of Rossin & Co., spent a few days here, accompanied by Mrs. Singer.

Phil Klastner, well known cigar jobber of Canton, Ohio, was with us for a short stay. Likewise Wm. Armstrong, of Sprague, Warner & Co. The latter's visit was purely for pleasure, Mrs. Armstrong being with him.

Jacob Knapp, cigar manufacturer, 918 Mt. Elliott avenue, was run down on the night of July 13th by a joy-riding couple on a motorcycle. He was carried into a drug store, where it was found he was seriously hurt about the head and shoulders. He was later removed to his home and is now recovering.

Sam Hanks, Western representative of Niles & Moser, Kansas City, has been spending part of his vacation here, the guest of Albert Worch, of the Spietz & Worch Co.

Under date of July 17th the local trade are notified by M. A. La Fond & Co. of the organization of a high-grade cigar jobbing house, to be known as The La Fond Cigar Company. Particulars appear elsewhere in this issue.

S. F. Heavenrich

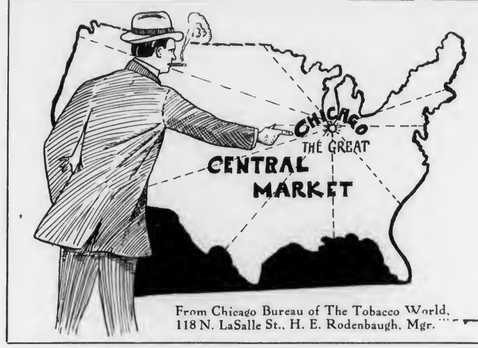
Retail Cigar Dealers' Association for Minneapolis

After discussing the topic for several months, the retail cigar men of Minneapolis have finally come together and formed an association. They met at the Nicollet House in Minneapolis several weeks ago, outlined their plans and elected officers as follows: Van B. Clark, president; Ira B. Farr, vice-president, and Wm. O. Goodman, secretary and treasurer.

Realizing that they had many problems to solve and that they could benefit greatly by the experiences of other associations throughout the country, the association would greatly appreciate any suggestions and information from similar bodies.

U. S. Tobacco Association Holds Convention

The Tobacco Association of the United States held its fourth annual convention at Old Point Comfort on July 9th and 10th. Over two hundred delegates were present from fourteen States. Very little business was transacted, as the convention was more of a social affair than otherwise.



From Chicago Bureau of The Tobacco World,
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

"Business Only Fair" Reports Chicago

Zimmerman Cigar Co. Open Factory---George Gazley to Build New Hotel---Jack Johnson Now Selling Cigars in His Cafe

CHICAGO, July 27.

ONLY a fair amount of business was transacted by Chicago tobacco and cigar dealers the past fortnight. Mid-summer and its attendant lull, was more or less expected and the majority of merchants stated that considering the season of the year, there was little, if any, complaint to offer. Vacation time is now in full swing and business promises to be rather quiet for several weeks yet. Outlook for fall trade was never better; jobbers and manufacturers are looking for one of the best seasons in recent years.

The recent school census just published, shows that Chicago has made a remarkable increase in population the past two years. These figures give the Windy City 196,000 more people than two years ago. The total population is now in excess of 2,300,000.

Zimmerman Cigar Co. Open New Factory

A new cigar factory at 36 North Franklin street has been established by the Zimmerman Cigar Company. They are featuring the "King Phillip," a clear Havana cigar. A nickel brand, called "Tampa Rosa," is also manufactured. The firm reports a growing business.

J. C. Hackland, 643 Harvard avenue, who formerly conducted a cigar store at 236 West 63rd street, is now city salesman for F. Bolano & Co., pushing the "Bolano" brand. Mr. Hackland covers South Side territory mostly.

The Kadison Cigar Company are pushing with good success their new smoke called "Kelly's 1-2-3."

Griff Walton, the South Side salesman for Best & Russell Co., has left on his annual vacation at Yellowstone Park. No, Griff is not going alone; he is afraid of the "bears," not the "owls."

A large stock of cigars and tobacco was destroyed last week when the four-story structure at Madison avenue and Des Plaines street was burned to the ground. The place was owned by Mrs. Rose Gaden, who operated it as a resort for automobilists.

The Best & Russell Co. believe they have solved the problem of the perfect preservation of cigars by constructing their shelves and wall cases of lattice work, so as to allow additional air circulation. A humidifier placed on the top shelf distributes humidity evenly.

E. G. Wallace & Co. now have stands in the lobbys of three "loop" buildings, namely the Corn Exchange Bank, National Life and the Stock Exchange.

"Bull Moose" Convention for August 5th

Dashing Teddy and his Bull Moose convention will assemble in Chicago August 5th, much to the joy of the cigar man. It is expected that there will be a good attendance of delegates and outsiders.

The "Ras-Eltin," a new 25-cent cigarette, is being placed in this market by the Nestor Gianiclis Company.

A new three-story and basement factory is being constructed by Barron Bros. at 1911-13 West Van Buren street. They expect to have it completed in about six weeks.

Jacob Burger, with Reiss Bros. & Co., returned last week from Portland, Ore., where he attended the "Hello Bill" convention.

Frank Francisco, of the United Cigar Manufacturers' Company, returned recently from a trip to Minneapolis and St. Paul.

Steve O'Brien, who conducts the Best & Russell Co. store in Minneapolis, was a Chicago visitor a few weeks ago.

A very interesting and entertaining booklet, entitled "How to Smoke a Pipe," has been issued by Col. Davis, of J. G. Davis & Son.

A number of merchants of this city have petitioned the city council to amend the cigarette ordinance so that the zone can be changed. It is now illegal to sell cigarettes within 600 feet of any public school. The merchants want this reduced to 200 feet.

Jim Woods, formerly manager of the cigar department for Grommes & Ullrich Co., and in the cigar game for more than twenty years, is now deputy assessor under the Board of Assessors.

C. Jevne & Co. Add a Lozano Line

C. Jevne & Co. have added a line of cigars made by F. Lozano, Son & Co. and a new 25-cent cigarette, called the "Sabah," made by Drukker & Pehlivan.

John Anderson, buyer for Grommes & Ullrich Co., was out of the city several weeks on a vacation trip.

Wilbur D. Comstock, of Wohl & Comstock Co., is now in Wisconsin on his annual fishing trip.

Charles Pennell, cigar manager for Hillman's, spent his vacation at Defiance, Ohio.

The "Orange Flower," a Philadelphia-made cigar, is a new five cent smoke being jobbed by E. Hoffman & Co.

Forgetting caution in his desire to please a man claiming to be J. F. Lowe, whose affability completely disarmed him, Henry Norris, proprietor of a cigar store at 3722 Forest avenue, was defrauded out of $25 by means of duplicate envelopes. Norris reported his loss to the police of the Stock Yards Station.

R. B. Swope bought out the old Captain Flower stand, originally 39th street and Cottage Grove avenue, from Frank Bowden. The place is being remodelled and new brands will be added.

Childs are to open their second Chicago restaurant on West Monroe street, opposite the First National Bank Building.

Speaking of lines of cigars carried by lunch rooms one must hand it to Kohlsaat's. In every one of the various stands about the city the cigar line is complete and high-class.

A factory which has won fame for its sanitary conditions is that of Randall & Landfield, this city. The surroundings are light and airy and a lunch room has been provided for employes. The concern does a big business in Havana goods.

M. Schwartz, one of the oldest cigar manufacturers in Chicago, has retired from business and gone to his farm in Michigan.

Gazley to Build New Hotel

A modern and magnificent hotel building, costing in excess of a million and a half dollars, is to be built along the exclusive and fashionable Lake Shore drive by a syndicate formed by George H. Gazley, former manager of the Hotel La Salle. The building is to be twelve stories high and will combine all the distinguishing features of the Blackstone, Chicago; the St. Regis, New York, and famous continental hotels. The tentative name of the hotel is the Gazley.

The American Cigar Company is making a special rebate proposition on lots of their "Cremo," "Permit," "Sidney Dillon," "Anna Held," "Moos Dips," "Little Chancelor" and "Child's Cabinets" cigars. They offer a rebate of $1.00 a thousand and a small discount.

Stroud & Jackman are opening a new place at Fifth avenue and Monrose street. They have a place now at 196 South Clark street.

J. M. Bauer, the "Abbey" man, was in town recently.

"Charles XIV," a clear Havana cigar, has been placed in the store of Magidson Bros., 234 West Lake street, by Sam Marco. The smoke is made in six sizes.

Wm. Best, Jr., left for New York last week for a consultation with the United Cigar Manufacturers Company.

F. M. Murray and E. H. McGraw, of J. & B. Moos, are now on their annual vacations.

McNeill & Sweet to Open Stand

McNeill & Sweet are to open a cigar store in the building now in course of construction on North Clark street, next to the Planter's Hotel. This stand was formerly occupied by Powers & Gilbert. Harry Moir, of the Morrison Hotel, has leased the ground floor of the structure and will establish a moving picture show, like the Boston, which he now conducts on Madison street.

R. H. Montgomery, now conducting a successful cigar business at Clinton, Ill., is to open a new cigar stand at Decatur, Ill., the first of next month.

F. W. Daiger has opened a cigar and pipe store on the southeast corner of Thirty-ninth street and Grand Boulevard.

Borchardt & Power report splendid success in placing the "Fastido" cigar, manufactured by J. D. Greenlee, Tampa. The distributors have offices at 22 North State street.

The "Ursus" cigar, made by C. Waldbott & Co., 160 West Lake street, is reported to be selling exceptionally good by the manufacturers.

As the result of a deal just closed a syndicate of Chinese merchants have leased from Joseph Beifeld, president of the Hotel Sherman Company, the second, third and fourth floors of the building at 18-20 North Clark street, for a term of ten years, at a term rental of $100,000, to be occupied as a Chinese-American restaurant. High-grade domestic and imported cigars will be carried. The building was temporarily occupied by the College Inn during the construction of the Hotel Sherman. The lessees will spend about $50,000 for alterations, fixtures and furniture.

George C. Knight, Jr., spent several weeks the past month fishing in Minnesota lakes.

"Lil Artha" Now Selling Cigars

John Arthur Johnson, ruthless annihilator of white hopes and Caucasian ambitions, is now a full-fledged restaurateur, having opened a swell cafe on West 31st street, this city. Believe us, Jack has some line of cigars. The business-like Ethiopian calls his place the "Cafe de Champion," and it is fitted up like a palace. The cuspidors, costing $62.00 each, are of silver. The silver plate represents a young fortune and paintings of great value adorn the walls.

J. & B. Moos are offering ten per cent. "Turkey Red" free on all orders for "Luxury" cigarettes.

Best & Russell Co. expect to open their latest stand in the Rand-McNally Building within a few days.

W. G. Anderson, buyer for the Fair, returned last week from a trip to New York.

A. M. Bloom, manager of the "Mecca" and "Omar" cigarette department for the American Tobacco Company, was in Chicago the past few weeks placing his cigarettes with a large number of stands. Mr. Bloom offered goods gratis with opening orders.

Gus Lorenz, formerly with Cuesta, Rea & Co., Tampa, and Bachia & Co., New York, has opened a new cigar store on Sixty-third street, opposite White City.

Frank B. Light, Chicago representative for the Federal Cigar Company, is in Kansas City boosting "Brod Vanas" with great success.

The retail cigar dealers (Independents) are all working for Wilson. A big cigar jobber told me the other day that he was out for Wilson and thought every man in the tobacco business ought to vote for him, after the way Taft and Wickersham "put it over" on the independents by allowing the American Tobacco Company to segregate in the manner they did. There are enough tobacco votes in Illinois to turn the State Democratic. Perhaps this big cigar jobber's work for Wilson will tell.

Frank Crowley, manager for Franklin McVeagh & Co., says business is quiet, with nothing stirring but the "soup ladle." He has given E. P. Andero several sizes of the "Odeon" brand to make.

The Tom Jones cigar store, of which Ernie Ford Adams is manager, has installed a novelty department, selling up-to-date jokes and catches. As they are in a good neighborhood for salesmen, the department paid right from the start. The store is still featuring the products of Lozano, Son & Co., Pendas & Alvarez and Storm, Fisher & Co.

Wengler & Mandell, of this city, have recently been incorporated for the sum of $60,000. They manufacture cigars. The names appearing on the articles were: William Brown, William S. Hay and M. D. Walworth.

Wengler & Mandell Close 198 Year Lease

Wengler & Mandell have just closed a 198 year lease on the ground just west of their present factory. On September 1st they will start to build a factory which will be large enough to accommodate 400 hands. Their present lease is up May 1, 1913, and they expect to be in their new building by that time. They now make two brands, "Tom Palmer" and "Tropics".

A. B. Adair, manager of Best & Russell Company, Memphis, was hurriedly called to Chicago last week, as his son Lawrence was operated on for appendicitis.

Froehling & Heppe have sold their Lakeside place, Adams and Clark streets, to Frank Conway. Billy Welch has the bar and cigar departments.

Frank Billik, of the Illinois Postal Card Company, 1809 Loomis street, makes a specialty of men's post cards, and the line is meeting with much favor among cigar dealers.

Mose Herschman, of Herschman Brothers, cigar jobbers, has the sympathy of the trade in the death of his mother. The funeral took place July 25, from the residence 5015 Prairie avenue.

Tom Slader, the outside cigar jobber, started two new men last week to selling cigars only. Tom says he is getting tired of selling cigarettes and tobacco at cost and is going after the cigar business.

"La Soneda," the Havana split made by Storm, Fisher & Co., which retail 10 for 15 cents, packed in a very hand package, are selling well all over the city. The Coronation Lodge, F. & A. M., gave a banquet last week and bought 500 boxes for their "doings."

Matt Wengler, of Wengler & Mandell, left for Cuba on the 29th to inspect his tobacco.

Ed. Sutter Opens Cigar Factory

Ed Sutter, who has been in the tobacco business since State street was a prairie, has opened a small cigar factory at Fifth avenue and Lake street. He starts with a brand called "El Suttero," in three sizes. Ed still sells leaf tobacco for the various concerns he represents.

The United Cigar Manufacturers' Company are remodeling their Chicago offices in the Peoples' Gas Building. Frank Francisco, in charge, says he is getting ready to entertain the Progressive delegates.

Arthur C. Sloman, salesman for J. & B. Moos, is to be married August 3, to Miss Evelyn Dean.

Mr. Aaron Strauss has announced the marriage of his daughter, Myrtle A., to Jonas L. Pfaelzer. The ceremony took place at the Blackstone Hotel, July 22.

HARRY E. RODENBAUGH.

Schulten & Sons Reorganized Cincinnati Jobber

Mr. Schulten Takes Son in Partnership—P. G. Burkhardt Opens Store in Madisonville

CINCINNATI, July 27.

A SEASONABLE volume of business is being done by the local cigar and tobacco trade. Especially is this so of the retailers in the down-town section of Cincinnati, who are being liberally patronized by the usual summer visitors. Cigar manufacturers are busy filling orders for immediate shipment and preparing for the fall trade.

Samuel Joseph, the local cigar manufacturer, will leave this city on Tuesday for an extended trip to Europe. He will be accompanied by Mrs. Joseph.

J. S. Hill & Co. are doing extensive bulletin work locally on their "Utopia" and "Rochelle" cigars. This firm is rapidly progressing, and is ranked among the leading Cincinnati cigar manufacturers.

Rolide & Co. are doing considerable outdoor advertising. Their brands of "Lygia," "Samuel Warren," "Lafayette Hall" and "Marquis de Lafayette" are in good demand, both locally and in a large Middle and Far Western territory.

A recent incorporation is the Farmers' Loose Leaf Tobacco Warehouse Company, of Augusta, Ky., with a capitalization of $15,000. The concern will do a loose leaf business.

The J. H. Lucke Co. is doing considerable work in its new edition of "Lucke's Rolls," which retail at two for a nickel. This brand has been a favorite with smokers for many years.

George A. Voige, the cigar distributor, states that the "Plantista" brand of the Compeer Cigar Company, of Indianapolis, Ind., continues to show an increase in this market.

Another excellent seller is the "El Wadora" cigar, of Sig. C. Mayer & Co., of Philadelphia, which is handled locally by Dan A. Wolf, and who is being assisted in the selling and advertising by the manufacturers.

Fred Miller, the cigar leaf broker, located in the Swift Building, finds business prospects very encouraging. He has made a number of large sales of choice leaf within the past few days.

P. G. Burkhardt, leaf dealer of Race street, recently opened a well-equipped cigar store in Madisonville for his son, who is meeting with much success.

Plans for the new office and warehouse of the J. B. Moos Co., to be located on Sycamore street, near Fifth avenue, have been completed, and work on the erection of the building will be commenced soon. The new premises will be modern in every sense.

Arnold Tietig & Son report the receipt of many large orders from their customers, sufficient to keep their factory busy for some time to come.

The Burley Tobacco Society is about to make another 10 per cent. payment to its members for the 1909 pooled tobacco.

George Schulten, the West End jobber, has taken his son, John, into partnership, and the firm is now known as Schulten & Son. Young Schulten is very popular with his trade and his prospects are of the brightest.

The Brumhoff Manufacturing Company, of this city, which specializes in cigar lighters, cutters and other articles necessary in all up-to-date smoke shops, reports business as being excellent.

Offerings in the local Burley tobacco market totaled 793 hogsheads the past week, which brought an average price of $9.48 per 100 pounds, as against $8.88 for 569 hogsheads the previous week, and $7.62 for 148 hogsheads the corresponding week of 1911.

HULL.

Henry Rothenberg to Handle Manila Tobacco

Henry Rothenberg, leaf dealer, at 172 Water street, New York City, recently received a sample shipment of the finest types of Manila tobacco, which he states was grown in the best sections of the Island.

There have been numerous inquiries of late relative to dealers handling the Manila leaf, and until of late there were few houses handling it in this country. There has virtually been no importing of this variety of tobacco, although it comes into this country duty free.

Fourth "Free Smoker" Bill Introduced; Passes House

Measure Presented by Representative Peters is Now Before Senate—Allows Each Employee of a Cigar Factory 21 Cigars a Week For Personal Use

The fourth "free smokers" bill to be presented in the present session of Congress was introduced in the House of Representatives on July 12 and passed by that body on July 16. Andrew J. Peters, of Massachusetts, was the sponsor of the measure and with Representative Reilly, of Connecticut; Griest, of Pennsylvania, and Sparkman, of Florida, was responsible for its speedy passage. The congressmen just named each introduced "smoker" bills in Congress, none of which passed. The present measure virtually embodies all the features of the former bills.

Mr. Peters, in arguing in favor of the bill, said:

Mr. Chairman. it has been the custom since cigars were first made in this country that the operatives should be allowed a certain number of cigars for their own use. Up until last September they have been allowed to take from the tobacco which they have given them to roll the cigars a certain amount to experiment with, to find out just the manner in which the cigars should be rolled which they are to make. They have also determined by smoking the tobacco whether it is of a proper strength and quality to use in the grade of cigars they are to make. The inexperienced employees are also taught how to roll cigars from this tobacco. On the tobacco so used no tax was paid.

HON. A. J. PETERS

It has grown up as a custom that the factories will allow their operatives to take out a certain number of cigars—about three each day and six on Saturdays. This was permitted because in certain factories there were rules prohibiting smoking, either for hygienic reasons or because women and children were employed there. This had been the universal custom from the time the industry started until last September, when the Treasury Department made a ruling that no "smokers" should be allowed. There was a ruling made September 1, 1911, and a later one on September 15, and one on December 30 of the same year—printed in the hearings—all having the same object in view, to curtail the use of "smokers." Immediately the operatives began to feel that they had been deprived of what custom had given them, which they had come to regard as a part of their daily wage. Therefore bills were introduced by several members having in view extending to the operatives by statute the privilege which had been enjoyed by them all along under the practice of the Internal Revenue Department up to last year.

Your Committee on Ways and Means gave an exhaustive hearing to the subject, and there appeared before it the representatives of the employees from many of our cities, and some of the manufacturers. It was agreed upon by all parties, by both the manufacturers and the employees, that this custom was so well established that both parties desired to see it continued. The only point which was made against it was made by the Commissioner of Internal Revenue, who objected to it because of the fear that continuing this exemption would enable a certain amount of tobacco to be taken out without paying a duty upon it; but after carefully considering the evidence your committee felt justified in reporting the bill which we now have before us. It was felt that the privilege had been in existence so long that its legal recognition was no more than fair to the men and to the manufacturer, and there was no reason to suppose that it would be abused by men of such high integrity as are found among those engaged in the manufacture of cigars.

Mr. Reilly, in speaking for the measure, said that the stocks used generally for the free smokers had been the tobacco which was not fit to be used for cigars that are offered for sale; or, in other words, the damaged stock. And since it could not be used for cigars from which a revenue could be collected the government lost nothing. The "smoker" custom, he said, had been in practice for over one hundred years and the present bill only legalized that custom.

The present measure simply amends an act passed August 5, 1909. The amended portion upon which the discussion hinged is the following:

Provided further, That each employee of a manufacturer of cigars shall be permitted to use, for personal consumption and for experimental purposes, not to exceed 21 cigars per week without the manufacturer of cigars being required to pack the same in boxes or to stamp or pay any internal revenue tax thereon, such exemption to be allowed under such rules and regulations as the Secretary of the Treasury may prescribe.

The measure now goes to the Finance Committee, and is expected to come before the Senate shortly, after which it must be signed by the President to make it a law.

Marcus Feder, of the London Whiff Cigar Company, and Moses Cleveland Cigar Company, of Cleveland, is home again after an extended trip. Mr. Feder, who is a well-known figure in the West, was very much pleased at the cordial reception he received from his many friends during the trip.

Fires, Supposedly Incendiary, Destroy Mayfield Warehouses

MAYFIELD, KY., July 23.

Three fires, believed to have been of incendiary origin, destroyed property valued at upwards of $100,000 here today. The tobacco warehouses of Gardner & Walker, buyers for the Italian Government, were the principal buildings burned. The fires were discovered in as many sections of the town within the same hour.

Convention Spirit Prevails in Cleveland

Preparing for Meetings of Lodges— Shields-Wertheim Factory Pushed to Limit on "La Saramita"— Fred G. Golmar Co. Adds Another Store

CLEVELAND, O., July 25.

WITHIN the past two weeks this city and its environs has been going through a very rainy spell. In fact, among the retailers the bad rains are one of the chief topics of conversation, because of the bad effect it has had upon business. However, conditions are improving and the retailers are looking forward to big business from now on. The Eagles will hold their convention here the week of August 4th. The city is beginning to take on the real convention spirit, as the buildings are starting to be decorated and a huge arch is being erected in the Public Square. As an added attraction, the auto races with Bob Burman will be held at the Randal Tracks. The Typographical Convention will follow the Eagles, so that Cleveland will, within the next thirty days, be a real convention city.

Mr. Edward Wodiska, of the firm of Corral-Wodiska Co., Tampa, Fla., with one of his men, Mr. Hammer, left Cleveland with an order pad filled to the brim, after two or three days' stay.

An air of activity surrounds the plant of the Shields-Wertheim Company, manufacturers of the "La Saramita" cigar. After a two weeks' campaign in Cleveland by their city force, plus three of the hard hitters from the outside, they are busy trying to fill orders, but the outside men have scattered to the four corners of the Union. Mr. J. B. Shields, president of the concern, feels that it is not a case of selling goods for the balance of the year, but trying to get them made. The factory has been taxed to its utmost capacity all year.

George W. Bassett, cigarist in the Osborn Building, reports a steady increase on sales.

Nate Weisenberg sold out one of his stands on East Ninth street and bought the Euclid Arcade cigar stand, located in the new Euclid Arcade. He seems to be very much pleased with the way business has started out in the new location.

Morris Glicksman, who makes his headquarters at the corner of East Sixth street and Superior, has no reason for complaint. He states that his business is coming along very nicely and reports his other stores showing nice increases.

George B. Scrambling, of the George B. Scrambling Co., one of our new jobbers in Cleveland, has gotten his brands placed very thoroughly through this section, and feels very good over the volume of business received by that concern.

The Fred G. Golmar Co., with headquarters at 163 The Arcade, has just added another link to his stores. He has just showed the writer blue prints of some very beautiful fixtures which he has ordered to be put in the Rathskellar, which stand he takes over August 1st.

The writer just left a new, happy Dad, Mr. George Owens, vice-president of the Fred Golmar Cigar Co. All he talks about is his son. He says he is five months old and admits his weight to be forty pounds, but we have our doubts. Nevertheless, it is a prize and ought to be exhibited in a baby show.

Mr. Fred Singer, representing S. Rossin Sons, stopped in Cleveland on his way East to call on the trade. M.

Retail Briefs

The MenThat Blaze the Trail

F. Klenk is opening a cigar and confectionery store at Chelsea, Iowa.

Charles Kingsbury has opened a first-class cigar store at Holdredge, Neb.

G. W. Maxi has taken over the retail cigar stand of J. P. Collins at Wardner, Idaho.

Earl D. Hammack, of Douglas, Ariz., has sold his cigar business to H. D. Madison.

Lewis Williams has acquired the cigar and confectionery business of D. Williams at Hudson, Wis.

J. W. Jenkins has admitted W. C. O'Dell to partnership in his cigar business at Three Forks, Mont.

McManus & Co. are establishing a wholesale and retail cigar store on West Fourth street, Madison, S. D.

Edward Seligman, cigar dealer, of Grand Rapids, Mich., is improving his retail store and adding new standard brands.

Tyler Shough is opening a retail stand in Middletown, Ohio, where he intends to handle a complete line of smokers' requisites.

John H. Bury, Jr., has taken over the cigar business of Bury & Ling at Port Washington, Wis., and will conduct it alone in the future.

Fire virtually destroyed the building occupied by Bernard J. McNeirney, a retailer of Watervliet, N. Y. The loss was placed at $1,500, with no insurance.

Alfred Sorenson, formerly a traveling man for the Schollian Cigar and Tobacco Company, of Waterloo, Ia., is opening a retail cigar store in Cedar Falls, that State.

A mysterious explosion in the Eureka Cigar Store at Garrison and Easton avenues, St. Louis, blew out the glass front of the establishment and did damage to the amount of $1,500.

John DeJeager and Arthur Stitz, of Waterloo, Iowa, opened their new store in that city a short time ago. The interior woodwork is of quartered oak. With the other fittings, which are all up-to-date, this should be one of the good stores in that region.

The Majestique Cigar Store at Grand Junction, Col., a progressive retail firm, after having new stock and fixtures installed, opened recently and proved that there was a demand for a first-class store in that city. Sam Sturtevant is the proprietor of the stand.

One of the leading cigar and tobacco merchants in Bangor, Me., is W. H. McLoon. Mr. McLoon started his present store four years ago and has made a pronounced success of it. He manufactures cigars and also handles high-grade domestic and Havana lines.

L. L. Myers has sold his cigar store and building in Grundy Center, Iowa, to E. W. Fergeman, of Waterloo, that State. Mr. Fergeman formerly worked for Mr. Myers as a cigarmaker. Mr. Myers has also sold his residence and will shortly move to Moorhead, Minn., where he owns a farm.

Clarence Olmsted, a cigarmaker and retailer of Nebraska City, Neb., has purchased the cigar and tobacco stock of James McKeiver, of that city, and will conduct the business in the future. Mr. Olmsted is well known and liked in that vicinity and should make a success of his new venture.

Martin Bros., a well-known Waterloo, Iowa, concern, recently moved to their new location adjoining their former store. They claim to have one of the finest wholesale and retail stores west of Chicago. A large humidor has been installed, tile flooring laid and fixtures of the most modern type put in place.

F. E. Roberts recently opened his new cigar stand in the Hotel Worthy, Springfield, Mass. This is Mr. Roberts' sixth stand in that city. He has been in business in Springfield for seven years, starting with one stand. Now he owns one at Hartford and another at Worcester, in addition to his Springfield stores.

Syracuse Noted for Retail Stores

SYRACUSE, July 26.

THIS city can easily boast of the largest number of first-class retail smoke shops of any city of its size in the country. The competition is keen, but it has proven healthy and the consumers have profited.

The people seem to like Connecticut wrapper goods particularly, but this is also a strong clear Havana market for both Tampa and Havana goods.

Charles D. Manning has a splendid stand at 107 Jefferson street, and is stocked with one of the most varied lines in the city. He specializes on fine box trade and tells me he has a big call for "La Megas," "Websters," "Charles the Great," "Integridads" and "Lozanos," in Tampa made goods, and on "Romeos," "Hayas" and "Carolinas" in Cuban goods.

Adolph Osterloh, who represents Acker, Merrall & Condit in this section, has been in the city this week. Mr. Osterloh controls some of the best club and private trade in Syracuse and rarely leaves here empty handed.

As is now well known, the Onondaga Hotel here is one of the finest hostelries in America, and thoroughly metropolitan in every detail. The cigar stand is operated by Joseph T. Snyder as one of his chain stores, which extend from Cleveland to Syracuse, with headquarters in Buffalo. The stock is high grade in every particular.

The Eaton Company, who has a store at Salina and Jefferson streets, has been featuring the "Faraday" brand of Justin Seubert, Inc., during this week.

Whelen Brothers and the United Company all have choice locations in the city, and get a big share of the retail business.

J. A. Seubert, who is in charge of the New York City factory, made a quick trip to the company's headquarters here yesterday. This company has been practically driven from this city as a manufacturing centre by arbitrary labor demands.

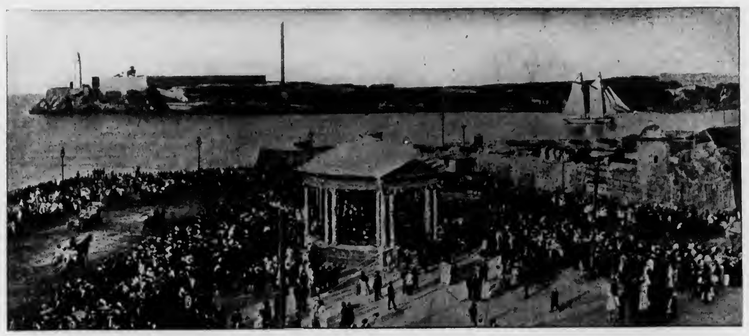
New York City tobacco men have leased a factory at Fayetteville, on the outskirts of Syracuse, and are now making arrangements to manufacture their smoking tobacco on a large scale.

KAPPAL.

Maclin-Zimmer Tobacco Co. Reorganizes

The Maclin-Zimmer Tobacco Co. is a firm recently incorporated at Petersburgh, Va. They succeed John H. Maclin & Son, Inc., and Zimmer & Co. Thomas B. Maclin is president of the new concern and William L. Zimmer, secretary and treasurer. They are independent manufacturers, and produce plug, twist and smoking tobacco, with a large trade in foreign countries. This firm has a capacity of a million and a half pounds annually. They employ on an average four hundred hands.

Display of "Kings Club" Cigar, made by Cuba Cigar Co., of New York, in store of Louis Martin, that City



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, July 25.

THE overshadowing event in our leaf market has been the heavy buying of the great house of Sylvester & Stern, as the same, by competent judges, shall have purchased fully 50,000 bales of leaf of all kinds, in the country, in town, as well as to arrive, upon future delivery. In the Vuelta Abajo the purchases are estimated to amount to around 25,000 bales, while all the future deliveries may easily exceed even 25,000 bales, as it is current talk that Sylvester & Stern shall have almost acquired all of the Semi Vuelta crop, besides loose leaves of Remedios, as well as Partido. Naturally this has had the effect to stiffen our market not alone, but prices have risen for colas of Vuelta Abajo. The last paid figures in the country shall have been $20.00 per qq., and $12.00 is now asked for current loose leaves of Remedios and for heavy Partido, capadura styles.

The outlook for our cigarette manufacturers is disheartening, as the visible supply of Vuelta Abajo colas is at the utmost 40,000 bales, against a yearly consumption of 80,000 bales, and there are no old stocks in the hands of our dealers to fall back upon. Their only salvation may be the loose leaves of Remedios and Partido, as well as perhaps Manchados and terceras of Remedios, and for which $18.00 per qq. are bid.

Vuelta Abajo fillers are in strong demand and are quoted at from $60.00 to $70.00 per qq., according to quality.

Partido wrappers are very much inquired for; clean ones without any spots can command fancy prices, but as the overwhelming majority have more or less spots, the buyers have no choice to be over particular, and must swallow the bitter pill.

Remedios fillers are in good demand by the clear Havana cigar manufacturers of the United States, as on account of the reasonable prices, in comparison with last year, they can be used to make cheap five cent cigars, or will answer for mixing purposes even, on account of the mild and pleasant aroma. The exporters for Germany have been very active in shipping large quantities of the low grades, but it remains to be seen whether the higher figures here may not possibly curtail this business in the future. There have been some sales made to Northern buyers of first and second caduras, as a trial, while one large transaction of old first and seconds—1,215 bales—was made by the well known house of I. Bernheim & Sons, of New York.

As buyers are coming down here now from the North, we may confidently look forward to a good, healthy business, particularly as our escogidas are all working with full speed, and the receipts from the country are heavy each week, so there is no lack of a suitable supply.

Sales for the last three weeks, from July 1st to July 20th, amounted to 21,150 bales of all kinds, or divided, as follows, viz.: Vuelta Abajo, 5,786; Partido, 3,427, and Remedios, 11,937 bales.

Buyers were: Americans, 6,447; exporters to Europe, 10,236; shippers to South America, 242, and our local cigar and cigarette manufacturers, 4,225 bales.

Exports of leaf tobacco, from the port of Havana, for the three weeks from July 1st to July 20th, were:

To all ports of the United States	8,964	bales
To Bremen and Hamburg	10,022	
To other ports of Europe	227	
To South America	372	
To Canary Islands	6	
Total	19,591	bales

Receipts of Tobacco From the Country Were:

	From July 6th to 20th, 1912.		Since January 1st, 1912.	
Vuelta Abajo	20,907	bales	47,183	bales
Semi Vuelta	2,927		7,153	
Partido	2,079		9,230	
Remedios	19,496		65.590	
Mayari	456		1,433	
Total	45,765	bales	Total 130,589	bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals—From Tampa: Colonel Alvaro Garcia, of Garcia & Vega, also of New York; Faustino Lozano, of F. Lozano, Son & Co., also of New York; José M. Diaz, of Bustillo Bros. & Diaz, also of New York; Manuel Pendas, of Y. Pendas y Alvarez, also of New York; S. Gonzales, of Sanchez & Haya, also of New York; José Lovera, of the José Lovera Co., of Tampa and Key West; Francisco Bolaño, of F. Bolaño & Co., also of Chicago; Benigno Balbin, of Balbin Bros.

From New York: Ernst Horn, of Heinrich Neuberger, also of Bremen; S. M. Wallach, of G. Falk & Bro.; B. Castellaños, of B. Castellaños & Co.; Otto Sartorius, of Sartorius & Co.

From Chicago: August Kuttnauer, of Rothschild, Sons & Co.; A. Fromherz, of Fromherz, Berlitzheimer Co.; Sebastian Solaris, of Sebastian Solaris & Co.; Manuel Fernandez, of Manuel Fernandez.

From London, Ontario: José Gasté, of José Gasté & Co.

Departures—For New York: Victor Mancebo, Dionisio Hevia, Fritz Lederer, Faustino Lozano, Colonel Alvaro Garcia, Sidney Rothschild, S. M. Wallach and Ernest Ellinger.

For Tampa: Bernabé Diaz and José M. Diaz.
For Chicago: Mike Friedman and Manuel Vega.
For London, Ontario: José Gasté.
For Spain: Constantin Junco.

Cigars.

It seems that the agony is not over yet with our cigar manufacturers, as the first half of this month has shown a further shrinkage of nearly one and one-half million of cigars, as compared with the same period of last year. Of course, the busy times do not commence, as a rule, until after the second half of August, but this is no reason why we could not reasonably expect to hold our own in the dull season. The following figures are taken from the official custom house returns of our exports of cigars during the first half of July, viz.:

From July 1st, 1911, to July 15th, 1911	6,641,677 cigars
From July 1st, 1912 to July 15th, 1912	5,186,319
Shrinkage in 1912	1,455,358
From January 1st, 1911, to July 15th, 1911	96,183,553
From January 1st, 1912, to July 15th, 1912	84,133,833
	12,049,720 cigars

H. Upmann & Co. have added another 1,200 bales of first-class Vuelta Abajo vegas, purchased in town, to their stocks of leaf tobacco, so this, in combination with their holdings of choice old goods, would keep the H. Upmann factory going for some time. The latter has quite a bunch of orders for later shipments and is busy executing the early orders.

Romeo y Julieta has purchased 4,000 bales more of Vuelta Abajo in the country, all of the lowland section, and among which we learned there are the vegas "San Vicente," "Artiga del Corojo," "Carillo de Paso Viejo" and la vega "de Angel Gonzales." The factory is working very steadily.

Partagas bought 2,000 bales additionally of Vuelta Abajo during the past fortnight of vegas from choice districts. Don Eustaquio Alonso states that they have more orders on hand than they had expected at this time of the year.

Sol is doing well, having also purchased several select vegas from the lowland section of the Vuelta Abajo, and Don Carlos Behrens says that orders are coming forward to his entire satisfaction.

Cardenas & Co., the owners of the Castañeda factory, bought some 2,000 bales of the very best vegas from the lowland district of the Vuelta Abajo, and this, in combination with their old stocks, is bound to make an excellent blend to satisfy all smokers of the different countries of the world. Business continues quite fair with them.

Felipe Rodriguez & Co., the owners of the Elite factory, have purchased 2,000 bales of the finest vegas from the Vuelta Abajo, to be received as soon as packed. Don Francisco Herrero reports that orders are coming forward in good shape.

The chief factories of the Henry Clay & Bock & Co., Ltd., are working with full forces, as heretofore, surely a proof, that the company must be receiving constantly large orders.

Other factories that are working well are: Eden, La Diligencia and C. E. Beck & Co.

Buying, Selling and Other Notes of Interest.

With the killing of Ivonet, the late general of the so-called reinvindicating army of the colored race, the revolt has been ended, and upon the return of the victorious general of our army, Monteagudo, to Havana he received quite a welcome by the people.

Fortunately through the active measures taken by our health board the bubonic plague seems to have, not alone not spread any further, but appears to have died out.

The newly-established firm of Gutierrez & Diehl appears to be truly hustling, as it sold 2,057 bales of leaf tobacco during the past three weeks, a large part of which it shipped to Germany upon firm orders.

According to our information, the great house of Sylvester & Stern have received, on account their previously stated purchases in another part of our correspondence, about 5,000 bales of all kinds of leaf during the past fortnight.

Rodriguez, Menendez & Co. report sales of 1,500 bales of Vuelta Abajo to one of their customers during the past two weeks.

Don Adolfo Moeller seems to be a phenomenon, as he purchased and shipped to Germany chiefly 3,749 bales of leaf tobacco during the last three weeks.

Muniz Hns disposed of 1,218 bales of Vuelta Abajo and Remedios, but they beg to announce to their customers that they have been fortunate in closing transactions in the Vuelta Abajo, securing the whole crop of the famous Luis Lazo district, which when all packed will give them 3,000 bales to offer to their customers.

J. F. Berndes & Co. were large buyers and shippers to Germany and Austria, as they handled 2,150 bales of leaf.

Sobrinos de A. Gonzales were sellers to the extent of 1,200 bales of all kinds of leaf to their large clientele.

Don Salvador Rodriguez, the veteran Tampa manufacturer of the famous brand of "Charles the Great," has been one of our large buyers in town, as his commitments on Vuelta Abajo chiefly amounted to 2,000 bales, and we heard it said that he expressed himself as stating that the 1912 Vuelta Abajo crop is the finest since the remarkable year of 1881.

Menendez & Co. closed transactions amounting to 900 bales of Remedios and some Vuelta Abajo.

I. Bernheim & Sons were buyers of 1,215 bales of the crackerjack vegas from Santa Clara, consisting of first and second capaduras of the 1911 crop, and which generally commands $10.00 per qq., more than the market price of first capaduras.

José C. Puente turned over 865 bales of Vuelta Abajo, Partido and Remedios.

Leslie Pantin was a buyer for his customers of 833 bales of all kinds of leaf.

Herrera, Calmet & Co. sold 705 bales of Remedios from their packings.

S. M. Wallach secured for G. Falk & Bro. 500 bales of choice leaf.

José F. Rocha was a seller of 575 bales of Vuelta Abajo, Partido and Remedios.

Cardenas & Co. bought for account of one of their customers 420 bales of prime old Vuelta Abajo fillers.

I. Kaffenburgh & Sons disposed of 570 bales of their select packings of Remedios and Manicaragua.

H. Upmann & Co. purchased for export 400 bales of leaf.

José Menendez closed out 548 bales of Semi-Vuelta and Partido.

Faustino Lozano was a buyer of 300 bales of choice Vuelta Abajo on this voyage.

Mr. Walter J. Kaffenburgh arrived here from the country on the 11th inst. to find out the situation of our market, and left again on the 21st idem to continue to supervise their numerous escogidas. He stated that all the good tobacco in bundles had been bought from the farmers, or that the vegueros were packing their crops themselves; there might be some poor stuff still in some isolated places, but this was of no account to take into consideration. The Havana packers of reputation had as usual purchased the cream of the crop, and for which they had paid full prices.

Don Antonio Calzada has been in the country for quite awhile, and undoubtedly made some good-sized purchases of leaf, but we could learn no particulars in time.

Principal shippers of leaf tobacco from the port of Havana for the last three weeks were: A. Moeller, 3,749; J. F. Berndes & Co., 2,150; Gutierrez & Diehl, 1,704; Sylvester & Stern, 1,503; Leslie Pantin, 1,033; Silveira & Co., 963; I. Bernheim & Sons, 866; H. Upmann & Co., 819; Rodriguez, Menendez & Co., 648; Selgas & Co., 419; M. A. Gunst Co., Inc., 349; Garcia & Co., 349; M. A. Suarez, 325; M. Abella & Co., 305; Ernst Ellinger & Co., 292; Bridat & Co., 281; José F. Rocha, 273; E. H. Gato Cigar Co., 270; Diego Montero, 242; Miguel V. Perez, 226, and Sobrinos de A. Gonzales, 202 bales.

ORETANIV.

"United" Reorganizes and Plans Stock Distribution

New Corporation Will Have Capital of $35,000,000—Three Shares of New Concern for One of Old

ON July 25 the United Cigar Stores Company filed articles of incorporation at Trenton, N. J., for the United Cigar Stores of America, which will succeed the old concern. The object in reorganizing was to extend the business as tobacco dealers and also to develop and acquire real estate. Its authorized capital stock will be $35,000,000; seven per cent. cumulative preferred stock, $5,000,000; common stock, $30,000,000.

All of the stock of the United Land & Improvement Company, the new real estate concern recently formed with a capitalization of $10,000,000, will be held in the treasury of the new concern.

Some of the prominent features in the new financial plan are as follows:

"This company proposes to acquire the outstanding 50-year 6 per cent. gold bonds of the corporation of United Cigar Stores, organized under the laws of the State of New York, as well as the outstanding capital stock of that company.

"Arrangements have been perfected whereby the holders of the outstanding bonds of the corporation of United Cigar Stores, which amount to $3,600,000, have agreed to sell the same to this company at par with accumulated interest from June 30, 1912. To obtain the money to effect this purchase, this company has authorized the issuance of its preferred stock at par. Of the moneys received from the sale of preferred stock, $3,600,000, in addition to the accumulated interest on the bonds since June 30, 1912, will be used to acquire these bonds, while the balance of the moneys received upon such sale will be used for the further development of the business of the company.

"In order to assure the acquisition of the sum of money presently necessary for the purpose a committee has agreed to enter into an agreement with this company, whereby the members of the committee will subscribe for the necessary amount of preferred stock in this company, and will pay therefor at the rate of $100 per share in cash.

"It has been decided, however, that an opportunity shall be given to the holders of record of the stock of the Corporation of United Cigar Stores to acquire preferred stock of this company without any expense or premium to such stockholders or the company; the committee having underwritten the preferred stock at par and having agreed that it might be offered to said stockholders at par by the company. The underwriting of this preferred stock is without expense to this company or to the stockholders of the Corporation of United Cigar Stores, and without profit or commission to the committee.

"The company will make a proposition to the holders of the common stock of the Corporation of United Cigar Stores substantially as follows:

"On or before the 26th day of August, 1912, to purchase from each of the holders of said stock of the Corporation of United Cigar Stores all of the shares of stock of that company owned by and standing of record in the name of each of said holders respectively, and to pay therefor by issuing and delivering three shares of the common stock of this company, fully paid and non-assessable for each share of the stock of Corporation of United Cigar Stores.

"Upon the surrender of said certificates of stock of the Corporation of United Cigar Stores the holder of record shall be entitled to receive and this company will issue a purchase warrant, according to the terms of which such holders, upon the surrender of said warrant at any time and on any day before 12 o'clock noon on the 14th day of September, 1912, and upon payment of an amount equal to the par value of the shares of the preferred stock of this company, shall be entitled to receive certificates for the number of shares of the preferred stock of this company equal to one-half the number of shares of the stock of the Corporation of United Cigar Stores so surrendered.

It has been stated that it is the purpose of the new company, when all details for its organization have been completed, to make preparations for establishing a manufacturing department on a large scale. Several floors of the company's building at 44 West Eighteenth street, New York City, will probably be utilized as a manufacturing department. The company can at any time use three floors of the building for that purpose, according to present indications. As the rights to subscribe under the new plan will not expire until August 26, the organization of the new company, so far as election of directors and officers is concerned, will probably not take place until September.

Will Not Be Co-defendants in Suit

Liggett & Myers and P. Lorillard Company Not Parties to Damage Case Instituted by Locker & Co.

JUDGE LACOMBE, in an opinion handed down on July 18th, in the Federal District Court in New York City, denied the motion to make the Liggett & Myers Tobacco Company and the P. Lorillard Company co-defendants in the Sherman Law suit for treble damages, aggregating $300,000, brought by Locker & Co., tobacco dealers, of Brooklyn, N. Y., against the American Tobacco Company, American Snuff Company, Blackwell's Durham Tobacco Company and the Metropolitan Tobacco Company. The damages are asked for an injury alleged to have been done by the defendants to Locker & Co.'s business as the result of a combination in restraint of trade.

In the opinion Judge Lacombe says, in part:

"The relief accorded to the individual is an action at law for treble damages when he can show that the act has been violated, and that such violation has injured him in his business or property. He cannot maintain such an action if his complaint fails to show that at or prior to the time when the action is begun defendant had done any act in violation of the statute. This analysis of the seventh section of the Sherman Anti-Trust Act sufficiently answers the present application. The action was begun June 10, 1910; the two corporations which plaintiff now asks to include as defendants were not incorporated until November, 1911. Since they were not in existence on or prior to June 10, 1910, it is impossible that they could by that time have done any act in violation of the statute. If subsequent to their creation they violated the statute and by reason of such violation plaintiff has been injured in his business or property, he may have a good cause of action against them for such tortious act, but that is a new and independent tort and a separate cause of action from the one declared here."

Miller Brothers in Fine New Establishment

ONE of the most up-to-date retail and wholesale tobacco stores in Southern Indiana was formally opened to the public on Saturday, July 15th. This is the Theodore Miller tobacco house in Princeton, Indiana, which moved across the street to its new location on North Main street.

The Miller Brothers have long been actively identified with the tobacco interests of Princeton. They opened up a store twelve years ago in that city, and since that time have built up a splendid trade, pushing chiefly their special brands of cigars, the "Collar Button" and others.

Recently Conrad Miller opened a cigar factory in the Ward Building, where he is turning out a line of cigars, including the "Havana Brown," "Town Boost" and others. These goods will be wholesaled and retailed by the new Miller store.

The business of Miller Brothers soon outgrew its original quarters, and Theodore Miller looked around for an ideal establishment, which he believes he has succeeded in finding in his new location. The fixtures are of mahogany and stained glass, with polished brass trimmings and superb showcases. They carry a choice line of domestic and Havana cigars; also a complete line of pipes, smoking tobacco and cigarettes.

Havana Satisfactory, But Not Porto Rico

WASHINGTON, July 22.

The officials of the public health and marine hospital service declared this afternoon the bubonic plague situation in Havana was satisfactory. The situation in Porto Rico was declared to be unfavorable, however.

Despite the best efforts of the sanitary officials in San Juan the disease continues to claim victims. The mortality has been exceedingly high, over 70 per cent. of the cases proving fatal.

John H. N. Schurman, of Worcester, Mass., a cigar manufacturer, has filed a petition in bankruptcy. He places his liabilities at $1,190, with assets of $285.

Latest Happenings in New Orleans Market

August Glaudot Enters Employ of U. Koen & Company—Sam St. Martin, Well-Known Retailer, Dies,—Inventory of Valloft & Dreux Company Places Valuation Over $20,000

NEW ORLEANS, July 26.

AUGUST GLAUDOT, 341 Chartres street, the oldest tobacco jobbing house here, who has been in business for forty years, has been liquidated, Mr. Glaudot entering the employ of U. Koen & Co. Mr. Glaudot has many friends among the retail trade who wish him success in his new field.

Sam St. Martin, 111 Decatur street, who two years ago purchased the store of J. B. Desangles, established for thirty years, died last Sunday at his residence in this city. Before embarking in the tobacco business Mr. St. Martin held several important political offices at Donaldsonville, to which city his remains were taken for interment.

Godfrey F. Boney, recently in the retail cigar business at Baton Rouge, who passed several worthless checks on merchants here, then fled to Texas, was brought back by the police, tried and convicted, and was sentenced to one year in the penitentiary.

The inventory of Valloft & Dreux Co., filed in court last week, shows property valued at $20,744.34. The merchandise was inventoried at $16,372.39, while the fixtures are valued at $194.50. The balance is represented by goods claimed by creditors of the firm. In the suit of L. E. Valloft vs. The Independent Stores Company, the inventory shows stock and fixtures in their fifteen stores valued at $9,205.

August Bloch, State representative for the Havana-American Company, is spending a deserved vacation here with his family.

M. Alexander, of Savannah, Ga., a veteran of thirty-five years as a dealer in cigars and tobacco, now a manufacturer of overalls, was at the Grunewald Hotel, Saturday, and renewed old acquaintances in the trade here.

R. L. Tallichet, representing the Porto Rican American Tobacco Company, is here calling on the trade.

G. L. Mauney, salesman for the Federal Cigar Company, left last week after a successful week's business. Mr. Mauney has over thirty jobbing accounts for his factory in this market.

C. J. Gollmer, 418 St. Charles street, who several weeks ago resigned from the Bachelors Club, with his charming bride has taken possession of their new home, 2722 Peniston street.

PELICAN.

Price Cutting War in Shreveport

SHREVEPORT, LA., July 24.

THERE is a price cutting war in full swing among the retail druggists, who are selling all of the popular brands of seed and Havana ten-cent straight cigars at three and four for a quarter.

Miss Mollie Hall, the well known cigar dealer, is absent on a month's vacation.

The energetic wholesaler, George Hampton, reports the demand for "Square Deal" cigars to exceed the demand.

Mrs. Anna Evans, proprietress of the Caddo Hotel stand, says business has been quite satisfactory. Mrs. Evans carries one of the most complete assortments of high-grade cigars of any dealer in north Louisiana.

Ralph Kahn, of the Phoenix Hotel stand, has been creating a mild sensation with the traveling public by giving away on raffleboards diamond rings, scarf pins, ten dollar goldpieces, watch fobs and other articles of equally attractive value.

R. F. Donovan has had a steady increase in his jobbing business. His leading brands are "Solace," "El Genio," "Walls Court," "Van Dyke," "El Werth" and "Donovan's Club House."

F. G. Hudson, manager of the Shreveport Drug Company, which enjoys one of the largest retail cigar businesses in the State, has just returned from Chicago, where he was a delegate to the Republican National Convention. Mr. Hudson says he enjoyed the steamroller while it was rolling, as he was riding by the driver.

C. S. Foster, with U. Koen & Co., New Orleans, who has many friends among the trade here, has been in the city for several days.

Cigar Industry Poor in Belgium

Speaking of the tobacco industry in Belgium a consular report states:

Tobacco manufacturers had a good year. In Ghent, however, the cigarmaking industry was poor and a large number were out of employment. From investigation made by the syndicate of cigarmakers of Ghent it was found that the average wages paid were only 15 frances, 80 centimes ($3.06) for 54½ hours per week. The syndicate has announced its intention to make a demand for higher wages. The exportation of cigarettes to the United States increased from $23,739 in 1910 to $62,131 in 1911.

J. W. D. Hill, of Paxton, Ill., has purchased a cigar factory in Gilman, that State, and expects to start up there shortly.

Factory Notes

Laurel, Del., is to have a new cigar factory, known as the Laurel Cigar Company. It will be managed by Fred Hive, who recently moved to that city from Nashville, Mich.

P. J. Bohner, of Marysville, Kan., has leased a floor in a building in Seneca, that State, and opened a cigar factory. He is an experienced cigarmaker, having been in business in Marysville for a number of years.

A. T. Moore, of Belvidere, Ill., has bought the cigar factory operated by Claude Buhmeyer in that city, and will remove it to 112 Logan avenue, where he will enlarge the factory and expects to occupy the entire second floor of the building.

George E. Hoffman, of Springfield, Mass., has moved his cigar factory from 98 Main street, that city, to his new building at Pleasant and Lamb streets. The new building, which is equipped with eleven benches, is longer and arranged more conveniently than the old one.

Thomas Evans, who has for fifteen years managed the paper box factory on Morgan street, Phoenixville, Pa., has added another line—that of wooden cigar box making—to his business, and has installed a complete and modern outfit of machinery for this line of work.

Albert Assna, who has been manager of the Aurora Cigar Factory of Aurora, Neb., has decided to enter business for himself and has secured rooms in that city. He will first employ four men and add to his force as his business grows. His leading brand will be "79."

Requiring larger quarters for workshop and storage, Otto Stein, the proprietor of the Bessemer Cigar Company, of Bessemer, Ala., has removed his establishment to Nineteenth street, near Sixth avenue, where he finds larger quarters and a dwelling. Mr. Stein manufactures for the jobbing trade and on special orders.

Joseph Hedrich, of Bangor, Me., is known as one of the leading manufacturers in his section. Mr. Hedrich also has a wholesale and retail business. Some of his best known cigars are "Home Trade," "Mic-Mac," "You Jay" and "Madine." His general manager is William McCarthy, who has charge of the manufacturing end of the firm.

Two cigar factories established in as many weeks is not a bad record, but that is what Arcadia, Fla., reports. J. V. Baker is a newcomer there from Tampa. Another is Esteban Alfonso, from Ybor City, who promises to open up for business shortly. He has leased the brick building near the Smith Drug Company, and will run his factory there for the present.

The Southbridge Cigar Company, of Southbridge, Mass., which has been manufacturing cigars in that city for a short time, has gone out of business. O. J. Paquette, business manager of the concern, recently handed to stockholders a check for $5.50 each, which represented all that will be paid to each of the 96 stockholders who contributed $50 apiece. The company started out with $4,800, but the venture was a losing one from the start.

St. Augustine, Fla., is soon to have another cigar factory in addition to the several now operating successfully in that city. Señor Mendez, a prominent Spaniard, at present residing in Atlanta, Ga., has purchased a home and a number of building lots in North City upon which he will erect a modern building for the manufacture of high-grade Havana cigars. The factory will be opened with moderate capacity, but so arranged that it can be enlarged from time to time as the growth of the business demands.

Realizing that cleanliness and sanitation are essential in cigars as in other present-day products, the officials of the Mi Lola Cigar Company, Second and Sycamore streets, Milwaukee, Wis., have appointed Dr. A. J. Heller, of that city, as their medical inspector. His duties will be to inspect each one of the employes for symptoms of contagious diseases and to report the suspects to the foreman, who will at once see that the patient receives medical attention. The company is believed to be one of the first in the country to take this step voluntarily.

Six of the largest cigar factories of Denver, Col., with an annual production of 12,000,000 cigars, threaten to quit that city unless the cigarmakers' and tobacco strippers' unions cease in their efforts to enforce the equalization plan. The membership in the unions is about 500. Three months ago the union introduced the equalization plan as a remedy for the so-called stock conditions imposed upon them. The manufacturers claimed that it increased the cost of their product over 20 per cent. and cut their force in two. As a result the men walked out and matters are at a deadlock.

Earnings of U. C. M. Co. Show No Falling Off

President Wertheim Says in Statement, That Despite Strikes, Profits for First Six Months of 1912, Will Compare Favorably With Same Period in 1911

NEW YORK, July 19.

EARNINGS of the United Cigar Manufacturers' Company for first six months of 1912 were up to last year, despite the shutting down of two of the largest plants by reason of the strike. President Wertheim said of conditions in his company and in the tobacco trade generally:

"We have been considerably hampered during the last four or five weeks by the shutting down of our two large factories at New Brunswick and Perth Amboy. Until that time everything indicated that our earnings would be considerably above last year, as we were working at capacity and were booked far ahead with heavy contracts. But even with this shut-down, which has thrown about 20 per cent. of our employees out of work, I feel confident that we shall be able to show a statement that compares favorably with that of 1911.

"There is nothing to indicate now that there will be any immediate change in the dividend rate of 4 per cent. on the common stock, although continued cessation of work at our larger plants might make a difference. But with 75 per cent. of the New Brunswick employees back, and every indication that the Perth Amboy plant will shortly reopen, I feel confident that our report for the full year will be a satisfactory one to stockholders."

The United Company now has two factories in New York City, three in New Jersey and seventeen in Pennsylvania. When working at capacity, between 8,000,000 and 9,000,000 cigars are turned out weekly. The shut-down of the last few weeks reduced the output to approximately 5,000,000.

"The margin of profit in the cigar business," said Mr. Wertheim, "is much smaller than it was a few years ago, and it is necessary to do a much larger gross business to secure a return that compares favorably with that of ten years back on the same basis of sales. The labor cost has also shown such a decided advance as to hurt proportionate net profits. Of course, all this favors the larger companies, and we have reaped any benefit that is to be derived therefrom."

The United Cigar Manufacturers' Company now has $15,600,000 common stock outstanding, and $5,000,000 preferred. The authorized issue of common is $20,000,000, but $4,400,000 is still unissued. The increased capitalization was authorized at the time of taking over of the Theobold & Oppenheimer Co., of Philadelphia. The directors of the United believe this acquisition will have a most important bearing on future earnings. The Philadelphia concern has always been a moneymaker, and much of the expectation of a big increased business for the United this year came from the belief in the earning possibilities of the Theobold & Oppenheimer Co.

Manufacture Cigar Cutters and Box Openers

Brunhoff Manufacturing Company Has Been Producing Their Goods for More Than a Generation

ONE of the latest devices in the way of cigar cutters is one which the Brunhoff Manufacturing Company is introducing to the trade. It is a combined cutter and advertising agent, carrying a rotary sign. This concern also manufactures cigar box openers, which are turned out in several shapes and styles.

The Brunhoff Manufacturing Company is a Cincinnati firm, with headquarters at 113 Maiden lane, New York City. They have been manufacturing cigar cutters and other needfuls for the tobacconist for years, and have facilities for producing them excelled by none. Their advertisement, which appears on page 5 of this issue, calls attention to their goods. Any one interested will be quickly furnished information upon inquiry at either the New York or Cincinnati offices.

LETTERS TO THE EDITOR

These Columns Are Always Open to Readers Desiring Information and to Those Wishing to Express Their Opinion on Subjects of Interest to the Trade

Manufacturer of "Savarona"

PHILADELPHIA, July 24, 1912.

Editor THE TOBACCO WORLD.

Dear Sir: Could you give us the address of the United States representative for the Porto Rican cigar, the band of which we enclose?

Yours very respectfully,

AUFDERHEIDER & SON,
N. W. Cor. 3d and Walnut Sts.

Answer—F. R. Hoisington, president Cayey Caguas Tobacco Company, 133 Water street, New York City. The label shown is from their "Savarona" cigar.

Book of Cigar Jobbers

MANHEIM, PA., July 11, 1912.

Editor THE TOBACCO WORLD.

Dear Sir:

Will you kindly tell me where I can obtain a book giving the names and addresses of cigar jobbers in the State of New Jersey and the whole United States. Also, kindly advise me where I can obtain sample cases for cigars.

Yours very truly,
C. G. SINGLEY.

Ans. by letter.

Says Manufacturers Are Being Robbed

HARTFORD, June 30.

Editor THE TOBACCO WORLD.

Dear Sir:

Resently a large Manufacturer of Cigars from the west Happened to stop over Hartferd & Some of us Tobacco men get in conversatun with Him & He said as follows that the Manufacturers *of cigars* of the U. S. were being robbed right & left He said the Dealers would pull out four or five layers of Tobacco out of a case when sampling In order to get the lightest collors in the case & if we make a kick when we get the good they will say O they got a little drker sence we pulled the samples & so on they will give us simply no satisfaction. Now we Manufacturers are going to get together & Have a law passed that will forbid all Dealers or any of their Help pulling samples to to sell by in the Markett & another thing they are doing they are putting on great large Heavy paper that will weight like leather & soak us for same why they are robbing us & cheating right & left and we aint going to stand for it any longer.

yours truly
A. LISTNER.

Makers of "Constancia" Cigar

NEW YORK, June 26.

To the Editor "The Tobacco World."

Dear Sir: In a recent issue, your Chicago correspondent reports the sale of "Constancia" cigars, made in Manila, against a line of clear Havana goods which we put out. Could you inform us who is the manufacturer of this Manila cigar?

Yours very truly,
E. M. SCHWARZ & Co.

Answer—Constantino Diaz & Co.

Who Makes "Hamilton Fish" Cigar?

PHILADELPHIA, July 12.

Editor TOBACCO WORLD.

Will you please advise me who makes the "Hamilton Fish" cigar? I believe it is some factory in New York City, but I do not know the number of the factory, or the name of the manufacturer.

Very truly yours,
WILLIAM G. POTTER.
257 South Eleventh street.

Wants Distributors of "Atwar"

PHILADELPHIA, July 13, 1912.

Editor THE TOBACCO WORLD.

Dear Sir: Will you please inform me at once where I can buy the "Atwar" cigars. My customers are calling for these and I would like to have the name and address of the manufacturer, so that I can procure them at once.

Yours very truly,
C. A. ROSSMAN.
681 North Broad street.

Answer: Terry & Duncan, Philadelphia, are the sole distributors for these cigars.

Burley Society Makes $10,000,000 Sale

Sells 1909 Crop Amounting to 102,000,000 Pounds—Transaction Means Passing of Old Combine of Growers

LEXINGTON, KY., July 17.

The executive committee of the Burley Society met here yesterday and announced that it had sold the entire pool of the 1909 crop, amounting to 102,000,000 pounds. It was estimated that about $10,000,000 was received for the tobacco. This will now be divided among the members of the society in Ohio, Indiana and Kentucky.

With the sale of this tobacco, the old Burley Society goes out of business and the new society, of which James B. Haggin, of New York, is the leading figure, will take hold under the contracts which bind all the members to the association for the next ten years.

Charles Lewellen, of Hartford City, Ind., has moved his cigar store from his former location to the premises formerly occupied by the Diamond Clothing Company.

Fine Retail Store for Shreveport, La.

SHREVEPORT, LA., July 24.

Moses Frank, manager of the cigar department of the Hicks Company, opened last week a handsome new stand in the lobby of the Opera House equipped with opal onyx humigars and will this week open in the entrance of the new Continental Bank Building another stand equipped with as fine humidors as are in the State. Mr. Frank is assisted in the business by handsome Norman Forcheimer. They will feature the brands controlled by the Hicks Company, particularly a full line of "Cuesta Reys," "Websters," "Cortez," "Americans," "El Principe de Gales," "La Preferencia," "Robert Burns," "General Arthur" and "Tom Moore," with a full assortment of smokers' articles.

N. D. Mills, one of the largest cigar manufacturers in Middletown, N. Y., who has also operated retail stands, has purchased the entire stock and fixtures of the cigar store of Geo. M. Miller in that city, known as the Pfaff store. J. D. Arthur, who has been a clerk in the place, will continue with Mr. Mills.

Local Option Disturbing Factor in San Francisco

Has Forced Over 500 Saloons Out of Existence Within Few Months —M. A. Gunst & Co. Pushing Manilas

SAN FRANCISCO, July 20.

THE effects of the vacation season are still felt very strongly by dealers of the down-town district, though there is a little more activity around the cigar stands than at the first of the month. While many regular customers are out of town, there are a great many people from the country spending the summer here to avoid the heat of the interior, and their trade is an important factor in the hotel district. The fruit growers and country land owners have in recent years been the really prosperous people in California, and show an increasing tendency to visit the city during the summer months. Retail trade through the country is holding up unusually well for this season, however, and the jobbing trade would be good but for one disturbing factor.

This disturbing factor is the prohibition movement, elections under the local option law having forced nearly 500 saloons out of existence within the last few months. All of these saloons have considerable cigar stock on hand, and as they are not required to close until a month or two after each district goes dry, they are endeavoring to sell out and are buying nothing new. In fact, even if they wanted to buy few jobbers would sell them. Of course there will be no decrease in the number of cigars smoked—the number may even increase—and the place of saloons will be taken by billiard parlors, soft drink places and cigar stands, but until the saloons are finally closed these places are not starting up. Consequently the country trade is running along as much as possible on old stock, and while the opening of new places will bring out a big business when things settle down, the condition at present is very much unsettled.

M. A. Gunst & Co. have been giving special attention to their Manila cigars of late, making special displays of these goods in the windows of their large chain of retail stores. The display was up to the firm's usual high standard, and has already given good results. The new Gunst humidor has proved quite an attraction, and customers may be seen at all hours of the day inspecting samples of the fine lines of imported goods. Sello Blumenthal, of this company, is on his way East, and will make a trip to Cuba before returning.

Mr. Mendez, of Mendez & Gomez, the Porto Rico manufacturers, accompanied by Mr. Meyer, the traveling representative, is calling on the trade in San Francisco.

Dan Whelan, of the Gunst wholesale force, is on a vacation in the Santa Cruz mountains.

Emil Frank, distributor for S. Bachman & Co.'s lines in southern California, was a recent visitor in San Francisco. Mr. Regensburger, traveling for S. Bachman & Co., is taking a vacation in Canada.

Mr. Hoffman, of the Hoffman-Moore Co., has just returned from a visit to the trade in coast towns south of San Francisco.

Henry Meinecke, head of the cigar department of Wellman, Peck & Co., is on his vacation this week.

A new advertising campaign has recently been started on the "Silko" cigarettes of the Tobacco Company of California, in charge of Chas. I. Michaels. The line is a five-cent package, and the principal advertising is on billboards, with posters that are sure to attract attention.

E. S. Edwards, vice-president of the American Tobacco Company, spent several days in San Francisco last week, and is making a general tour of the coast. Another recent visitor was R. E. Christie, vice-president of the American Cigar Company.

D. Frohlichstein, representing the Hernsheim Company, New Orleans, passed through this city a few days ago, and is now in Los Angeles.

E. C. Crane, the cigar window specialist, has returned from Sacramento, where he has been making some fine displays for leading dealers.

H. L. Judell, of H. L. Judell & Co., is again in the city after a trip to Ohio to attend the National Convention of Commercial Travelers. Emil Judell has just returned from a trip to Nevada, where considerable losses have been suffered lately from fires and floods.

Arthur Bachman, of S. Bachman & Co., has been calling on his Northern connections.

Carl Koenig, traveling for Frankel, Gerdts & Co., has just returned from the Elks' Convention at Portland, Ore.

Joseph Michalitschke, head of Michalitschke Bros. & Co., returned the first of the week from an outing in the Sierras, near Yosemite.

Sam Zuckerman, of Linkman & Co., the Chicago pipe manufacturers, is now in Los Angeles, having spent last week in San Francisco.

W. I. Pixley, coast representative of the Frismuth & Dill tobacco lines, etc., is still at Seattle, Wash., but will probably return to Portland before long. He will be in the North until the end of the year.

R. V. Morrison, representing the Cayey-Caguas Cigar Company, spent last week with Chas. Mattheas & Co., of this city.

A. J. Meyer, representing Salvador Sanchez & Co., of Tampa, is in San Francisco this week.

Exploitation Work on Coast Often Falls Flat

Attributed to Ignorance of Conditions by Manufacturers and of Classes of Goods Demanded—Some Firms Very Successful in Same Scheme

SAN FRANCISCO, July 24.

SOME of the special exploitation work undertaken within the last year seems to have fallen rather flat, and in some cases the results do not seem commensurate with the money spent. This may be attributed partly to lack of knowledge of Coast conditions, and of the classes of goods demanded in different localities. Many people in Eastern manufacturing centers do not seem to realize, in working for Coast business, how distinct and widely separated the centers of population are, and how much more time and money is involved in reaching a given number of people than in the older and more thickly settled parts of the country.

Some of the special campaigns, however, have been directed by people well acquainted with conditions, and are being continued with no little success. One of these is in the interest of Nestor Gianiclis cigarettes, in which George Cacematis is working with the Edward Wolf Company. Large and striking tower displays of these goods have recently been made at a Gunst store in this city, and Bert Bercovich's place in Oakland Mr. Cacematis is now at San Jose, Cal., arranging for a similar display with H. Bercovich. Mr. Wolf reports an extremely heavy run on Manila goods. While he is preparing to do a lot of business with the new "La Prueba" line, his leader is still "La Insular." He received a big shipment on the 15th, and within six hours they were all shipped out. The next large lot is expected early in August. Mr. Wolf returned a few days ago from a vacation in the Sierras.

Martin Brothers Remove to New Quarters

Martin Brothers, a leading wholesale and retail tobacco firm, of Waterloo, Iowa, recently moved into their new quarters in that city. Workmen have been engaged in remodeling the new building, and have installed many new and modern devices needed to operate a first-class store.

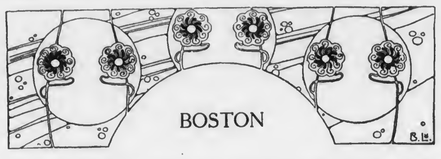
Quarter-sawed oak has been used in the construction, together with plate and art glass. Tile flooring has been laid in the front room, which will be the retail section. To the rear of the retail department has been built a large humidor, which will be used to hold the stock of fine Havana cigars carried by the company.

On the second floor in the rear has been arranged a large display room for pipes and fine tobaccos. The working force of the company will be increased as conditions warrant. Nine people will be employed in the office and two in the retail department. Six traveling salesmen will handle the business on the outside.

Joseph T. Snyder Opens New Stand

The new cigar stand in the Dodge Drug Store, 279-281 Main street, Buffalo, was recently opened by Joseph T. Snyder, and has proved to be a success. There was an abundance of free cigar cases, carnations and other souvenirs, and a large staff of salesmen was needed to take care of the crowd. The men who will work permanently behind the counter will be Andrew Birtch and Adrian Keogh.

Edwin P. Dodge, proprietor of the drug store in which Mr. Snyder's new stand is located, was the originator of the Cahoon-Lyon chain of drug stores in Buffalo. Mr. Dodge, like Mr. Snyder, is a heavy advertiser.



Dealers in Hub City Doing Good Business—Rosenthal Bros. & Bendetson Add New San Telmo Cigar to List

BOSTON, July 24.

THE cigar and tobacco trade is now doing a good business. Summer hotels and park amusement places are giving large orders for Havana and domestic cigars, cigarettes, etc.

The leaf tobacco trade is fairly good, the Sumatra leaf now used in large quantities at all of the large manufactories being in great demand.

G. Frank Davenport reports that the sale of the "Annie Pixley" ten-cent cigar is large, and he has to keep busy to supply the demand for jobbers. He has lately received an order for 10,000 at one of the popular summer hotels.

All the retail cigar stores on Bowdoin Square, Court street, Green street, Howard street and Cambridge street report business as good, Havana cigars having the call.

George L. Storm & Co., of Federal street, Boston, have secured the services of G. Ditman, formerly with Daniel Frantz & Co., and the popular salesman J. Taylor. They are working on the "Bank Note" cigar.

Wait & Bond have advanced their "Blackstone Perfecto" cigars from $60 to $65 per thousand.

L. B. McKitterick (M. Melachrino Co.) spent a few days in town last week visiting the trade. He says Boston is doing as well as any of them.

With each carton of 100 "Egyptian Luxury" cigarettes one package of "Turkey Red" cigarettes is given gratis, and with each 50 carton a silk college strip.

Boston is taking very kindly to the new "Philip Morris" twenty-two carat, gold-tipped cigarettes. Frank Swick reports conditions very satisfactory all over his territory and district.

At a cigar store on Salem street, Boston, kept by a Hebrew and his wife, there was quite a commotion and fire last week. While they were out sounding an alarm some enterprising boys were busy getting things out. One had the cash register, others were helping themselves to all the cigars and cigarettes they could get until the irate proprietor returned with policemen. The fire was soon put out by a chemical engine.

E. J. Rich, of the Theocaridis cigarette concern, was in Boston last week showing a new style package.

The R. J. Reynolds Tobacco Co. has sent a notice to the trade here stating that twenty-four five-cent packages of smoking tobacco will be given free with each sixty pounds of their listed brands ordered.

H. L. Rogers, New England representative for the "Havana Ribbon" (Bayuk Bros. Co.), reports a steadily growing business.

Rosenthal Bros. & Bendetson, jobbers, have added a new nickel cigar to their list. The cigar is made by the San Telmo Cigar Manufacturing Company.

H. H. Schonceit, of the "Twelfth Night" cigarette force, has secured a number of fine window displays for his goods in different parts of the city.

The Beiringer Bros. Co. has added another retail store to its string by securing the old stand of Samuel Barnard on Hanover street.

P. H. Morris will open a retail and wholesale cigar and tobacco store on Market street, Haverhill.

Frank Pearson, druggist, has sold his store at the corner of Grove and Main streets, Brockton, and has entered the employ of the O'Neil Pharmacy, Taunton.

Walter C. Taylor will open a new drug store at the corner of Woodlawn avenue and Tyler street, Pittsfield.

James F. Moriarity has resigned his position at the Maplewood Pharmacy, Pittsfield, and will become manager of the Morningside Pharmacy.

E. C. Weymouth (Wm. Duke & Sons Co.) called upon the trade here last week, visiting the jobbers and dealers.

"Cremo" cigars are receiving considerable advertising in the daily papers this last month.

The American Tobacco Company has notified the trade here that the gratis of two packages of (Sweet Caparol) little cigars, which were given with Dirby little cigars, is withdrawn.

Emil Abraham, representative of the American-West Indies Sales Company, came to Boston this week and reports business as fair.

The American Tobacco Company has removed the gratis on "Liberty" and "Veteran," beginning with last week, and (Wm. Duke Sons Co.) have withdrawn the gratis on "Richmond Straight Cut" cigarettes.

WM. F. HENDERSON.

Recent Incorporations and Changes

Continental Tobacco Stemming Machine Co. Capital, $2,500,000. Incorporators: I. Fegg, G. D. Hopkins, G. W. Dillman, Wilmington, Del.

Wengler & Mandell, Inc., of Springfield, Ill. Capital, $60,000; manufacturing cigars; William Brown, William Sherman Hay, M. D. Walworth.

Edward J. Dray Company, of New London, Conn. To do a wholesale and retail liquor and tobacco business. Capital stock, $5000. Incorporators: Edward J. Dray, Walter E. Dray and Mary Dray, all of New London.

The Speed S. Goodloe Co., of Philadelphia. To do a wholesale cigar and tobacco business. Capital, $20.000.

El Modelo Tobacco Co., Summerdale, Ala. To grow tobacco. Capital, $75,000. Incorporators: J. J. Wood, H. A. Dehlinger and W. H. Krames.

Jesse A. Case Co., Inc., Brocton, Mass. Capital, $10,000. Incorporators: Jesse A. Case, Frank J. Bates and William A. Boyden.

The Interurban Cigar Co., Greenville, S. C. Capital, $25,000. Incorporators: Charles H. Speights and J. G. Hatcher.

Dixie Cigar and Tobacco Co., Jacksonville, Fla. Capital, $10,000. Incorporators: Louis Zaborsky, D. C. Zaborsky and Thos. W. Driggers.

Eagle Tobacco Co., Brooklyn, N. Y. Capital, $3000. Incorporators: Nathan Bennet, Joseph Bunimowitz and Solomon Bunimowitz.

Pitts Drug Co., Inc., Saluda, S. C. Capital, $5000. Incorporators: Frank Kellers and J. M. Pitts.

The Bee & Bee Drug Co., Kansas City, Mo. Capital, $10,000. Incorporators: Blanche E. Brannaeun, Wm. J. Brannaeun and P. L. Brecklein.

The McLaughlin Cigar Co., Guthrie Center, Ia. Capital, $5000.

The Virginia Tavern Co., New York City. To deal in cigars, etc. Capital, $10,000. Incorporators: Philip Wirth, Frank Ruscher and George D. Edenbaum.

The Homerville Cigar Factory, Homerville, Ga. To manufacture, buy and sell cigars and tobacco. Incorporators: V. C. Estrada, W. V. Musgrove, W. T. Dickerson, R. G. Dickerson, J. L. Waldrup, S. A. Sweat, F. L. Saunders, H. J. Peagler, S. L. Drawdy and G. A. Gibbs.

Wilentz Tobacco Company to Manufacture Cigars

The Wilentz Tobacco Company, of Perth Amboy, N. J., heretofore manufacturers of Hungarian and Slavish tobaccos, have commenced to manufacture cigars. They are employing seventy-five hands.

The sales department is under the direction of Frank Wilentz and S. J. Crane. Mr. Wilentz has charge of the Western territory and Mr. Crane of the East.

The brands of cigars which they will produce are "Burning Success," "Woodman," "Three Kings," "Kurucz," "Wilentz" and "Burning."

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Lancaster Manufacturers Jubilant as to Prospects

LANCASTER, July 24.

MANUFACTURERS are jubilant over the outlook for this district. After a careful canvass of the firms which produce the most cigars, the writer can state with conviction that the trade at this writing has more reason to be optimistic than for several summers previous.

Considering that conditions are as good as they are now, there is no reason at all why the fall business should not be the best in years. Many factories have already many orders on file for fall delivery, and in addition have good prospects for many more.

Of course there are manufacturers, here and there, who are still complaining of the dullness, but one will always find some kicking no matter how hopeful the outlook is.

The leaf men are not as optimistic as the manufacturers, yet they state that when the factories run on orders for a time their stocks will soon be depleted, which will mean to an extent a revival of business for them. Of course there are many leaf men whose business is chiefly on the outside and who are not materially affected by the local situation.

There has not been much doing in the 1911 leaf, although it is reported that some of it has been already worked into cigars. The leaf is sweating nicely and it will in all probability be all that can be wished for.

The recent rains have helped the tobacco in the fields immensely and in a way is making up for the continued dry spell, which was so pronounced that in some sections the plants were burned badly, necessitating replanting.

William Levy, the leaf man and manager of the factory of the S. R. Moss Cigar Co., is again home after a trip of two months' duration in Europe. Mr. Levy was accompanied by his wife. He was pretty well tired out when he left and the trip has been of great benefit in restoring him to good health.

Samuel B. Kellenberger has taken over the cigar store of Charles F. Schultz on East Chestnut street.

Robert Smith, who was connected with S. H. Wolf, of Brownstown, for over fifteen years, died there recently at the age of thirty-nine years.

Henderson's store is making an attractive display of "Little Brindle" cigars, manufactured by Theobald & Oppenheimer Co., of Philadelphia.

George S. Endslow, a Lancaster county tobacco planter, is trying an experiment on a farm he owns in Perry county, this State, which will be watched with interest. Mr. Endslow avers that the soil and climatic conditions in that county are favorable to the growing of tobacco, and he has set out 15,000 plants raised in this county to prove his statement.

The Shissler shop, which has possibly the most complete line of goods in the city, is featuring the "Fatima" cigarette. The Shissler brands of cigars are making good headway wherever they have been placed.

Frank B. Trout, of Everybody's Cigar Store, on North Queen street, has gone on a trip to Europe.

York Manufacturers and Cigar Box Men Busy

YORK, July 24.

FARMERS in this locality are certainly going the limit on their crops and tobacco appears to be taking up much of their time. The tobacco is doing fairly well, considering the late start, which it has not quite made up. In some places it is very uneven, due in part to the hot and dry weather, which burnt up some of the plants. Green worms are numerous and in some places cut and wire worms are also found busily at work doing damage. The recent rains have been greatly needed and the crops fairly shot up after the moisture struck them.

H. F. Kohler, the cigar manufacturer and register of wills, who was also vice-president of the York Tri-State Baseball Team, has resigned his position and declares he is through with the game in this city. His many friends regret his stepping down, as Mr. Kohler has been an ardent fan and has materially assisted in every way to produce a winning team. He stated that the team has been grossly mismanaged, which accounts for its standing in the league race.

The several cigar box factories in York are unusually busy for this time of year and large shipments are being made to the different factories in the Ninth Internal Revenue District. The increase in the cigar trade the past month is given as the cause for the improvement. The months of June, July and August are usually dull ones, with many factories decreasing their forces, but this year all of these concerns are now working full time.

The United Cigar Manufacturers' Company, of New York, has leased the Newman Building at Hanover, formerly occupied by the Hanover Cigar Company, for a term of five years, and opened a cigar factory there. Only a limited number of hands will be employed at first, but the firm expects to put from 75 to 125 hands at the bench in a short time.

Cigar manufacturers in Red Lion and vicinity claim that unless there is decided revival in the cigar industry the crop of tobacco of 1912 will be wanted only by a few dealers, there being a large supply on hand of the crops of 1910 and 1911. Should the American Tobacco Company and the Eisenlohrs stay out of the market for the 1912 crop there will be a big drop in prices.

A report from Red Lion states that J. T. Grove, messenger on the Maryland and Pennsylvania Railroad from York to Red Lion, purchased at the York revenue office for the factories of Red Lion and vicinity during the year, from July 18, 1911, to July 18, 1912, stamps amounting to $263,915, this being $67,658.25 in excess of the last year. From July 18, 1905, to July 18, 1912, Mr. Grove purchased stamps amounting to $1,398,618.01.

John Sheetz, of Dallastown, has gone to Mt. Carmel to take charge of a cigar factory located there.

Thieves appear to have taken a liking to the cigars and tobacco in the store of Peter McNamara in this city. One night last week they broke in and took away several slot machines and a large amount of cigars and tobacco. The place was also entered about three weeks ago, but at that time very little was taken, the thieves evidently being scared away.

Conditions in Reading Slowly Improving

READING, July 24.

THE manufacturers in this district are doing an increased business, although things are not near as promising as they could be. The improvement is more noticeable in the larger plants, and they are working usually with full forces. The smaller factories are also feeling a revival in the trade and are fervently hoping that conditions will soon warrant an increase in the forces of cigarmakers.

J. U. Fehr & Son, the prominent leaf dealers, have just completed packing 25,000 boxes of the best Pennsylvania tobacco they have ever bundled. They are now working on Ohio tobacco.

John G. Spatz, of John G. Spatz & Co., is on an extended trip through the New England States, where he reports conditions very favorable for his brands.

One of the recent trade visitors in Reading was H. F. Wint, of Allentown, a leading jobber of that city, where he is distributing the "Rose O'Cuba" cigar in that part of the State for the Fleck Cigar Co.

The Yocum factory as usual is possibly the busiest in town. This is not surprising, considering that the firm is pushing their products throughout the Middle West and Pacific Coast.

The Fleck Cigar Company reports a brisk business on their "Rose O'Cuba" and "Royal Bob" and shortly expect to wage an aggressive selling campaign on these brands.

Charles Breneiser Sons report a good business at their Seventh street store. The "Chief Joseph" is being pushed hard in Reading and is becoming a very popular smoke.

The retail trade shows the usual midsummer dullness and dealers do not expect any pronounced revival until cooler weather.

New Concerns to Fight Tuckett Cigar Co.

Two new cigar manufacturing concerns will soon be incorporated in Hamilton, Canada, whose object is to compete with the reorganized Tuckett Cigar Co., Ltd., of Montreal.

The new plant will be built by William Presnail, who at one time was connected with the Tuckett Company. The other concern, which will be backed by Hamilton capital to the extent of $25,000, started business July 8th.

James Logue has gone into cigar manufacturing, in Faribault, Minn. He was formerly connected with the Kasper cigar factory of that place.

"The Peregoy & Moore Cigar Co., of St. Joseph, Mo., has just closed a deal with C. W. Canfield, formerly secretary and Kansas representative of the Kansas City Cigar Co., who will in the near future represent the Peregoy & Moore Cigar Co. in Kansas, lower part of Missouri and Kansas City, Mo. In securing the services of Mr. Canfield this firm considers they are very fortunate.

S. Friedenthal is one of the latest entries in the jobbing field in New Jersey. He opened up in Newark on July first and will handle a line of domestic clear Havana and a wide assortment of Porto Rico brands.

LEAF TOBACCO MARKET

No Noticeable Change in New York---Pennsylvania Packers Show Little Interest in New Crop---Wisconsin Acreage in Vicinity of 40,000

NEW YORK.

NEW YORK CITY.

THE local leaf market appears to have settled down to its customary mid-summer monotony. While there has been little trading done, the leaf men as a rule are cheerful, arguing that the majority of the factories throughout the country are busy and that the activity will affect them ere long.

The chief demand recently has been for Sumatra, Wisconsin binders and Connecticut tobaccos. Importers of the Dutch leaf claim a number of sales of considerable size by prominent manufacturers. It is thought that others will soon follow when they see there is no indication of a drop in prices. The Havana market has been very quiet, no sales of any large amounts having been reported.

PENNSYLVANIA.

LANCASTER.

ACCORDING to present appearances the new crop will be all that can be desired. The farmers earnestly wished for rain several weeks ago, and when the showers finally arrived the plants lost no time in growing. Conditions have been favorable from the start and the rain of last week has been the final touch to make the plants grow nicely.

The packers show very little interest in the new crop. This should occasion no surprise. The warehouses in this vicinity are said to be so overstocked now that the leaf men are apprehensive as to its final disposal. With all of the 1911, over half of the 1909 and much of the 1910 crop on hand, it is not to be wondered that they show so little interest.

It was supposed that the acreage would be smaller this season than in former years, but such appears not to be the case. Growers evidently look for a pronounced revival in the market, which will relieve the packers. If this prophecy is not soon in evidence it can be put down as a sure guess that planters will receive a lower price for their next crop of tobacco than for some years past.

There have been a number of sales of 1910 goods to firms in Philadelphia and New York. The 1911 also has been selling well, but there has not been much doing in 1909, as naturally has been expected.

WISCONSIN.

EDGERTON.

THE tobacco growers of Wisconsin have succeeded in getting out about all the intended acreage, which is generally conceded to be a slight increase over that of a year ago—somewhere in the vicinity of 40,000 acres in the State.

The tobacco crop is progressing under about as satisfactory weather conditions as could be desired. Recent rains covering nearly all sections of the State has given growers opportunity to complete the transplanting and resetting so that practically the intended crop is standing in the fields. The early set has a splendid outlook and is fully as forward as growers desire, while the later fields have a good start and a healthy growth. If the growers can afford time to keep the cultivators going and weeds down there is hope for a fine crop.

There is very little trading going on in the country districts and among the packers only usual small business is reported. The only transaction of importance of late is the sale of the balance of the A. N. Jones packing of '06 at Janesville of some 700 cases to G. W. Spitzer. This is the last lot of any size of that year's growth remaining in the State. The last season's packings are reported to be sweating satisfactorily.—*Reporter.*

CONNECTICUT.

SUFFIELD.

THE recent rains helped tobacco all through this section. In Windsor and Thompsonville the rain was heavier than in other places. Tobacco has taken a new start and the late tobacco will recover from the drought.

The rain gave new life to growing crops and while the rainfall was not great it will help to keep the tobacco along until more comes. The tobacco in some sections is suffering badly for the want of rain, while in other sections it seems to be standing the drouth well. The late set tobacco is standing the dry weather better than that set out early, the latter having budded out rather low.

Tobacco under cloth will be able to pull through with very little rain from now on, but sun grown crops are less fortunately situated, and in many instances the drought damage has been extremely heavy. In some cases bottom leaves have turned yellow and plants are beginning to top out prematurely.

There have been several buyers through this section recently looking for old tobacco. Some has been found in the hands of the growers and some still remains, although the supply is diminishing. The dry weather will have a tendency to hold up prices on old goods.

Final certificate of dissolution of Avon Tobacco Company, Avon, has been filed with the Secretary of State, Julius Lichtenstein, Leonard A. Cohn and Gus Kahn, trustees, certifying that all the assets have been distributed to the American Sumatra Tobacco Company.

Some of the early set tobacco is about ready for the first picking and the growers who expect to harvest by the priming method are making preparations to begin the work.

NORTH CAROLINA.

WINSTON-SALEM.

THE tobacco crop in the Piedmont section is looking fine. Although it is pretty early to predict the yield, it can be said that, barring accidents and hard luck, the output will be a record breaker.

The Winston warehouses will open up for business on August 1st, but there will be little doing until later in the season, when primings are selling. The South Carolina markets opened up about July the 8th with good sales.

VIRGINIA.

DANVILLE.

THE crop is looking fine, but is irregular, some of the plants being large, while others are small. The weather, as a rule, has been good and there is no reason why the new crop should not be all that can be desired.

From present indications it is not probable that the yield per acre will be as heavy as last year, but owing to the increased acreage the average crop, as far as quantity is concerned, will be raised.

Buy Tobacco for French Monopoly

Two Agents in Baltimore Purchasing Leaf for Foreign Government Which Controls the Business

TWO agents of the French Government are now in Maryland making purchases of leaf to be used by that monopoly. They are M. Giardville and M. de Montravel and acquire annually 12,000 hogshead which means that they will leave about $800,000 in the hands of that State's tobacco growers and dealers.

Every year the French agents come to this country to buy Maryland tobacco. While they will also purchase a quantity in Ohio they secure a larger quantity in Baltimore. Napoleon the Great, early last century, made the tobacco trade in France a state monopoly and it has remained a state monopoly ever since. The Government operates the tobacco shops.

Many of these are used in providing pensions. For instance, a widow of an army man will be given the right to conduct a tobacco shop, which is worth so many francs a year. She will sub-let the privilege to a man and the profit in the transaction is hers. But the Government is in control of all establishments. The Maryland tobacco is very popular in France and there are many Frenchmen who will have no other kind.

Joseph Ferst, until a short time ago senior member of the wholesale house of M. Ferst Sons Company, of Savannah, Ga., now represents M. I. Stachelberg & Company, of Tampa. Mr. Ferst is now on a trip through the West and reports marked success with the Stachelberg brands.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

HIX GRAVELY CIGAR CO.'S NO. 40:—24,648. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 9, 1912. American-West Indies Sales Company, New York.

A. B. GREENEWALD CIGAR CO.'S LONDRES:—24,649. For cigars, cigarettes, chewing and smoking tobacco and its products. July 9, 1912. American-West Indies Sales Company, New York.

EL TANGO:—24,650. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 9, 1912. Lincoln & Ulmer, New York.

PLATTSBURGH MEMORIAL:—24,651. For cigars, cigarettes, chewing and smoking tobacco. July 9, 1912. Chas. Stutz Co., New York.

B. L. U. F.:—24,652. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 9, 1912. Jacobs, Holtzinger & Co., Windsor, Pa.

ZOANA:—24,654. For cigars, cigarettes, chewing and smoking tobacco. July 10, 1912. Chas. Stutz Co., New York.

LA MUSARA:—24,655. For cigars, cigarettes, chewing and smoking tobacco. July 10, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

CLAM CLUB:—24,656. For cigars, cigarettes, cheroots. July 10, 1912. The Calvert Lithographing Co., Detroit, Mich.

HI-UP:—24,657. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1912. Kaufmann, Pasbach & Voice, New York.

TELKA:—24,658. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1912. Chas. Stutz Co., New York.

WILLIAM A. WHEELER:—24,659. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

JAMES B. WEAVER:—24,660. For cigars, cigarettes, chewing and smoking tobacco. July 11, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

EASTERN CIGAR CO.:—24,661. For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco, and all branches of the tobacco industry. July 11, 1912. Sig. Strauss, New York.

UNIVERSITY PARKWAY:—24,662. For cigars, cheroots, stogies. July 12, 1912. Geo. Waldkonig, Baltimore, Md.

ABLIE:—24,663. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 12, 1912. C. B. Henschel Manufacturing Co., Milwaukee, Wis.

ARCHDALE:—24,664. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 12, 1912. C. B. Henschel Manufacturing Co., Milwaukee, Wis.

LA FLOR DE ORACCAV:—24,665. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 12, 1912. Walter M. Smith, New York.

LA OURONA:—24,666. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 12, 1912. Hittel Bros., Chicago, Ill.

MONEY BALL:—24,667. For cigars, cigarettes. July 12, 1912. D. L. Roberts, Chicago, Ill.

LUCKY STRIKE:—24,668. For smoking pipes. July 12, 1912. Manhattan Briar Pipe Co., Jersey City, N. J.

DOS AMERICAS:—24,669. For cigars, cigarettes, cheroots. July 12, 1912. Jaime Cervera, Caguas, Porto Rico.

CLARKE'S 65:—24,670. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 13, 1912. J. J. Clarke, Jesup, Ga.

HEARTY WELCOME:—24,671. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. July 13, 1912. Sig. Strauss, New York.

REAL SPORT:—24,672. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 13, 1912. Lesher Cigar Manufacturing Co., Lansing, Mich.

PAY-ROLL:—24,673. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 15, 1912. D. L. Roberts, Chicago, Ill.

OCEAN GATE:—24,674. For cigars. July 15, 1912. J. W. Shelly, Philadelphia, Pa.

J. H. F. CLEAR HAVANA:—24,675. For cigars, cigarettes, cheroots, stogies. July 15, 1912. Palin & Haddon, Albany, Ga.

JIM & BUD:—24,677. For cigars, cigarettes, cheroots, stogies. July 16, 1912. Morris Abrahams & Co., New York.

LONDON TOWERS:—24,678. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1912. The Duquesne Cigar Co., Pittsburgh, Pa.

LONDON SELECTOS:—24,679. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1912. The Duquesne Cigar Co., Pittsburgh, Pa.

LONDON CHARTERS:—24,680. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1912. The Duquesne Cigar Co., Pittsburgh, Pa.

LLOYD:—24,681. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1912. R. Manus, Philadelphia, Pa.

ASHMAY:—24,682. For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 16, 1912. Louis Ash & Co., New York.

LA DIOSA DE LUZ:—24,683. For cigars, cigarettes, chewing and smoking tobacco. July 16, 1912. Chas. Stutz Co., New York.

ZANDIA:—24,684. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 17, 1912. Wm. Steiner, Sons & Co., New York.

LA MAREINA:—24,685. For cigars, cigarettes, chewing and smoking tobacco. July 17, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

SIR BASIL:—24,686. For cigars, cigarettes, chewing and smoking tobacco. July 18, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

ARDONIA:—24,687. For cigars, cigarettes, chewing and smoking tobacco. July 18, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

CUBAN FRAPPE:—24,688. For cigars, cigarettes, chewing and smoking tobacco. July 18, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

EL ROYANA:—24,689. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1912. Emze Cigar Co., Philadelphia, Pa.

EL BOSCOTO:—24,690. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1912. Geo. Danguet, New York.

HAVANA UNIVERSITY:—For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1912. Krans & Co., Baltimore, Md.

PARONELLA:—24,693. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1912. C. B. Henschel Manufacturing Co., Milwaukee, Wis.

SIBARITA:—24,694. For cigars. July 19, 1912. J. C. Sola, Caguas, Porto Rico.

CLIFTON PARK ROSE:—24,695. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 19, 1912. H. Schugart, Chicago, Ill.

NUEVO CERVERA:—24,696. For cigars, cigarettes, cheroots. July 19, 1912. Jaime Cervera, Caguas, Porto Rico.

NAUGI:—24,697. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 19, 1912. Root & Williams, Torrington, Conn.

B. V. D.:—24,698. For cigars, cigarettes, chewing and smoking tobacco. July 19, 1912. The Salvador Suarez Co., Tampa, Fla.

HOWSELLA:—24,699. For cigars, cigarettes, chewing and smoking tobacco. July 19, 1912. The Salvador Suarez Co., Tampa, Fla.

MISS MARIE:—24,701. For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 22, 1912. F. M. Howell & Co., Elmira, N. Y.

LORD KEMPTON:—24,702. For cigars, cigarettes, chewing and smoking tobacco. July 22, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

METEORA:—24,703. For cigarettes. July 22, 1912. Vasel Tjantsares, Manchester, N. H.

COTTON PINS:—24,704. For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 22, 1912. The Duquesne Cigar Co., Pittsburgh, Pa.

NASHIB:—24,705. For cigarettes, chewing and smoking tobacco. July 22, 1912. Nicholas E. Marcoglou, New York.

NAM-NAM:—24,706. For cigars. July 22, 1912. F. Zegri, New York.

UXAMA:—24,707. For cigars. July 22, 1912. F. Zegri, New York.

EMANDE:—24,708. For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 23, 1912. Tunis Bros., New York.

24,709. For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 23, 1912. S. R. Kocher, Wrightsville, Pa.

CANCELLATIONS.

BOLT:—24,630. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. I. D. Bull, Nescopeck, Pa. Has been cancelled:

QUALITY BOND:—24,640. For cigars, cigarettes, chewing and smoking tobacco. July 6, 1912. The Moehle Lithographic Co., Brooklyn, N. Y. Has been cancelled.

CORRECTION.

ABLIE:—ABBE is the corrected form—**24,692.** For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1912. C. B. Henschel Manufacturing Co., Milwaukee, Wis.

TRANSFER.

LADY ABERDEEN:—24,676. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 15, 1912. Registered March 11, 1912, by Kaufmann, Pasbach & Voice, New York. Transferred to I. J. Rupp, Denver, Pa.

Buys Interest in Haas Tobacco Co. of Buffalo

George Davis, Formerly With Spaulding & Merrick, of Chicago, now With Reorganized Firm

The capital stock of the Haas Tobacco Co., of Buffalo, has been increased to $100,000 and a number of other changes have also been made. George Davis, of Syracuse, at one time connected with Spaulding & Merrick, of Chicago, has acquired an interest in the concern and will act as its secretary. Samuel Brown, who has been manager of the company, will remain in charge and has stated that the firm will do business as heretofore with no change in its policy. To take care of their increasing trade they have been compelled to add another floor to their establishment and have made a few other changes, the principal one being the moving of the office to the second floor.

Another Store for Heegaard-Sloan Drug Company

The Heegaard-Sloan Drug Co., of Buffalo, New York, which has a large cigar department in each of its stores, held a formal opening of its sixth stand, 588 Main street, on July 12th. The concern now has six successful stores, and each carries a representative line of well-known cigars. H. C. Heegaard and H. A. Sloan, the proprietors, superintended the formal opening.

Tobacco Department in a Chinese Store

In speaking of the tobacco department in a Hong Kong store, a consular report states:

It is a large one, and one of its chief features is Manila cigars and tobaccos and the products of the Anglo-American Tobacco Trust, both imported and those manufactured in the Chinese factories of that organization. Dutch, Sumatra, Egyptian, Turkish, and other products are handled to some extent.

The Bourbon Warehouse Company of Paris, Kentucky, will erect a new factory on the site of the old Barns concern in that city. The new building will be 250 by 150 feet, will be two stories in height, constructed of brick and when completed will cost about $30,000.

A new corporation, to be known as the Goff, Way & Brand Co., has been organized at Elmira, N. Y., with $200,000 capital, by Herbert C. Way, W. W. Seely, George J. Vetter, Charles G. Brand and Gustavus A. Goff. They will grow and pack tobacco chiefly of the Connecticut and Big Flats varieties. They expect to have immense warehouse facilities.

The Edward J. Dray Co., of New London, Conn., a new wholesale and retail liquor and tobacco concern, recently filed articles of incorporation to do business in that State. The capital stock is $5000 and the incorporators are: Edward J. Dray, Walter E. Dray and Mary Dray, all of New London.

J. S. Young Company Declares Dividend

Stockholders to Receive 5 Per Cent. on Common Stock for Half Year Ending June 30th

The directors of the J. S. Young Company on July 18th declared a dividend of 5 per cent. on the common stock for the half-year ended June 30th. This company handles a portion of the business formerly under the direct control of the MacAndrews & Forbes Company, and bears approximately the same relation to that company as the Liggett & Myers Company bears to the American Tobacco Company. In splitting up the old tobacco combination, under the Supreme Court decree, the MacAndrews & Forbes Company sold about one-third of its business to the J. S. Young Company.

Tobacco Culture in Syria

The higher regions in this Province are well adapted for the culture of the tobacco plant, and this industry could be developed profitably in several localities were it not for the restrictions imposed by the Regie des Tabacs de l'Empire Ottoman (Government monopoly). Whereas in the bordering Province of Lattakea cultivation of tobacco is encouraged to the point of constituting one of the principal resources of the natives, the Vilayet of Aleppo produces only a portion of the tobacco needed for local consumption.

In the district of Aintab a very strong quality of tobacco is raised and exported to Egypt. Last year a shipment of this quality was made to the United States and there is some hope that this trial will attract further orders. It is said that the Aintab tobacco can be used advantageously for cigar filler.

The El Modelo Tobacco Company, of Summerdale, Baldwin County, Ala., has filed articles of incorporation with the Secretary of State. It has an authorized and subscribed capital stock of $75,000 and will grow fine tobacco. Incorporators are: J. J. Wood, H. A. Dehlinger and W. H. Krames.

During the year 1911 there were exported from Jamaica to the United States 5,372 cigars. During the year 1910-11 there were exported from Kingston, Jamaica, to the United States 874 cigars.

E. A. Kline & Co., of Cleveland, recently sent out circulars to the trade stating that E. A. Kline had retired from the concern. The new president of the firm is now Max Mendelsohn. Grover J. Mendelsohn is secretary and treasurer. It is expected that the firm name will soon be changed. Max Mendelsohn is calling on the trade in that territory and will soon make an extensive trip through the East.

The S. S. Pierce Co., of Boston, distributors for the "Overland" cigars, are advertising this brand in the daily papers of the Hub City.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

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FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

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WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York. 6-1-eh.

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We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.

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WANTED—Distributors for Sen Auben Hand-Made Segars, Conchas, Londres and Blunts. Twenty-two years' run. For further information write S. H. Durstein, Wilmington, Del. 6-15-c.

WANTED—Well-known line of 5c. and 10c. cigars and tobaccos, for Indianapolis, Ind., and vicinity. Correspondence solicited. F. D. Norton, 711 South Meridian street, Indianapolis, Ind. 7-15-c

For Sale.

FOR SALE

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Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York. tf

FOR SALE—Twelve M. D. & P. Dieless Suction Tables with different styles Plates and Gauges. One H. P. A. C. Motor & Buffalo Blower No. 4. Ten Borgfeldt's Bunching Machines. Address J. G. Hansen, Reading, Pa. 6-15-h.

Help Wanted.

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Situations Wanted.

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LEAF TOBACCO SALESMAN wishes to connect with a good leaf house. Best of reference. Address E, The Tobacco World. 7-1-r.

JOBBERS' OPPORTUNITY

To let us bid on your requirements. We manufacture the best high-grade cigars for the jobbing trade, and should like to prove this claim by submitting samples to interested jobbers. We can protect you on the Lux, Sunset, Peale, Yankee Baron, John La Farge, Factory Bouquet, El Sobrano, Sweetheart and other exceptional good labels.

W. U. BLESSING & CO., Hellam, Pa.

24,709. For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 23, 1912. S. R. Kocher, Wrightsville, Pa.

CANCELLATIONS.

BOLT:—24,630. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1912. I. D. Bull, Nescopeck, Pa. Has been cancelled.

QUALITY BOND:—24,640. For cigars, cigarettes, chewing and smoking tobacco. July 6, 1912. The Moehle Lithographic Co., Brooklyn, N. Y. Has been cancelled.

CORRECTION.

ABLIE:—ABBE is the corrected form—**24,692.** For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1912. C. B. Henschel Manufacturing Co., Milwaukee, Wis.

TRANSFER.

LADY ABERDEEN:—24,676. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 15, 1912. Registered March 11, 1912, by Kaufmann, Pasbach & Voice, New York. Transferred to I. J. Rupp, Denver, Pa.

Buys Interest in Haas Tobacco Co. of Buffalo

George Davis, Formerly With Spaulding & Merrick, of Chicago, now With Reorganized Firm

The capital stock of the Haas Tobacco Co., of Buffalo, has been increased to $100,000 and a number of other changes have also been made. George Davis, of Syracuse, at one time connected with Spaulding & Merrick, of Chicago, has acquired an interest in the concern and will act as its secretary. Samuel Brown, who has been manager of the company, will remain in charge and has stated that the firm will do business as heretofore with no change in its policy. To take care of their increasing trade they have been compelled to add another floor to their establishment and have made a few other changes, the principal one being the moving of the office to the second floor.

Another Store for Heegaard-Sloan Drug Company

The Heegaard-Sloan Drug Co., of Buffalo, New York, which has a large cigar department in each of its stores, held a formal opening of its sixth stand, 588 Main street, on July 12th. The concern now has six successful stores, and each carries a representative line of well-known cigars. H. C. Heegaard and H. A. Sloan, the proprietors, superintended the formal opening.

Tobacco Department in a Chinese Store

In speaking of the tobacco department in a Hong Kong store, a consular report states:

It is a large one, and one of its chief features is Manila cigars and tobaccos and the products of the Anglo-American Tobacco Trust, both imported and those manufactured in the Chinese factories of that organization. Dutch, Sumatra, Egyptian, Turkish, and other products are handled to some extent.

The Bourbon Warehouse Company of Paris, Kentucky, will erect a new factory on the site of the old Barns concern in that city. The new building will be 250 by 150 feet, will be two stories in height, constructed of brick and when completed will cost about $30,000.

A new corporation, to be known as the Goff, Way & Brand Co., has been organized at Elmira, N. Y., with $200,000 capital, by Herbert C. Way, W. W. Seely, George J. Vetter, Charles G. Brand and Gustavus A. Goff. They will grow and pack tobacco chiefly of the Connecticut and Big Flats varieties. They expect to have immense warehouse facilities.

The Edward J. Dray Co., of New London, Conn., a new wholesale and retail liquor and tobacco concern, recently filed articles of incorporation to do business in that State. The capital stock is $5000 and the incorporators are: Edward J. Dray, Walter E. Dray and Mary Dray, all of New London.

J. S. Young Company Declares Dividend

Stockholders to Receive 5 Per Cent. on Common Stock for Half Year Ending June 30th

The directors of the J. S. Young Company on July 18th declared a dividend of 5 per cent. on the common stock for the half-year ended June 30th. This company handles a portion of the business formerly under the direct control of the MacAndrews & Forbes Company, and bears approximately the same relation to that company as the Liggett & Myers Company bears to the American Tobacco Company. In splitting up the old tobacco combination, under the Supreme Court decree, the MacAndrews & Forbes Company sold about one-third of its business to the J. S. Young Company.

Tobacco Culture in Syria

The higher regions in this Province are well adapted for the culture of the tobacco plant, and this industry could be developed profitably in several localities were it not for the restrictions imposed by the Regie des Tabacs de l'Empire Ottoman (Government monopoly). Whereas in the bordering Province of Lattakea cultivation of tobacco is encouraged to the point of constituting one of the principal resources of the natives, the Vilayet of Aleppo produces only a portion of the tobacco needed for local consumption.

In the district of Aintab a very strong quality of tobacco is raised and exported to Egypt. Last year a shipment of this quality was made to the United States and there is some hope that this trial will attract further orders. It is said that the Aintab tobacco can be used advantageously for cigar filler.

The El Modelo Tobacco Company, of Summerdale, Baldwin County, Ala., has filed articles of incorporation with the Secretary of State. It has an authorized and subscribed capital stock of $75,000 and will grow fine tobacco. Incorporators are: J. J. Wood, H. A. Dehlinger and W. H. Krames.

During the year 1911 there were exported from Jamaica to the United States 5,372 cigars. During the year 1910-11 there were exported from Kingston, Jamaica, to the United States 874 cigars.

E. A. Kline & Co., of Cleveland, recently sent out circulars to the trade stating that E. A. Kline had retired from the concern. The new president of the firm is now Max Mendelsohn. Grover J. Mendelsohn is secretary and treasurer. It is expected that the firm name will soon be changed. Max Mendelsohn is calling on the trade in that territory and will soon make an extensive trip through the East.

The S. S. Pierce Co., of Boston, distributors for the "Overland" cigars, are advertising this brand in the daily papers of the Hub City.

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CIGAR BROKER,
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N. D. ALEXANDER, Leaf Tobacco Broker
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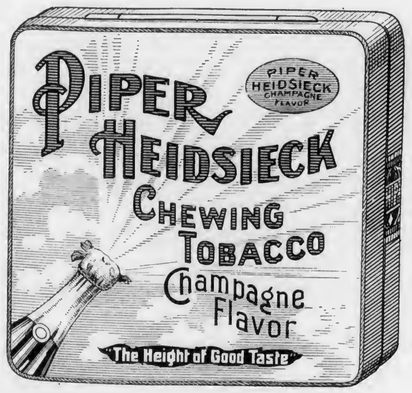

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The Package is sanitary, convenient and very attractive

THE AMERICAN TOBACCO COMPANY

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Why not call attention to your HIGH CLASS or SPECIAL BRANDS by packing in a box

Different from the Ordinary?

WE ARE FULLY EQUIPPED to furnish anything from a Book Box to highly Polished Cabinets. We have served some of the largest Cigar Manufacturers in the country along this line; why not you? Give us an idea of what you want, accompanied by a rough sketch showing sizes, and we will do the rest.

Henry H. Sheip Mfg. Company
COR. SIXTH STREET AND COLUMBIA AVENUE
PHILADELPHIA, PENNSYLVANIA

"The Best You Ever Saw That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

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The Big STOGIE Sensation
Live Distributors Will be Interested
Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

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46 Miller Street, Pittsburgh

20th CENTURY 5c. CIGAR
LA ALTOONA, Perfecto and CASILDA, 10c. Cigars
Are standards of high quality. They will interest progressive houses
Made by
C. H. Plitt Cigar Company, York, Pa.

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York

¶ If you want **Cigar Labels** of neat and original designs, consult us. Let us submit samples.

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The Leading Authority in Book Form
All about Tobacco From the Plant to the Finished Product
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BRANCH OFFICE..
170 WEST RANDOLPH St. CHICAGO, ILL.

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10c. Cigar

"The Quality is Mild but The VALUE IS STRONG"

Straiton & Storm Co.

NEW YORK

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Enormous Increase in Country's Annual Production of Cigarettes

New Scheme for Selling Havanas in England Equalizes Discounts

Death Takes Arnold Tietig, Pioneer Manufacturer

United Gets Five Good Stands in New Orleans; Independents Indignant

Snuff as Used by Our Forefathers

Legislation for Clear Havana Manufacturers

Cigar Factory Near York Blown Up

Large Gain in Ninth District on Cigars

New York Receipts for July Show Large Increase

A. T. Co. Distributes Stock of Subsidiary

Corner Store Chat

All That's New With Jobbers and Distributors

Bill to Investigate Foreign Leaf Trade

News from the Ninth Pennsylvania District

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 16

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

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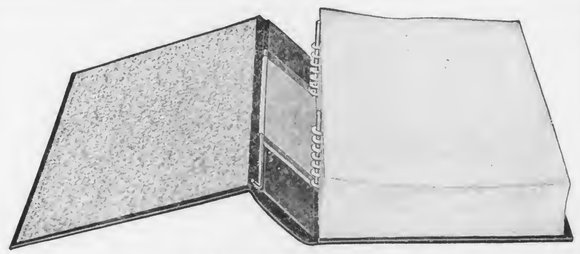

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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great

FINE HABANA CIGARS

are on sale wherever highest quality is the prime consideration.

Made by

Salvador Rodriguez
at
Tampa, Fla.

Offices: New York Warehouse: Havana

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on
REY EDUARDO
An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

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HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

We doubly inscribe our new brand

SINTOMA

("Token")

To our Founder as a memory-tribute—(See label).

To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

Juan F. Portuondo

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1110-12-14-16 Sansom Street, PHILADELPHIA

Established 1857

M. STACHELBERG & CO.

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For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

E. REGENSBURG & SONS, Tampa, Fla.

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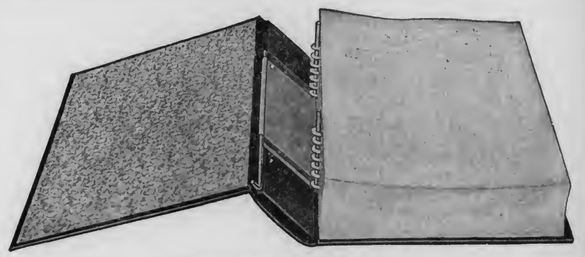

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Established 1857
M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

San Felice
CIGARS
The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor
Reasons: Quality, Price, Union Label, Friendly Dealers' Aid
Look for the woman's face and the Union Label on each package.
PRICE, 5c.
United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS.
PHILADELPHIA

CRESSMAN'S
COUNSELLOR
5¢ CIGAR

Tops All Nickel Cigars

The Kind on Which
to Build Your Business

MADE BY
Allen R. Cressman's Sons, Philadelphia

FIVE OF HARTS
BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

Short talks to Dealers

The wise merchant will not intentionally disappoint a customer. He will not claim more than his goods can fulfil—for if he does he loses his customer.

FATIMA
TURKISH BLEND
CIGARETTES

have always been a little better than our claim for them. The smoker is always agreeably surprised with that extra quality. That's why Fatimas make such a good leader for the dealer who wants a cigarette he can recommend on its actual merits.

The package purposely has been made inexpensive so that better tobacco might be used.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

The **New**
5c Cigarette

A Silk Novelty in each package

Cigars of Distinction — Our Motto "Quality"

Tampa Co-operative Cigar Co.

QUEVEDO

Clear Havana Cigars

Office and Salesroom, 23 DUANE ST.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

EVENTUALLY

some live jobber in your territory
will have control of the

BOLD

It is then you will realize that our arguments have been based on facts, not fancy. We put this proposition before you now. Are you capable of handling the surest, quickest repeating cigar in the market today? If you have the facility and capacity to handle large quantities, make a test of the **BOLD** now and avoid disappointment later.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

"ELITE" F.R.y Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

London Trophies ARISTOCRATS

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotch

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau
102 South Twelfth Street, Philadelphia

"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.
108 La Salle Street, Chicago, Ill.

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt
Offices & Factory, 2786 Broadway, New York, N. Y.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

Each Cigar Wrapped in Tin Foil and Tissue Paper

EL DALLO

5c. 5c.

The cigar is right, because it is made of the right kind of tobaccos in the right way.

The special wrapping is right, because it keeps the cigar **fresh** and **clean** from **maker** to **smoker.**

PRODUCED BY

Wertheimer Bros., Baltimore, Md.

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867

TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

LA TONIA

A Clear Havana Sumatra Wrapped Cigar

¶ Made in sizes and shapes that appeal to men who appreciate **Quality.** It is that particular Cuban blend and aroma that wins favor among the judges of quality cigars.

JOHN STEIGERWALD & CO., Inc., Philadelphia

Makers of EL BORITA and WAHANETAH — 20th and TIOGA

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

Send me your special Manila offer, without obligation.

Name

Street

City State

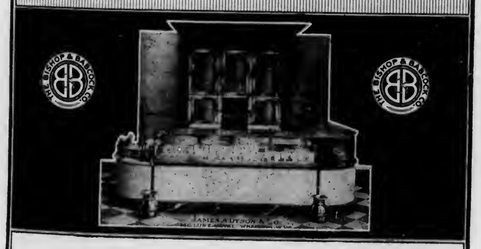
"EL JAFFE" BROADLEAF AND HAVANA CIGARS PAY RETAILERS BEST BECAUSE THEY GIVE GREATEST SATISFACTION AND HELP MAKE AND HOLD TRADE.

10c. AND UPWARDS

WRITE FOR SAMPLES

BAUM-JAFFE CO.
115-117 N. THIRD STREET
PHILADELPHIA, PENNA.

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers — Detroit, Mich.

It's all Quality and no Frills

Guaranteed Hand-Made, of selected tobacco, and attractively packed. "Old Chatsworth" is positively one of the very best Five-Cent Cigars on the Market.

Write for Prices and Territory

A Live Proposition for Live Distributors

Luxfer Cigar Co., Manufacturers, Hellam, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

BARON DeKALB SEGAR

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bulldog by

John W. Merriam & Co.

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

QUATILITY 5¢ CIGAR

YES! IT IS DIFFERENT

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

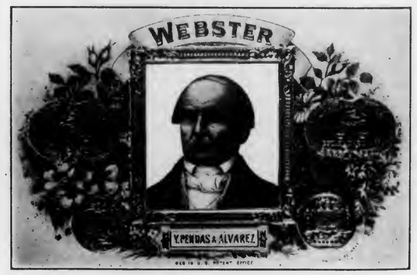
PHILADELPHIA

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, AUGUST 15, 1912. No. 16.

Increase in Country's Production of Cigarettes of Almost 2,000,000,000

Annual Report of Commissioner Cabell Also Shows Larger Output in Cigars, Snuff and Manufactured Tobacco in 1912 Than in Previous Fiscal Year

DESPITE the general depression in other lines of business, which to a certain extent always leaves an impression on the tobacco trade, the annual statement of R. E. Cabell, Commissioner of Internal Revenue, to the Treasury Department at Washington, for the fiscal year ending June 30 shows that in almost all the lines of the trade there was a decided increase over the previous year.

Perhaps the most noticeable feature in the report is that of cigarettes, which have an increase over 1911 of almost 2,000,000,000—a wonderful growth. Cigars also make a good showing, there being almost four and one-half million more manufactured than in 1911. The production of snuff and manufactured tobacco was also far ahead of the previous year. Small cigars and cigarettes at $3.60 show a decrease.

The figures for the past two years showing the comparisons are as follows:

PRODUCTION FOR FISCAL YEAR ENDING JUNE 30.

	1911.	1912.	Increase.
Cigars	7,251,904,686	7,256,290,303	4,385,617
Small Cigars	1,223,059,000	1,093,728,800	*129,330,200
Cigarettes	9,253,210,400	11,221,624,992	1,988,414,592
Cigarettes at $3.60	21,141,322	17,911,819	*3,229,503
Snuff, lbs.	28,146,832	30,079,482	1,832,650
Manufactured Tobacco, lbs.	380,794,673	392,785,146	12,990,473

*Decrease.

The same report also gives the production for Porto Rico. In both cigars and cigarettes there was a decrease. The revenue collections were as follows:

	1911.	1912.	Decrease.
Cigars weighing more than three pounds per thousand	$530,349.31	$507,400.23	$22,949.08
Cigarettes weighing more than three pounds per thousand	658.98	488.61	170.37
Cigarettes weighing not more than three pounds per thousand	15,259.50	15,191.10	68.40

The figures for the Philippines show an increase in cigars, but decreases in all other lines. The revenue collections were as follows:

	1911.	1912	Decrease.
Cigars weighing more than three pounds per thousand	$83,414.23	$218,531.34	*$135,117.11
Cigarettes weighing more than three pounds per thousand	31.14	21.21	12.30
Cigarettes weighing not more than three pounds per thousand	10,497.11	6,203.51	4,293.60
Manufactured Tobacco	1,650.80	1.96	1,648.84

*Increase.

The increase in cigars shown above is especially worthy of notice, there being an increase in production of more than 150 per cent. over 1911.

No Tobacco Legislation Likely

The several bills now pending in Congress will in all likelihood not be handled in this session. The "Free Smokers" bill is said to contain a "joker," which will prohibit cigarmakers from taking their smokes from the factory.

Interest in the Cummins bill is also falling off and nothing will be done this session. The Martin bill, relating to the foreign leaf trade, may possibly pass, but this also is problematical. Congress will adjourn in possibly a week, and the time now left will be put on other matters.

New Scheme For Selling Havanas in England Equalizes Discounts

Some of the Leading Manufacturers Take Steps to Give the Smaller Importers a Chance—Beneficial Results Are Anticipated by All in the Trade

(*Special Correspondence*)

LONDON, ENGLAND, August 2.

Changes in the arrangements under which many of the most important Havana brands are sold have just been announced. That the controllers of the brands in question have hit upon the right one there can, they consider, be little doubt. For at its base is an absolute equality of treatment. The brands referred to are those of the Henry Clay and Bock and Co., Ltd.; Havana Cigar and Tobacco Factories, Ltd.; H. de Cabanas and Carbajal; Havana Commercial Company, and J. S. Murias and Company.

Since 1908 the cigars of these companies have been sold here on a basis which was then considered fair, but which at the present time has proved unfair. Some buyers got five per cent., some two and one-half per cent., and some no discount, whatever the amount of their purchases. When a small buyer has grown and become a big buyer he has had a grievance. He has asked for a discount, but the arrangement then in force did not permit his reasonable request being complied with. To remove the manifest unfairness was essential.

It was ultimately decided that there was only one possible way, and that way has been adopted. It is briefly to place all buyers on a level, make it easy for the smallest dealers to get the goods at reasonable terms, and to make more advantageous buying solely dependent upon quantities purchased. No longer will a buyer have to press for a discount on a large quantity and go away disappointed. He,

Continued on page 11

Death Takes Arnold Tietig, Pioneer Manufacturer

Member of Cincinnati Cigar Firm Dies in That City After Long And Useful Career

CINCINNATI, August 10.

ARNOLD TIETIG, Sr., head of the firm of Arnold Tietig & Son, pioneer cigar manufacturers of this city, died suddenly of heart disease at his home here today. He was one of the pioneer cigar men of the Middle West.

Mr. Tietig was born in Bremen, Germany, in 1845, and came to this country in 1863, locating in Cincinnati, where he engaged in business as a cigar manufacturer in a small way, with his brother Henry, under the firm name of H. Tietig & Bro., which later was changed to Arnold Tietig & Son. The business met with success from the start, and at the present time the concern is established in its own modern concrete building (which was designed by one of Mr. Tietig's sons) and is doing a business of large volume.

Mr. Tietig was president of the Board of Trustees of the Bodmann German Protestant Widows' Home for many years. He is survived by his widow, three sons, Arnold, Jr., August and Rudolph, and a daughter. His funeral on August 12 was attended by many prominent cigar and leaf men.

SNUFF AS USED BY OUR FOREFATHERS

Practice Among Whites Dates From 1494—Rasps, Often Costly and Fine Pieces of Workmanship, Used to Powder Tobacco

THE practice of using snuff among the white race is said to date from 1494, the time of Columbus' second voyage to the New World. A friar accompanied the expedition, and it was he who first noticed the habit and made a note of it in his records. On the first voyage the smoking habit had been observed. Later, in 1502, the Spaniards saw that chewing of the weed was also indulged in, and since that time these three methods of using tobacco have prevailed wherever men congregate.

It has been said by historians that at the time tobacco was introduced in Europe, the middle of the sixteenth century, Europeans were subject to a disease, which probably would be diagnosed nowadays as catarrh. The physicians of that time, on the lookout for a remedy, experimented with tobacco, and it soon became a fad to use it as a curative measure for this troublesome disease of the olfactory nerves. This practice before long became general until all the countries of Europe were using the powdered tobacco, or "tabacca," as it was spelled at that time.

Snuff, as it is used nowadays, was unknown at that early period. Tobacco rapes or rasps were invented for the use of those persons who were addicted to the habit of snuffing the powder made from the tobacco leaf long before it became an article of such common use as to be ground and supplied in a commercial way in shops. For this purpose a small grinding machine was invented to be carried in the pocket. The tobacco leaves were bound together much as a cigar is nowadays, and the rasp applied to the end of the bundle thus tightly rolled up.

Tobacco at that period could be used only by the wealthy, the common people could not afford it, and naturally many of these earlier rasps were expensive and ornate in design. Tobacco was so expensive at this time that it was not until 1742, more than 150 years later, that it was manufactured for extensive commercial purposes. At that time the counter of every public house had a fairly sizable snuff box, which was placed there free for the use of its patrons.

It is interesting to note the evolution of these rasps, from the first plain steel ones used to the later more ornate ones, manufactured from ivory, silver and hard woods. The later specimens of metal were often elaborately engraved, and the wooden ones inlaid with precious metals and mother-of-pearl.

The rasp shown in Fig. I is one of the earlier type and was in use in England about 1650. It is made of steel, and it will be noted had no ornamentation of any kind. The larger part held the rasp, which reduced the leaf to a powder; the smaller chamber contained the ground snuff, the two portions being separated by a perforated partition which screened the snuff.

Ivory was also used in the more expensive rasps. The specimen, Fig. II, is a fine example of the engraver's art. It is beautifuly carved and shows plainly that the artist was no mean workman. At the time this was made, the ground snuff was already appearing on the market, and it is an example, perhaps, of the highest type of rasp.

Figure III shows the back view of a public-house specimen of the usual type. As an inducement to help their custom, innkeepers often presented visitors with a pinch of snuff, a practice which probably has come down to us in the form of the free lunch. The proprietor of the inn or an assistant, would usually grind a day's supply, fill the box and then invite each customer upon his arrival, to take a pinch.

The specimen shown in Fig. IV is a specimen of the rasps used about 1757. It is of hard wood, inlaid with mother-of-pearl and fine lines of brass. The sliding lid shows the rasp and at the one end the cavity in which the ground snuff was kept.

The practice of selling snuff in ground form gradually became prevalent about 1760. The rasp was soon outclassed, and for the convenience of users the snuff-box came into use. The earlier specimens ranged in style from the plain wood boxes to the more expensive patterns, made of gold, silver, shell and inlaid expensive woods.

Were some of these earlier users of the ground weed to go through some of our larger snuff factories, where it is manufactured by the ton, we venture the assertion that they would be of the opinion that wonders never cease. And it is quite a jump from 1494 to 1912—more than four centuries.

Tobacco Tester Smokes Eight Cigars At Once

Official Incumbent of Uncle Sam Has Nothing To Do But Consume Nicotine---Many Candidates for Job

UNCLE SAM'S chief cigar smoker, whose life each day is just one cigar after another, and sometimes eight at a lick, has had his identity revealed, and several candidates for his job are already in the field. They have little chance of usurping him, however, even should the administration change in November," says the "Boston Morning Herald."

The rush for his position was only to be expected after it was made known that its holder had nothing to do all day long but smoke cigars, and free cigars at that. True, the cigars are experimental ones and are manufactured by the Department of Agriculture; but despite these apparent drawbacks the health of the present incumbent has not suffered. His appetite, however, has been affected greatly, for since he took the position a decade ago, he has not been seen to eat or drink.

But tarry a while before you yourself make application for this job, for Uncle Sam's chief smoker is nothing more than a mechanical arrangement, the product of some hard-hearted inventive genius, who constructed it to take away from the department employes the joy and economy of smoking free cigars. Some of the employes bitterly assert that the inventor made the machine in spite, because he had been unable to secure a position for himself that would carry free smokes with it.

It is probable that the smoker would have enjoyed his position indefinitely and without the least interruption had it not been for a resolution introduced into the House recently by Representative Akin, of New York; who demanded information concerning "how much money was being spent manufacturing these cigars and who smoked them." The resolution has reached the Department of Agriculture, and Secretary Wilson in a few days will probably make answer to it. In the meantime, however, the secret has leaked out from employes of the department.

The experimental cigar-smoking plant has been in operation in the department since the first McKinley administration, and it is being continued, even working on August 1, in direct violation of law, because the continuing resolution had not been passed by the House and there is a law against any one working for the government without compensation. The cigar smoker in question, which has been at the mercy of the chief tobacconist of the department for years, is capable of smoking eight cigars at once. It is an arrangement of glass tubes with a water bottle attachment fastened to a spigot. As a bottle fills it overflows and the water siphons out, creating a partial vacuum that draws on the several cigars. Then there is a period of rest while the bottle is filling up, and then it takes another inhale.

Just what effect this continuous and excessive smoking has had on the apparatus has never been scientifically determined, that being a question that comes properly under Dr. Langworthy, in the office of nutrition investigations. It can be said, however, from general observation, that the glass tubes carrying the smoke have turned a sickly yellow from the deposit of nicotine. Probably the smoker has an acute case of tobacco heart. It certainly cannot run up a single flight of stairs, never having done such a thing since it has been in the department. It has no appetite either, for it has not been seen either to eat or drink for an indeterminable time.

In the early days of the tobacco experiments the clerks of the department were used in the smoking experiments. This plan was approved by their wives as leading to a great economy in food consumption, but the proprietor of the lunch room at the department complained to the secretary that the clerks who smoked the experimental cigars never bought any lunch. After that the machine was devised.

However, the secretary found that the earlier brand of smokes had their uses. Some of them he called Protectorinos. He always kept and still keeps a box in one side of his desk, and sometimes when he is busy and has a verbose caller he motions him to a chair that is fastened to the floor near the window, gives him a Protectorino and turns the electric fan pointing out of the window. It is said that this method is always effective.

So far as the machine-smoked brand is concerned, the employes of the department say that Col. Cosby, now superintendent of public buildings and grounds, really smoked the most of them. He was superintendent of the Washington aqueduct when the machine was first installed, and as it was run by hydrant power, it was always claimed that the colonel was really the vicarious smoker, as it were.

There was never any trouble about the cigar testing after the machine was put on the job, till one day the building inspector was sitting at the back window of the District Building when the wind was blowing from the Department of Agriculture. He called up Secretary Wilson on the 'phone and threatened to arrest him for violating the District smoke law. After that the draft from the smoking machine was turned into the sewer, and everything had gone with absolute smoothness until Representative Akin requested information. Well, if he does not get it officially from the department, he will find it all here. And some of it is true.

English Scheme for Selling Havanas

Continued from page 9

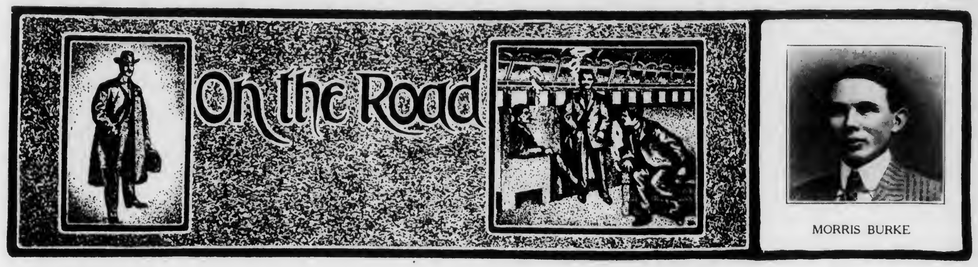
and every other house who buy in certain specified quantities, will get definite and stated terms, fair to all and therefore, presumably, satisfactory to all.

For the sake of example we will suppose a man wants the privilege of buying in bond. Before the innovation he would have had to require 5000 of one cheap size or 2500 of one fine size; now his order for 2000 of a cheap size or 1000 of a fine size carries the benefit of being filled from bond.

Under the old arrangement this was the limit of the benefit a dealer not on the specially favored lists could obtain. Under the new arrangement any dealer can earn two and one-half per cent. on the bonded price by taking the quantities formerly required to secure bonded prices net. Both in the case of bonded purchases and purchases carrying two and one-half per cent. discount the further provision is made for the dealer who does not find it convenient to reach the quantities specified. He can get these terms on smaller quantities of individual sizes by purchasing an assorted case of 5000 or 10,000 respectively. This is always easy to do as he has some 25 to 30 brands to choose from.

In addition to this immediate discount the wholesale dealer whose purchases aggregate considerable quantities during the year can earn an extra bonus, which is based on the quantity purchased during that period.

The principle underlying the new arrangements seems to be—after taking care of the large dealer, who, by the quantity of his purchase, can earn a larger discount than heretofore—to give the small man a fair chance.



MORRIS BURKE

Morris Burke

ALTHOUGH we have personally never met Morris Burke, whose picture is shown above, he comes highly recommended by the cigar men of Los Angeles, and having a high opinion of those hustling gentlemen, we take pleasure in introducing the aforesaid Morris Burke to our readers.

Mr. Burke, a cigar broker, "broke in" the trade by starting in the retail business in Los Angeles on April 1, 1900. Since that time he has purchased and sold cigars in twenty-six retail cigar stores in that city. During the past two years he has given much time to his brokerage lines, having sold two million stogies for the Wabash Cigar Company of Pittsburgh, and is also representing Eitel & Cassebohm, of Louisville, in that territory.

And Morris says he has just started. If that is the case, we will watch him with interest when he cuts loose. Guess we won't see him for dust. He also represents E. P. Gillespie of York, Pa., and we have good reasons for thinking his lines are far from unknown in that part of the country.

Warner Searle, one of the star salesmen of the Juan F. Portuondo Cigar Manufacturing Company, left Philadelphia last week on a quick trip through the Middle West, during which time he will touch Chicago, Milwaukee and the principal cities en route. Mr. Searle has been quite successful in introducing the new "Sintoma" cigar and believes that it is destined to be one of the biggest sellers in the Portuondo line. He is backing up this belief with orders from the leading distributors in his territory. He will return to Philadelphia about the middle of September.

Sanford Goldberg, salesman for S. Ruppin, the Havana importer, recently called on the trade in New York after an extensive Western trip which extended as far as the Coast. He spent much of his time in San Francisco, which is his home.

Max Stern, of Sylvester & Stern, is paying a short visit to New York after a busy period in the Havana office. His firm has purchased an unusually large amount of Havana of the 1911 crop.

Eugene L. Butler, who was formerly connected with the Harry W. Watson Company, of Detroit, has resigned his position to go with Haas Bros., of Cincinnati. Frank Masonville, a former Spaulding & Merrick traveler, is covering the territory recently worked by Mr. Butler.

Archie Hiscopp is a new traveler for the Francis H. Leggett & Company cigar department of Detroit, and will cover the Ohio and Michigan territory of this company.

Jesse D. Newman, who has been assistant manager of the Seattle store of M. A. Gunst & Company, has been appointed manager to succeed Lee Marx, who resigned a short time ago, and who was given a farewell dinner by his many friends. Mr. Newman is well known and popular in the Northwest, having been with the Gunst concern for six years, and is bound to succeed in his new position.

The plans for the fall campaign on the "La Saramita" cigar of the Shields-Wertheim Company were formulated at the Cleveland office last week. The semi-annual gathering of the salesmen from all over the country was held and many ideas exchanged. Among the "La Saramita" hustlers present were: Sig S. Stein, J. C. Leverance, Fred P. Shields, Wm. Blaschke, Bert Smith and W. R. Stevenson.

Anthony Kleiner, of E. K. Kleiner & Company, has been visiting the Milwaukee trade, and from reports received from that territory has greatly assisted in further popularizing the "La Tampa." The Badger Tobacco Company has been pushing and distributing these goods in Milwaukee.

A. H. Caro, the genial and hustling traveler for Bustillo Bros. & Diaz, has been making the rounds of the Milwaukee trade and wearing the "Henry the Fourth" smile. He was working with the Yahr & Lange Drug Company, who job this high-class brand.

L. F. Webster, who had a wide acquaintance in St. Louis and vicinity, being connected with the Parker-Gordon Cigar Company, has resigned and will enter business.

Mr. Hammond, who has done much to push the "Cuesta-Rey" in the West, recently covered Salt Lake City, one of the strongholds of this fine smoke.

Paul Lindner, who has been the Utah representative for S. Anargyros, has been transferred to Chicago, which will be his future headquarters. Geo. Rottman, Louisiana representative, has been appointed to fill Mr. Lindner's place.

Leon L. Patty, vice-president of U. Koen & Company, New Orleans, and proprietor of the Southern Cigar and Tobacco Company, after an absence of over a month visiting the factories of the East, has returned.

J. N. Love, who has been connected with the American Tobacco Company for more than twelve years, has resigned. He has not stated as yet what his plans are for the future.

PROBLEMS of the RETAILER

Shouldering Burdens Broadens Subordinates

MANY young men who are working in cigar stores resent what they term the unloading of the bosses' burdens upon their shoulders, when in reality the cheerful shouldering of these burdens fits them for better things. Many lazy men, who want to shirk their own work, do shift their duties to other shoulders, and this same thing is often done by the hardest working and most competent managers, who want to bring out the strong qualities in the young men under their charge, and see what they amount to when weighed in the balance.

Those who have the assistance of young men can do them no greater favor in the battle of life than to gradually allow them to shoulder the mental burdens and responsibility which rightfully belong to the chief. Most young men will consider such responsibilities as compliments and will make themselves more valuable because of the trust, and these are the men who will eventually become leaders in their line of work, whatever it may be.

The young man's mind develops the same as his body, and in shouldering the mental burdens he broadens himself for better and greater things.

Much complaint is frequently heard from tobacco retailers at the methods used by manufacturers in using their window space. "Why, they come in, use my window to push their goods and what do I get out of it? Nothing." Yet this same man may allow a theatre lithographer to spoil a really attractive window display by hanging several unsightly bills in that window. Does he care more for two or three tickets to see some second-rate show than he does for his own business? Evidently so. It's a case of where he "gets something out of it." But what a small "something." By using that window himself and making attractive displays he will reap far greater dividends than by waiting for some enterprising manufacturer to come along and offer him a few dollars for it or to take theatre or lecture tickets for allowing some bill-hanger to make it look its worst.

Pertinent Pointers for the Clerk

The young man who thinks that physical condition has little to do with success, will find when his health is gone that opportunity has gone with it.

I don't care what man or what house is your employer, you, Mr. Seller of Goods, are working for yourself and the sooner you realize it the more it will be to your advantage.

It is cheaper to lose your argument than a good customer.

The first lesson in advertising should be what not to say.

To get rich quick, teach the world what it wants, then stand in the path when it rushes for it.

If you keep both hands busy in patting yourself on the back, and your rival uses his in honest work, he will soon get ahead of you.

The salesman who thinks that it does not matter what he sells so long as he makes a sale, is not looking out for the best interests of the store, the customer or himself.

Use Schemes to Pull Trade

HAVE you ever stopped to consider why this customer or that one has been coming to your store for his daily smoke for years? You can't ask him, and yet you want to know.

By placing yourself in his position, you can think of numerous schemes to bring other men to your shop, perhaps for another reason, but for just as good a cause. The warm summer weather is giving many a merchant any number of opportunities to be of service to his customers, rendering them little courtesies which leave an impression on him and which cost barely else but the virtue of thoughtfulness.

One of the greatest discomforts in our cities just now is the heat. Several electric fans will do much to make your store a cool one, and a supply of small cardboard fans, containing your advertisement, will be appreciated by the man who is slowly melting down his linen collar. Ice water is inexpensive and will help to give all the impression that your store is the ideal hot-weather headquarters for tobacco users.

There are so many cigar stores now-a-days—and so many which carry any number of good, fresh, desirable smokes—that the man who appeals to and reaches the heart of the customer by his thoughtfulness for his comfort, will find that same man turning out of his way for the small personal services he appreciates so much.

The man who spends much time in wondering why he isn't promoted or why he doesn't get a raise might better be using it in making himself worth a raise.

Window Bulletin Suggestions

NOT TALK, BUT ACTION
has made this store headquarters of the great army of smokers who watch their "P's" and Q's"
"P" for Price.
"Q" for Quality.

DON'T FORGET YOUR PIPE
when you leave for mountain, country or shore. And even if you have one, get another. A good pipe, like any man, will not stand the strain of being overworked long before it goes stale.
Prices to fit all Purses.

WHEN YOU BUY YOUR CIGARS
from us, you are sure of getting the best for your money. We always keep our tobacco at the right temperature and humidity, so that you buy it in perfect condition.

OUR old friend Wilbur Glenn Voliva, of Zion City, Ill., always has something new up his sleeve. Now the latest announcement coming from Zion has to do with a country-wide crusade against tobacco. It is in fact Wilbur's great coup, and while it may be further courting of "Miss Notoriety," the Master of Zion says he is serious and intends to stump the nation from Chicago to the Pacific Coast. Needless to say he will hop on tobacco with much abandon, and there is no question but that Wilbur Glenn is some hopper. They do say history repeats itself, and if Voliva will think of the late John Alexander Dowie and his fate in the City of New York some years ago, he may hesitate. Anyhow, we are willing to wager a box of "two-fers" against a package of "makin's" that tobacco will be manufactured long after Voliva has made his trip and come home to roost.

* * *

An Indiana friend of mine related an amusing episode to me recently. He knew two brothers who were continually loaning each other their personal effects, and each one had considerable trouble in getting his stuff back again after it left his hands.

One day Fred loaned his suit case to Bill, who resides in a town about 50 miles away. The suit case was not returned as soon as Fred thought proper, Bill evidently forgetting about it. So he sent him a letter, reminding him of his absentmindedness and asking for the return of the grip.

It came all right, and also was sent collect. This was but a brotherly trick, and Fred would have thought nothing of it, but for the fact that the suit case was loaded down with four large, well-developed paving bricks. And paving bricks are pretty heavy. The charges on the package were seventy-five cents, but this was not all. Following the arrival of the suit case, Fred received a lengthy, anxious telegram from Bill, asking him whether the grip had arrived safely. This also was sent collect. That made seventy-five cents more. But the suit case was back at least, so Fred decided to forget it. He said that the next time he might as well buy another and save the worry.

* * *

"My dear," said an irate husband as he scanned his monthly bills, "you spend too much on false hair. Look at this item for puffs."

"Yes," replied the wife, "and you spend too much on cigars. Look what you spend for puffs."

* * *

"Consulted a physician this morning," said Smokem, "and he ordered me to give up my pipe."

"Give up your pipe, eh! What did he charge you for that?" said Chewem.

"Ten dollars. I guess he thought for the moment he was a plumber," retorted Smokem, as he refilled his briar.

A woman who had a rather hot head and was averse to letting her late henpecked hubby smoke in the house, went to a medium who produced to her entire satisfaction the spirit of her dead husband.

"My dear John," said the widow to the spirit, "are you happy now?"

"I am very happy," John replied.

"Happier than you were on earth with me?" she asked.

"Yes," was the reply. "I am far happier now than I was on earth. I can smoke here all I please."

"Tell me, John, what is it like in heaven?"

"Heaven," John replied, "I'm not in heaven."

* * *

"Talking about dry towns, have you ever been in Leavenworth, Kan.?" asked the commercial traveler in the smoking car. "No? Well, that's a dry town for you, all right."

"Can't they sell liquor at all there?" asked one of the men.

"Only if you have been bitten by a snake," said the traveler. "They have only one snake in the town, and when I got to it the other day, after standing in line for nearly half the day, it was too tired to bite."

* * *

That money cannot be both "present" and "absent" at the same time almost got W. M. Harris, formerly of The American Tobacco Co, in a heap of unexpected trouble. Mr. Harris wrote the little word "absent" on a check which he made out to a Miss Carrie Miller, public accountant of Chicago. Mr. Harris, furthermore, wrote that word as a "joke," but neither Miss Miller nor the Chicago banking officials were able to see it in that light.

The incident began when Harris became enthused over "absent treatments" for sickness, a school Miss Miller was enthusiastic about. Harris went to a number of meetings of the cult, and by dint of much faith and hard thinking soon found his health greatly improved. Then Miss Miller sent Harris a bill for $23 on account of these absent treatments. Mr. Harris considered the bill a joke and told a lawyer friend of the incident. The latter explained that a word written on a check would make it illegal. The lawyer was a joker, too. So Harris thought of the very appropriate word "absent" and gave Miss Miller a check for $23 with that word written thereon. The check was on the Corn Exchange National Bank where his account was conspicuous by its absence. A few days later Harris left Chicago on a pleasure trip. Meanwhile Miss Miller had deposited the check in her bank and it sailed through the Clearing House, but when it got back to the Corn Exchange National the "joke" check was no longer so humorous and when Mr. Harris returned to Chicago he had quite a little explaining to do.

THE ONLOOKER.

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New Competitive Conditions Since Dissolution

Speaking of the new competitive conditions which have resulted from the dissolution of the American Tobacco Company, a financial writer in the New York *Times* makes the following comment on the results they have worked out under the directions of Attorney-General Wickersham, who affirms that the dissolution plan which was approved by the court was the only feasible one short of absolute confiscation:

"Gradually, but surely, there begins to be understanding not only of the reasonableness of the attitude taken by the Attorney General, but also of the absolute sincerity with which those who were in control of the Standard Oil and of the American Tobacco Company complied, as they believe, with the mandate of the Supreme Court and the counsels of Attorney General Wickersham. Rapidly new interests are securing considerable holdings of the stock of the various corporations now independent but formerly subsidiary to the American Tobacco Company. One of the best illustrations of this is furnished by the recent reorganization of the United Cigar Stores Company. A careful study of the reorganization plan and of the methods adopted by this corporation since the dissolution of the old American Tobacco Company has served to convince business men here, the Administration at Washington, that this great corporation is not attempting by any subterfuge or indirect method to evade the mandate of the Supreme Court. The company has been buying very heavily wherever it could find the best market, and it has been buying without reference to any of the other companies which formerly, in association with it, were under the control of the American Tobacco Company. It is buying heavily of independent cigar manufacturers.

"There is, however, another very striking feature of the methods that have been adopted since the dissolution of the American Tobacco Company. All of the now independent companies have adopted very comprehensive methods of advertising. That certainly must be accepted as proof that the companies now purpose to get in all the business they can by strictly competitive methods. Before the organization of the Cigarette Trust, socalled, and also before the organization of the old American Tobacco Company, the competition between various corporations was so intense that it was necessary to spend great amounts of money in advertising.

"An officer of one of the largest of the lithographic companies of the United States said to the writer, shortly before the organization of the cigarette manufacturing combination, that the business furnished his corporation by the cigarette manufacturers of the United States aggregated about $800,000 in the previous year. Of course, after the combination was made and competition was ended it was unnecessary to expend money in this way. Great advertising, whether in publications or by means of posters, is always a certain proof of competition. And the return of the various corporations which were formerly subsidiary to the old American Tobacco Company to advertising methods, some of them on a vast scale, is proof which cannot be disputed that real competition has begun.

"Already these publicity methods of calling attention to the products of the various tobacco companies have resulted in an increase in business from 10 to 30 per cent., even more. Many of the companies are now pushed to their capacities. Probably competition will not be carried to the dangerous point which reckless cutting of prices involves, but there is to be real competition and there are to be ultimately new controlling interests in a majority, possibly all, of the corporations formerly controlled by the American Tobacco Company."

How to Use Your Vacation Season

The month of August finds the vacation season at its height, with a corresponding lull in business in every branch of the cigar and tobacco trade. Retailers have long discounted this season, and the wise ones have used their idle moments to secure information and devise schemes which will enable them to increase their trade beginning September 1st.

Vacation has a double use to the retailer; not only does it give him an opportunity to go to the seashore and mountains for a deserved rest, but affords him leisure moments for a calm review of his business, and gives him a perspective that every one needs to rightly gauge conditions.

Merchants who use their vacation season for these ends will find it profitable.

What the "World" Thinks

¶Smokeless tobacco—chewing.

¶ When they cut that tobacco melon last week did it flow tobacco juice?

¶ A Toronto retail cigarist recently exhibited in his window the following letter attractively framed:

"Warning!—I have used tobacco all my life and am now 101 years old."

Here's a knockout for the antis.

¶ By telegraph, long distance telephone, special delivery mail and plain every-day postage, one hundred requests for "Bull Moose" as a title for cigars, have poured into THE TOBACCO WORLD Registration Bureau during the past fortnight. One hundred disappointed applicants! The title was pre-empted some years ago by some inspired and far-sighted manufacturer. What's in a name, after all?

Old Tobacco Stoppers Used by Beau Brummels

Were Invented At Time When the Weed Was Extremely Expensive and Every Available Particle Was Burned Up

THE old tobacco stoppers, without which no beau of times past would have considered himself socially equipped, were made in such numerous quantities, infinite variety, and were usually so beautiful and artistic in form that numbers of them have honorably survived and may yet be discovered by the diligent treasure hunter abroad.

Seen in the cabinet, hardly any little objects have a more persuasive charm and fascination. They lend themselves to display and have a quaintness and friendly intimacy lacking in articles of far more pretension. The tobacco stopper did not make its appearance at court, at any rate so openly as its more aristocratic cousins, the rasp and the snuff box. It must have been a masculine toy and its chief avenue the coffee house, the social tavern or some comfortable cranny of the private lodging.

The reason for the disappearance of tobacco stoppers is explained as we learn the use to which they were put. When, in early Jacobean days, the price of the recently introduced divine weed was eight shillings to ten shillings the pound, smokers necessarily burned their tobacco down to the very bottom of their pipes. The tobacco stoppers were then invented for pressing down the ashes in the bowl in order that no modicum of the fibre should be wasted and that the residuum of what was already smoked should, if possible, be smoked again.

This practice seems incredible in our present age of waste and cheapness and reminds one of the economies that were used upon the first introduction of tea. In the days of James I., as "tobacco drinking" became almost universal, gilded youths sat smoking on the stage at the comedies of Ben Jonson, pressing down the precious ash in their pipes as they criticised the humors of Epicene or the jealous Kitely.

Then it was the fashion of the day to surprise one's neighbors with the unique and fanciful nature of one's tobacco stopper—its rare carving, its bizarre substance, its dainty shape—and to hand about the beautiful little object, relating its history as they did so. It must be remembered, moreover, the tobacco stoppers were the work of both professional and amateur hands and from the latter we have some of the most singular specimens.

Adventurous men of Elizabethan and Stuart times as they journeyed in far corners of the world, lit upon all sorts of curious materials and precious fragments, which in the long evenings in the country or by the camp fire would recommend themselves to their owners as potential tobacco stoppers. Friends carved them for keepsakes, remembrances and souvenirs; famous relics of all sorts were converted into stoppers.

We know that that curious and remarkable man, John Taylor, the water poet, upon one of his itinerant excursions secured a dead branch of the miraculous Glastonbury thorn, and promptly made himself two or three tobacco stoppers out of it. Some of the most popular and famous stoppers were made from the Boscobel oak within which Charles II. concealed himself when the soldiers were searching for him after the battle of Worcester. These stoppers bore a silver effigy of the king's head above them, and were venerated as almost sacred relics.

Wood, bone, ivory, mother-of-pearl, brass, silver and gold were also used, while a more daring suggestion even yet was flung out when Mr. Spectator made his famous tour of Westminster Abbey in company with Sir Roger de Coverley. Sir Roger remarked of the coronation chairs: "If Will Wimble were with us and saw those two chairs it would go hard, but he would get a tobacco stopper out of one or the other of them."

QUEEN.

Cigar Dealer—"Didn't we have the kind of cigarettes that fellow wanted?"

Clerk—"No; our stock is pretty low; we are only carrying 400 brands at present."

Wilson's Views and Gaynor's Chews

In The Live Tobacco News

TWO champions of the humble chewing tobacco have recently appeared for public notice, Woodrow Wilson, Democratic candidate for President, and Mayor Gaynor, of New York.

Speaking of the incident of tobacco chewing, Governor Wilson said:

"I once delivered an address, saying that public opinion was not developed in great congested communities where people read a newspaper going to work on a street car and experience a reaction which they think is opinion. I said that public opinion was developed in the crossroads store, where the farmers sit around, chew tobacco, spit into the sawdust and exchange ideas.

"Now, I said jokingly that no matter what might be said against tobacco chewing it must be admitted it made men think, and wherever you find men chewing tobacco together, you find the real public opinion of the country.

"Imagine my horror when the newspapers the next day ignored all the rest of my address, and featured what I said about tobacco chewing, declaring that I said tobacco chewing made thinkers. As I followed that story across the country, it got worse, until in a Dakota paper I was quoted to the extent of a column on the great advantages of tobacco chewing. A big chewing tobacco concern made a photograph of the newspaper reports and printed it in its advertising. I was stamped as a college professor who advocated tobacco chewing."

A dispatch from New York tells a thrilling incident in regard to Mayor Gaynor:

Mayor Gaynor was about to enter his automobile in front of the City Hall sometime ago, when he noticed a laborer standing in a group of newsboys. The laborer held a paper package of chewing tobacco in his hand. He took a comfortable mouthful just as the Mayor turned and saw him.

"What's that, chewing tobacco?" asked the Mayor. "Er, I—I—I—" stammered the laborer, edging away.

"Let's have some," went on the Mayor, reaching for the package. "But, your Honor, you don't chew tobacco?" asked the laborer, regaining his composure.

"Don't I? Just watch me," replied Mayor Gaynor, stowing away a liberal supply and handing back what was left.

The Mayor thanked the laborer and climbed into his motor. The laborer, John Harnett, said he would keep the rest of the tobacco for a souvenir.

United Gets Five Good Stands in New Orleans; Independents Indignant

Dealers, Fearing New Chain Competition, Consider Legal Steps—Valloft & Dreux Wholesale Business to Be Reorganized

NEW ORLEANS, August 10.

THE taking over of the five principal stores of the Independent Cigar Stores Company (Valloft and Dreux's chain) by the United Cigar Stores Company has aroused the indignation of retail dealers in the city. The United has for some time been trying to get locations here, but due to the desirable stands all being occupied under long leases, they have up to this time been unable to accomplish their purpose.

The five stores that have just changed hands are located at Burgundy and Canal streets, Baronne and Canal streets, Decatur and Canal streets, St. Charles and Canal streets and St. Charles and Gravier streets. There were seven other stands operated by the Independent people in New Orleans, but they were not desired by the purchasers. The seven are located in leading hotels and other places, and while not wanted by the United, their leases will probably be renewed by Valloft & Dreux for the benefit of a few faithful employes.

It is known that several retailers have consulted attorneys to ascertain if there was any legal process that they could resort to, to prevent the so-called "trust" from entering this market. Max Guiraud, 826 Canal street, one of the most prominent tobacconists who has been established since 1890, said that it was a serious question in his mind as to the right of the United Stores Company to operate in this city under that name, claiming that he has a prior title to the firm name of United Cigar Stores Company, and that he has possessed that exclusive right for some years.

The trade does not object to legitimate competition, but they fear the price cutting and bargain sale days that the United have resorted to in other cities to monopolize the trade may be established here.

By some dealers the prediction is made that the business of the jobbing houses will suffer by the entrance of the new company, in so far as the handling of a great many brands they now carry in stock is concerned. This is due to a disposition on the part of many retailers to start at once to create a demand for their own private brands.

Arnold Falk, one of the largest independent manufacturers here, says: "This will result in the increased sale of local made goods and the elimination of many of the trust brands which independent dealers have in the past been compelled to carry in stock. Local manufactured products will be considerably exploited in the future. Retailers must do something to protect themselves, and the best course for them is to build up a business on their own brands."

To Reorganize Firm.

Thomas G. Thompson, receiver for Valloft & Dreux, left for New York, but will return in the course of the next few days. He will be released by the court on August 10, when plans for the reorganization of Valloft & Dreux will, no doubt, be announced. It is understood that the amount received from the United Cigar Stores Company will total nearly $25,000, and after the expenses of the receivership are deducted the creditors may get as high as 70 or 75 cents on the dollar.

It has been reported that Valloft & Dreux have been promised financial backing of the most substantial character, and that the concern will be reorganized as a wholesale house, with a capitalization of $150,000 common and preferred stock.

PELICAN.

Six and Half Million Gain in 1st District

Remarkable Showing in Production of Cigars During July—Usually a Dull Month

AN increase of nearly six and one-half million cigars is shown in the production of the First Revenue District of Pennsylvania for the month of July compared with the same month last year—a remarkable showing, considering the season and general trade conditions. July's production is nearly one million less than June's.

A decrease in the number of little cigars is noted, while cigarettes and tobacco are approximately the same as last July. Collector McCoach's report reads as follows:

	July 1912.	July 1911.	June 1912
Cigars	64,267,610	57,810,830	65,116,700
Small Cigars	22,637,000	21,166,000	21,612,000
Cigarettes	9,638,000	9,541,200	11,363,040
Cigarettes at $3.60	6,250	12,100	27,900
Tobacco, lbs.	92,413	90,439	98652

Cigar Factory Near York Blown Up

Plant of Milton S. Sterner Completely Wrecked, Causing Loss of $15,000

YORK, PA., August 12.

The cigar factory of Milton S. Sterner, at Pleasant Hill, this county, was dynamited last night.

The building was wrecked, the lower floor dropping into the cellar. The loss is placed at about $15,000.

The dynamite was put through the window. Mr. Sterner says that about 23,000 cigars and a lot of tobacco were ruined, together with a lot of machinery.

The factory was a substantial three-story frame structure about 32 by 36 feet in dimensions. The lower floor and its contents were thrown into a promiscuous mass in the cellar. The safe had been unharmed. It contained about $65 in cash. So far as known nothing was stolen. This indicates that the purpose of the explosion was not robbery and that it was probably a case of malice or wanton destruction of property, perhaps disregarding the probabilty of death or injury to persons.

Mr. and Mrs. Sterner with their two children, returning from a picnic, had just passed the factory when the explosion occurred. They were badly shaken up, but uninjured.

"44" Cigar Co. to Have Allentown Factory

Allentown, Pa., is to have a new cigar factory. It will be operated by the "44" Cigar Company, of Philadelphia, manufacturers of the "44," the famous nickel brand. Numerous alterations are now under way and when the building is ready about 300 hands will be employed. G. Goldsmith will be manager of the plant.

Late News Items

A new cigar store will shortly be opened on the corner of Benton and Main streets, Peru, Ind.

Maurice Crowley, of Meriden, Conn., will soon open a new cigar store at the corner of Pratt and East Main streets, that city.

George Weider, a pioneer cigar dealer of Woodland, Cal., has sold his business to Harry Aronson and Milan Weider, former employes of his. Mr. Weider will still continue his jobbing trade.

The Kline Cigar Co., of Oakland, Cal., have sold their new store on Broadway, that city, to a Mr. Dowd. This is considered a very good location.

From The Tobacco World Bureau, 910 Hartford Building, New York.

United Absorbs Proposed Rival Chain

Consolidated Cigar Company of New York, Bought Out By Big Competitor

ANOTHER chain of stores, whose promoters proclaimed their ambition to rival the United chain of stores, has been absorbed by the latter. The latest "victim" is the Consolidated Cigar Company, which was incorporated several months ago in New York, when it opened its first stores at Seventh avenue and Forty-seventh street. The United Cigar Stores Company has bought this store together with a number of other options on desirable retail locations in other parts of the city.

A. B. Woythaler, who has been prominent in the organizations of independent retail tobacconists, and was manager of the first stand opened by the Consolidated, announces that he will retire from the company to devote his time exclusively to his own store on Columbus avenue.

S. Lowenthal & Sons' Specialty

S. Lowenthal & Sons, 131 Maiden Lane, New York, have become exclusive distributors of the United States for "Des Parlardo" strip filler tobacco. This tobacco, which has been a standard for 25 years, is packed in barrels, ranging from 104 to 150 pounds to the barrel, and is sold at a very nominal cost.

The Kraus Cigar Company have removed to their new location, 1408-10 Avenue A, where they will be pleased to meet their customers and give them the attention they formerly have extended to them. Their new 'phone number is Lenox 5998.

Fire Does Damage in Maiden Lane

FIRE which started next door spread to the factory of John W. Merriam & Company, in Maiden Lane, New York, August 6, and caused considerable damage. A big stock of "Bull Dog" cigars was damaged by smoke. The cigars will be turned over to the insurance company, and none of them will be used for filling orders.

Fortunately, Mr. Merriam has a big supply of tobacco in other storage houses and will be ready to resume work quickly in order to fill his orders.

Sixty-five bales of Sumatra tobacco, belonging to Morris, Rosenburg & Company, were damaged in the same fire, and the furnishings of the New York Leaf Tobacco Board of Trade headquarters also suffered.

Metropolitan Receipts for July Show Increase

Returns Show Larger Output in Every Line Except Small Cigars and Cigarettes at $3.60 Which Have Slight Falling Off—

THE output of cigars, cigarettes and manufactured tobacco of the Metropolitan districts of New York for the month of July is as follows:

	1912.	1911.
Cigars	57,392,860	50,204,160
Little Cigars	1,623,200	2,155,600
Cigarettes	466,903,520	300,100,985
Cigarettes at $3.60	1,352,650	1,254,050
Manufactured Tobacco, lbs	596,534	503,173

The output for the month of June was:

Cigars	57,085,250
Little Cigars	1,725,600
Cigarettes	365,105,712
Cigarettes at $3.60	1,428,500
Manufactured Tobacco, lbs.	500,363

The July figures show an increase over June in every line except little cigars and cigarettes at $3.60; cigars showing an increase over the same month last year of over 7,000,000 and over June of about 300,000, a very encouraging report indeed.

Weyman-Bruton Co. Does Large Business

The Weyman-Bruton Company, according to report, has secured a number of long-term contracts, which will mean a favorable year so far as contracts are concerned. This outlook for a favorable year is said to be the reason for the rapid advance of Weyman-Bruton common stock.

Law Suit Over Stripping Machine

AS the result of charges and countercharges growing out of the patent rights affecting tobacco stripping machines, the Universal Tobacco Company, of 79 Fifth avenue, and Borgfeldt Stripping Machine Company, 1228-32 Second avenue, New York, have become involved in a legal battle. The Borgfeldt has sued the Universal for $50,000 damages, while the latter company has brought suit for the alleged infringement of patents.

Acker, Merral & Condit's New Store

The Acker, Merrall & Condit Company, of New York, have a cigar stand privilege at the Fort Pitt Hotel, Pittsburgh, Pa., formerly held by the R. & W. Jenkinson Company. The new lessees expect to install one of the finest humidors in the country.

THE reproduction shown here is one which has been a great factor in the publicity now being given the "La Famosa" Cigar. It is 22 inches by 12 inches in size, and printed in an artistic manner in four colors, a poster, which by its timeliness and appearance has attracted great attention. E. Kleiner & Company are working hard at present in an endeavor to catch up with orders on the "La Famosa" Cigar, which has been making splendid headway recently. The new factory which is now being constructed, will be devoted exclusively to the manufacture of the "La Famosa," and will be in readiness in several weeks.

New York City Items

J. D. Gernsheimer, a small cigar manufacturer at 269 Pearl street, is said to be in financial difficulties. His liabilities are said to be $3,500, the larger creditors being H. Duys & Co. and S. Ruppin.

W. W. St. John has sold the lease of his cigar store at New street near Wall, and has removed the stock and fixtures to his store at Madison avenue and Forty-sixth street.

Mr. George Schmidt, of the firm of Schmidt & Co., 37 East Twenty-first street, New York, lithographers of labels and bands, has returned from a business trip through New England.

The "Castaneda" imported cigar, under the clever guidance of Dave Echemendia, is one of the most popular imported smokes in the cafés and clubs of New York. One of the popular sizes, the "Excellentes," which goes to the trade at $180 per thousand, is one of Dave's special prides, as far as sales are concerned, and can be seen at all the city stands and nearby resorts.

A petition in bankruptcy has been filed against John J. O'Connor, cigar manufacturer, at 202 to 206 East Twenty-seventh street, by these creditors: Thos. B. Macauley, $300; Harry C. Graham, $355, and Triangle Printing Co., $8. The liabilities are said to be $8000 and assets $1000. Mr. O'Connor has been in business for over a year.

Beltz' Smoke Shop, 942 Broadway, has a large water-colored picture in their display window, which attracts a good deal of attention from passersby. It represents an excursion boat on the Hudson River at West Point, with all the stock characters of the Sunday paper comic supplements aboard, as well as pictures of what would appear to be some of the ladies of the chorus at the Winter Garden, in anything but winter costumes.

The Manhattan Cigar Box Company has moved to its new location, 725-27 First avenue, corner of Forty-first street.

Mr. Lichtenstein, president of the American Sumatra Tobacco Company, is at present in Connecticut, looking over the plantations of his firm.

F. S. De Vito, who is a native of Syracuse, N. Y., has taken over the cigar store at 136 Liberty street, formerly owned by Jacob Rawin. Mr. De Vito expects to carry a high-class line of goods.

The Cuba Cigar Company, of Park Row, New York, are reporting increasing demand for their "King's Club" cigars, as well as other leading imported brands, including "High Life" (Havana) and "Los Primas" (Manilla) cigars.

Jerome Regensburg, who keeps things running like clock-work in E. Regensburg & Sons' Tampa factory, is spending his vacation in the White Mountains of New Hampshire.

C. E. Clark, American and Canadian agent for Carreras, Ltd., manufacturers of "Craven" mixture, and for Adolph Frankau & Co., manufacturers of "B. B. B." pipes, who has been in London, sailed from there on Monday, August 12.

Isadore Mendel, of Mendel & Co., returned last week from an extensive business trip through the Middle West. Mr. Mendel has as usual met with success in getting orders. "La Flor de Mendel" is gaining popularity in that section with surprising rapidity. Mr. Mendel says the outlook for the fall is very promising.

The firm of Salvador Rodriguez, of Tampa, Fla., has taken advantage of the location of their New York headquarters at 1600 Broadway, corner of Forty-seventh street, to display an attractive electrical sign, advertising their "Charles the Great" cigars. The sign is attached to the corner of the building facing south over Times Square, where it can be seen nightly by the theatre crowds. It is surely a good piece of advertising well placed.

PHILADELPHIA.

Prominent Jobbers Take on "Sola" Brands

Well-known Porto Rican Goods Have Been Well Placed Around Town

THE Sola Cigar Company, manufacturers of high-grade Porto Rican Cigars, with factories in Caguas, P. R., and offices at 109 Liberty street, New York, have been placing their cigars around town with prominent distributors, and promise to make them well known in this market. Julius B. Annis, sales manager of the concern, has been calling on the trade and by reason of his efforts will return with the cigar well established here.

Among the firms now handling the Sola products are J. G. Atherholt, of 111 South Broad street, who will distribute the "Solarica," a five and ten-cent piece of goods, made in seven sizes. Duncan & Moorehead will job the "Sola Bella," going to the trade in four sizes and selling at 10c., two for a quarter and 15c., and the "Aguey Naba," a nickel cigar in two sizes. Yahn & McDonnell are handling the "Mi Creencia," a five and ten cent cigar, which should soon be popular among Quaker City smokers.

Mr. Annis has negotiations under way for pushing the Sola brands with unusual vigor in this market, and should more than make good. He has a pleasing manner, an aggressive selling spirit and faith in the quality of his products, which will carry him a long way.

Goodloe Company Takes on "Pippin" Cigar

THE "Pippin" cigar, a well-known nickel brand in New England, and made by H. Traiser & Co., of Boston, has been taken on by the Speed S. Goodloe Company, which will shortly inaugurate a wide selling campaign on these goods. A representative from the Traiser factory is expected in Philadelphia before long, at which time he will work hand in hand with the wholesaler to popularize the brand.

The "Pippin" is a Sumatra wrapped cigar, the name being branded on each piece of goods, thus effectually providing against box-stuffing. It goes to the trade at $35 less 2 per cent. and should soon be as popular a smoke here as in New England, where it is well up in front with the nickel leaders.

Hart Blumenthal, of Jeitles & Blumenthal, Ltd., is spending several weeks motoring in the Berkshire Mountains. During his absence, Mr. Jeitles is on the job, looking after business and commuting each evening to Atlantic City.

Changes in the G. H. P. Co.

Samuel and Benjamin L. Grabosky Become Sole Owners of Cigar Factory

THE G. H. P. Cigar Company, 119 North Third street, Philadelphia, has been reorganized through the retirement of Charles Pollok and L. Halpern, whose interests have been taken over by Samuel and Benjamin L. Grabosky, who originally promoted the enterprise. The business will be continued under the old name, being listed as S. and B. L. Grabosky trading as the G. H. P. Cigar Company.

Mr. Benjamin Grabosky, sales manager, is planning a vigorous fall campaign on their "Goodina" (five cent) and "Dakum" (ten cent) cigars, which have a wide distribution locally and are making good in new territory in the Middle Western and Rocky Mountain States.

Goldsmiths Drop Marcus Feder Line

H. N. Goldsmith & Co. report a fair trade on "Jose Vilas" and "Tom Keenes," which are more than holding their own in these warm summer months. The Marcus Feder line of stogies, formerly handled by this concern for Philadelphia and vicinity, has been dropped. Mr. Goldsmith recently stated to a TOBACCO WORLD reporter that the goods had been taken on as an experiment.

Distributes Coin Trays Among Retailers

Steigerwald & Company are distributing among larger dealers of the city unique coin trays, which are made of glass and contain numbers which can be used by the purchaser, throwing to decide the number of cigars he will get for a nickel.

Joseph Gordon Takes Over Steinberg Store

THE Harris Steinberg store, at 1631 Ridge avenue, which has been at that location for a number of years, was purchased last week by Joseph Gordon, who already owns a retail cigar stand at 2730 Glenwood avenue.

Mr. Gordon stated that he intended to renovate the store shortly. The corner which the stand occupies is a good one and should, under the new management, be a success. Among the brands now carried are "Henrietta" and "Cinco," the "Havana Ribbon," "44," "Tom Keene" and "Marcello." Duncan & Moorehead.

Quaker City Items

Theo. H. Hart, of T. H. Hart & Company, cigar manufacturers, left Philadelphia, August 10, for several weeks of hunting and outing in the Canadian woods.

J. Jacobs, of Carlos, Fernandez & Co., was seen around town pushing their firm's brands, and left again for New York with a goodly amount of orders.

Mr. Frank Hosler, of the Tracy-Avery Company, of Mansfield, Ohio, was a recent visitor at the Sulzberger & Oppenheimer factory.

Nat. Rice, the well-known Theocaridis man, was pushing this popular cigarette with telling effect in Philadelphia recently.

Promoting the "Bold" cigar, which has proved such a big success in the local market, L. M. Walters has left for a six weeks' trip through the Middle West. Mr. Walters looks for big business on the "Bold" this trip.

F. F. Carr has joined the selling force of the Speed S. Goodloe Company and is now covering local territory. Mr. Carr was formerly with H. B. Grauley and also at one time with Luckett, Luchs and Lipscomb.

The Portuondo factory is doing a very good trade on the "Sintoma." This cigar, which was put out as a tribute to the founder of the firm, is making wonderful strides in the West, where the Portuondo brands are well placed.

News of the Cressman Factory

Allen R. Cressman's Sons have taken on another salesman in the person of J. V. McGrath, who will work the retail trade in Providence, R. I., and vicinity on the "Counsellor."

Joseph F. Gallagher, vice-president of the company, left last Saturday for a trip to Europe, taking the "S. S. Washington" from Hoboken. Mr. Gallagher expects to cover the principal cities of the Continent.

To Push the "Atwar"

Terry & Duncan expect shortly to open a campaign on their "Atwar" cigar, which is handled by retailers all over the city. It is manufactured by Luckett, Luchs & Lipscomb. One feature of the campaign will be the placing of electric globes at many retail stores, which will flash off and on at intervals, advertising the brand. The "Reynaldo" cigar, of Luckett, Luchs & Lipscomb, which is also distributed by them, will be taken on in fifteen sizes. It is is now jobbed by them only in several sizes.

TOO LATE FOR CLASSIFICATION

CIGAR SALEMAN, now employed, wishes to make a change. Present territory, Central Pennsylvania and Maryland. Address, C. E. Sheffer, R. No. 2, Red Lion, Pa. 8-15-c.

Theobald & Oppenheimer Callers

Recent visitors at the Theobald & Oppenheimer factory were William Sternberg, of Sternberg & Sons, Memphis, Tenn., and Frank S. Keogh, of the Paxton & Gallagher Company, of Omaha, Nebraska.

Sternberg & Sons are large jobbers of the Theobald & Oppenheimer brands for Memphis and vicinity. Paxton & Gallagher Co. are wholesalers, of Omaha, who recently took on the "Princess Mercedes" cigar, which had formerly been jobbed in that city by the Robertson Brothers, now bankrupts.

"El Jaffe" Making a Hit

The "El Jaffe" cigar, manufactured by the Baum-Jaffe Company, 115-117 North Third street, is being well distributed by Yahn & McDonnell, who took on this popular ten-cent smoke a short time ago. They are handling it in two sizes, featuring the club-house size at present with good results.

Doings of the "Havana Ribbon"

Bayuk Bros. Company are experiencing considerable difficulty in securing sufficient production to meet the demand on their "Havana Ribbon." The city factory at Third and Spruce streets, and their out of town plants are running overtime in an effort towards accumulating stock to fill back orders.

A. M. Thompson, Western representative, has just reached his headquarters in Indianapolis, after an extended trip through his territory. Mr. Thompson found the most satisfactory conditions existing and secured some large orders.

The John Wahl Candy Company, of Duluth, Minnesota; the W. S. Fox Sales Company, of Shelbina, Missouri, and the Robinson-Pettet Company, of Louisville, Kentucky, all distributors for their respective territories, have recently increased their regular shipments to take care of increased business.

Have Fine Trade on Stogies

Mitchell, Fletcher & Co. are doing an unusually good business on a line of stogies manufactured by the Consolidated Cigar Company, of Pittsburgh, Pa. The stogie is a nice, satisfying smoke and retails three for a nickel. Since moving their cigar department to the rear of the store, their business has increased wonderfully. It was done in the nature of an experiment, but the move has been amply justified by the increase in sales, those of July being reported to be 25 per cent. more than the same month last year.

Albert Falk, of the Falk Tobacco Company, was making the rounds in town the past week.

Joseph H. Davis Dies

Joseph Hubbard Davis, a well known wine and tobacco man of Ashland, Mass., died at his home in that city last Thursday. For thirty years he was engaged in the wholesale wine, cigar and tobacco business, being a partner of the firm of Martin and Davis, located at the corner of State and Commercial streets, Boston. He is survived by a widow and two sons, Bertram H. and Leon.

Waging War On Tobacco Beetle

Expert Tells of Means of Checking Its Activities—Larvae Are Deposited in Cigars

DALLAS, TEX., August 12.

GOVERNMENT experiments to find means of checking the activities of the beetle that bores holes in tobacco and cigars have been successful, according to W. D. Hunter, of the Federal Bureau of Entomology. His report contains a list of precautions for cigar manufacturers and tobacco growers. Fumigation is recommended as an effective preventative.

Investigation of the beetle's activities shows the larvae are deposited in the open ends of cigars. When they hatch they eat their way out, generally boring the length of the cigar.

The Japanese Government was responsible for the Federal investigation. The manager of Japan's tobacco monopoly protested when he received a big shipment of leaves that were perforated. Investigation showed that the beetle was guilty and the war of extermination begun.

Report on Turkish 1912 Crop

U. S. Consul-General G. Bie Ravndal, at Constantinople, Turkey, states that the tobacco crop this year is apt to be a decreased one, and consequently prices will rule higher for the tobacco. He says: "The 1911 tobacco crop was the largest gathered since 1903 and of average quality. Prices, however, were not high enough to satisfy the growers, who incurred unusual expense in planting, owing to the scarcity of labor. It is believed that the plantings for 1912 will show a decrease, and that prices will probably rise. In consequence of the restrictions imposed by the tobacco monopoly, Turkish planters started the industry in the Caucasus, and Egypt now receives large supplies from Russia. The abolition of the present monopoly in 1914 is expected to increase the production here. The exports of tobacco from Turkey totalled 69,822,826 pounds during the fiscal year 1909-1910 and 54,468,034 during 1910-1911. The decrease was largely accounted for by a drop from 34,619,017 pounds in 1909-1910 to 21,879,363 pounds in 1910-1911 in the exports to Austria. These figures do not cover the 1911 crop.

Connecticut Growers Dispose of Crops

Prices Range From 16 to 22 Cents a Pound for Stalk-Cured and 25 to 34 Cents a Pound for Primed Tobacco in Bundles

SUFFIELD, CONN., August 12.

DURING the past week considerable activity in tobacco circles has taken place and hundreds of acres of the weed standing in the field have been purchased by the larger buyers, who were the first on the field this year to get a hold on the finest crops in town, which lie in the western part. The American Tobacco Company started the buying this season and was soon followed by the American Cigar Company, L. B. Haas, of Hartford; Hinsdale, Smith & Co., of Springfield, Mass,, and others. In West Suffield the Havana Seed is pretty well picked up now, and large buyings have been made in Suffield, East Granby, Poquonock, Windsor Locks and a few of the larger crops outside of the above mentioned towns.

Prices range from 16 to 22 cents a pound for stalk-cured tobacco and 25 to 34 cents a pound in the bundle for the primed tobacco. It is said that this undue haste to purchase the 1912 crop shows the condition of the market. The crop at present looks good to the buyers and they want the best tobacco and are willing to pay for it.

Letters to the Editor

Address of Starlight Brothers

COLUMBUS, O., August 12.

Editor THE TOBACCO WORLD.

Gentlemen: We would appreciate your giving us the address of Starlight Brothers, La Rosa de Paris Cigar Factory.

Very truly yours,
THE BONNEY-FLOYD COMPANY,
Columbus, Ohio.

Answer—Starlight Brothers, Pearl and Pine streets, New York City.

Who Makes "Black Arrow" Cigar?

PHILADELPHIA, August 10, 1912.

Editor THE TOBACCO WORLD.

Dear Sir:

Will you please let me know the name and address of the company making the "Black Arrow" cigar, a band of which I enclose in this letter? And oblige,

A SUBSCRIBER.

Factory No. 4, 23rd District, Pennsylvania

CHICAGO, August 8, 1912.

To the Editor of THE TOBACCO WORLD.

Dear Sir:

Will you please inform me if you can on the enclosed postal the name and address of Factory No. 4, 23rd District, Pa. Thanking you in advance, I remain,

Respectfully,
P. A. KAUFMANN.

Answer.—American Stogie Co., a subsidiary of the Union American Cigar Co., Twenty-fifth and Smallman streets, Pittsburgh, Pa.

Manufacturers of Plug Tobacco Cutters

GAINESVILLE, FLA., August 5, 1912.

Editor THE TOBACCO WORLD,

Dear Sir:

We would like to be put in communication with the manufacturers of hand-cutters for cut-plug tobacco, also the manufacturers of tinfoil or the packages and outside wrappers for the same.

Yours truly,
ALACHUA CIGAR FACTORY.

Answer.—The Enterprise Mfg. Co., Third and Dauphin streets, Philadelphia (hand-cutters). The Miller & Wright Paper Company, 65 Duane street, New York (wrappers). John J. Crooks Company, 1649 Warren avenue, Chicago, Ill. (tinfoil).

Trade Items

The first United Cigar store was opened in Richmond, Va., this week.

Percival S. Hill, the dynamic president of the American Tobacco Company, is touring the Pacific Coast on business.

According to Julius Lichtenstein, president of the American Sumatra Tobacco Company, the Florida and Georgia wrapper crops will be among the best in years. Mr. Lichtenstein was in Florida a short time ago inspecting the firm's crops, and is in a position to give an authoritative statement. He thinks the same conditions prevail in the Connecticut fields, where his concern is now harvesting some fine tobacco.

Increase in Country's June Output of Cigarettes

Internal Revenue Receipts Show Decrease on All Other Lines Except Snuff

THE production of cigars, cigarettes and manufactured tobacco of the country as shown by the official statements of stamp receipts of June, 1912, and as compared with the same month last year is as follows:

	1912.	1911.
Cigars	613,933,640	655,749,383
Small Cigars	85,487,400	115,689,506
Cigarettes	1,005,356,840	952,586,416
Cigarettes at $3.60	1,531,600	1,957,050
Snuff, lbs.	2,452,974	2,088,457
Manufactured Tobacco, lbs.	32,329,455	35,501,750

The above table shows a decrease in cigars, cigarettes at $3.60 and manufactured tobacco, but there is an increase of more than 52,000,000 over June of 1911 in cigarettes, and of snuff an increase of more than 364,000 pounds in the same period.

The output for May, 1912, was:

Cigars	624,770,324
Small Cigars	92,532,360
Cigarettes	1,081,558,728
Cigarettes at $3.60	1,853,350
Snuff, lbs.	2,771,751
Manufactured Tobacco, lbs.	33,735,376

Henry Hendrik has bought the Britt Drug Store at Brundige, Ala.

Grant Gibbons has acquired the Galloway Cigar Store, Little Rock, Ark.

Factory of L. H. Durstein, Wilmington, Delaware, Manufacturer of the "Sen Auben" Cigars

Legislation for Clear Havana Manufacturers

E. H. Gato, of Well-known Concern, Says Law Should Apply to Cigars As Well As to Whiskey

THERE is considerable need for a law requiring domestic cigar manufacturers to indicate in some way the quality and kind of tobacco that enters into the making of their products, according to E. H. Gato of the E. H. Gato Cigar Company.

"The cigar business is generally good," said Mr. Gato yesterday, "but manufacturers of clear Havanas suffer a good deal from the competition of other manufacturers who wrongfully represent their cigars as such. These cigars, if they are any way mild at all, can easily be forced on the average smoker, and because of this and to protect the honest manufacturer of clear Havanas against unfair competition, I firmly believe that legislation should be enacted to make it obligatory for all manufacturers to indicate in some manner the quality and kind of tobacco contained in their products. This law, of course, would operate along the lines of the pure food law, and would benefit consumers and manufacturers alike.

"Such legislation might be ridiculed by non-interested parties on the ground that cigars are a luxury, but since there is a law requiring honest whiskey, why not one requiring honest cigars? Admitting that whiskey is considerably used for medicinal purposes, I believe that the luxury charge applies to it when used otherwise as much as it does to cigars.

"Another feature of the cigar business at the present time is the difficulty in convincing the smoking public that a light cigar is not necessarily mild. A cigar with a rich brown color is undoubtedly the best that can be found, but by this I do not mean cigars commonly classified as 'black.' A good part of the light tobacco used is immature and, consequently does not have its full quota of natural aroma and taste. All tobacco is brought in green from the plant and is then hung up to mature. As this maturing process or sweating goes on the leaves gradually assume a darker shade. As they are usually available in the various stages of maturity the color of the cigar can sometimes be governed by the selection of leaves that have reached the age sufficient to give them the desired color. Doing this, however, and making them up in this immature condition robs the cigars of a good portion of their quality and aroma. A cigar made of tobacco that is naturally light is necessarily mild and makes a very good smoke. Unfortunately, though, only a fair portion of the average crop is naturally light.

"According to recent report we have received from Havana, the plague scare in Cuba is considerably overrated. As far as we have heard the situation is not serious, and shipments of tobacco are coming forward from the island regularly."

R. J. Reynolds Co. to Issue New Stock

The R J. Reynolds Tobacco Company is out in a circular letter to shareholders announcing a plan to issue the remaining $2,475,000 of the authorized capital stock of the company. The amount of stock at present outstanding is $7,525,000 out of an authorized total of $10,000,000. It is proposed to offer this new stock at par to stockholders of record as of August 22, in proportion to the number of shares now held by them, with provision for handling fractional parts of shares. Stockholders have until October 1 to accept the offer and pay for the stock. Those who do not care to subscribe for additional shares may, within the prescribed time, transfer their rights to others.

"Pinzon" Boosters in the West

Members of "Pinzon" Boosting Gang of the Detroit house of La Fond & Co.

In two weeks they put the good ship "Pinzon" in seventy-three ports and unloaded their cargoes, a wonderful record indeed.

The members of the crew are Ted Snowbank, in the bow; Fred Bailey, of M. Perez & Co., of New York, and Charlie La Fond, of the hustling Detroit house.

Stickney's Success on the "La Invidia"

THE William A. Stickney Cigar Company, of St. Louis, are pushing, with much success, a new clear Havana cigar, the "La Invidia," which is being offered in eight sizes. One of the novel features of this cigar is that the name of the brand appears in the ash as the cigar is smoked. Not a bad idea for identifying absolutely the brand.

Charlie Frick, of the Robinson, Pettet Co., has just issued an advertising postal in behalf of the cigar department for his company. On the pages are printed the various brands in clear Havana and the cheaper goods. The returns up to date are satisfactory.

According to reports of Sales Manager Sheldon the F. R. Rice Mercantile Cigar Company, of St. Louis, have shown splendid gains in the cigar business for the last two months, their leaders being the "Mercantiles" and their "305's."

One of the large jobbers at the head of the Willamette Valley, Oregon, is Julius Goldsmith, of Eugene, that State. He has a number of salesmen out handling this trade.

J. J. Gans & Bro., of Los Angeles, Cal., are doing a fine business on "La Natividads," "Tom Keenes" and "Lawrence Barretts." Bob Gans, of the firm, has been instrumental in pushing their products.

The Morey Mercantile Co., of Denver, are putting out huge motor trucks to handle their increasing trade.

Stenographer—"The bookkeeper, I think, is going to get married."

Invoice Clerk—"How do you know?"

Stenographer—"He walks to work, smokes a pipe and eats ten-cent lunches."

H. Fendrich Cigar Co. in New Building

Largest Cigar Factory in the World—Have Many Conveniences for Workers

THE finishing touches have been put on the new factory of the H. Fendrich cigar plant at Oakley and Pennsylvania streets, Evansville, Ind., which completes one of the largest establishments of its kind in the country.

At the outstart 1,500 people will be employed. As competent labor can be secured the number will be raised to 2,000 and possibly to 2,500. It is the prediction of John Fendrich, head of the company that 100 million cigars will be the annual output, when a full force is put at work.

The new factory is in three buildings which cover nearly every foot of the 241 by 448 feet, the company bought in the spring of 1911 following the disastrous fire of December, 1910, which gutted their five-story Main street building.

The buildings are of the slow burning type, brick being used and as little wood as possible. It has unusually massive foundations. The surroundings have been looked after carefully so that the sanitary conditions will be the equal of any cigar factory in the State of Indiana. Numerous windows will admit plenty of light. Three-fourths of the wall space in the two buildings will be glass.

Before planning the building the architect, Clifford Shopbell, visited many model cigar plants, and now he claims he has combined the desirable features of each of them in the new plant.

F. J. Kaiser, a retail cigar man, at Arch and State streets, Freeport, O., has discontinued his retail business and will do nothing in the future but a wholesale trade. He is now located on Croghan street.

The Peglar Cigar Company, of Denver, Col., have taken over the sole distribution in that city of the Cuban Cigar Company's well-known seed Havana brand of "M. & O."

Toby Rinaldo, of San Francisco, has sold his cigar stand at 709 Market street, that city, to Ralph Brown.

M. A. Gunst & Co. are displaying the "Van Dyck" cigars in all sizes and shapes. This display is being shown to a good advantage in all of their stores.

Selecting Choice Havana Leaf

Salvador Rodriguez, of the Tampa firm, manufacturer of the "Charles the Great" cigar, selecting stock for his goods at the Havana warehouse of the concern

Henry Wagner, Jr.

Henry Wagner, Jr., former Clerk of Montgomery County, N. Y., and for years a widely known cigar manufacturer, died at his home in Fort Plain, that state, last week. Mr. Wagner was born in 1857 and entered the cigar business as a manufacturer in 1887. He moved his business to Sprakers, N. Y., in 1907, and discontinued it when he became County Clerk in 1906. When his term of office expired last January, he again opened up his factory at Fort Plain, which was running until several weeks ago.

Timothy C. Doyle, one of the pioneer tobacco planters of Connecticut, died at his home in Enfield, that state, recently, at the age of seventy-eight years. He became wealthy raising tobacco and retired four years ago. He leaves a widow, two sons and two daughters.

Lorenzo P. Bennett, a cigar manufacturer of Winchester, N. H., died at his home in that city last week, at the age of forty-four years. He learned the cigar business when a boy and left for the West a number of years ago, returning again to Boston, of which he was a native, and later entering the cigar business at Winchester, N. H. He leaves a widow and six children.

Jacob D. Squires, sixty-four years old, one of the best known cigar manufacturers of Long Island, died in Manchester, Conn., last week, where he had gone for the benefit of his health.

Geo. P. Shawhan, a distiller and tobacco man of Missouri, died several weeks ago at Lone Jack, that state, aged sixty-nine years. Mr. Shawhan was born in Kentucky.

Wallace Campbell, of Breslin & Campbell, tobacco manufacturers of Boston, died at Buzzard Bay, Mass., last week at the age of forty-four.

William H. Riley, a well-known retailer of Troy, N. Y., died in that city recently. He is survived by a widow and two children.

The death of F. A. Sisson in Denver has caused great regret among his host of friends. Mr. Sisson was division manager of Butler-Butler, Inc., and died from the effects of a dose of bichloride of mercury, which he took by mistake. He was thirty-six years old and leaves a wife and a fourteen-year-old son.

Frank Balin, a pioneer cigar manufacturer of Massachusetts, died at West Springfield, Mass., recently, after a long illness. He had been operating a small cigar factory in West Springfield for a number of years, which he ran until the time of his death. He leaves a widow and two sons.

Captain Joseph R. Herndon, one of the best-known leaf men of Danville, Va., died in that city last week. Mr. Herndon had been in the leaf business in Danville since the close of the Civil War, through which he had fought and made a splendid record. He is survived by a widow and two sons.

Meyer Jashulek, a member of the Cleveland leaf house of Meyer Jashulek & Co., died last week at his residence in that city, aged sixty-three years. Mr. Jashulek organized the present firm in 1908 upon the retirement of his brother. The business will be carried on under the same firm name by Samuel Jashulek, a nephew.

William Jewett, who at one time was connected with the New York leaf tobacco house of Havemeyer & Vigelius, died in a New York hospital last week following an operation. Mr. Jewett was a Civil War veteran and sixty-five years old at the time of his death. He leaves a widow and daughter.

A. T. Co., Distributes Stock of Subsidiary

Competition Among New Companies Leads to Surprising Action—Extra Dividend Declared

NEW YORK, August 10.

THE long-looked-for melon was cut by the American Tobacco Company this week, when the directors announced that in addition to the regular quarterly dividend of 2½ per cent. they had declared a cash payment of $20 a share and had also authorized a pro rata of distribution among the common stock holders of the 12,000 shares of the American Machine and Foundry Company stock, which was held by the old combination.

This distribution is another step of the American Tobacco Company's dissolution in conformity to the Circuit Court's decree which gave the company until 1915 to dispose of some of its securities. Other securities still remain to be distributed.

The special reason for the voluntary disposal of the stock of the Machine Company, as pointed out by one of those connected with the tobacco company, was that the minor company would have lost much of its prosperity if retained by the big company. The Liggett & Myers Tobacco Company and the P. Lorillard Company, two of the four big companies formed out of the old American Tobacco Company, refused to do business with it.

"Since the dissolution competition among the tobacco companies is so real and so vigorous," said one of the officers yesterday, "that the Liggett & Myers and the Lorillard companies would give their business to other machine and foundry companies rather than increase the earnings of the American Tobacco Company by dealing with a corporation it owned. Therefore this separation, we believe, will enable the Machine Company to retain the business of Liggett & Myers and the Lorillard companies."

The distribution of the special cash dividend amounts to a total of $8,048,480. This is part of the total of the proceeds of the sale of one-half of the American Tobacco Company's holdings of British-American Tobacco non-voting preference shares, practically one-half of its holdings of No. 2 ordinary shares of the Imperial Tobacco Company and all of its holdings of the bonds of the old corporation of United Cigar Stores. These securities were sold on order of the Circuit Court.

The cash dividend as well as the regular quarterly dividend of 2½ per cent. declared this week, will be paid on September 3d to stockholders of record August 15th. The distribution of the stock of the American Machine and Foundry Company will be made as soon as possible after September 1st, the stockholders to receive certificates for the new full shares and warrants for the fractional parts.

The Machine Company owns 98 per cent. of the stock of the Standard Tobacco Stemmer Company and 65 per cent. of the stock of the International Cigar Machinery Company. In the formal statement of the American Tobacco Company it is said that the annual profits of the Machine Company, taking the year ended June 30th as the basis, would be $100,526, or 8.37 per cent. on its stock.

all that's new with JOBBERS and DISTRIBUTORS

Theobald & Oppenheimer Co. Tranfers Brands

THE "Reio" cigar, a well-known Theobald & Oppenheimer brand in the West, will be handled in the future by the Niles & Moser Cigar Co., of Omaha, Nebraska. The brand will go to the trade in one size, and is a two for twenty-five cents cigar. It was formerly handled in Omaha by Robertson Brothers, whose failure was reported last week.

Another Theobald & Oppenheimer brand, the "Princess Mercedes," which was the leading ten-cent cigar of Robertson Brothers, has been transferred to the Paxton & Gallagher Co., of Omaha. These cigars are among the leaders in Nebraska and the Middle Western territory, and will be pushed by means of an aggressive selling campaign by the new jobbers.

Louisville Brands for Klauber-Wangenheim Co.

The Eitel & Cassebohm Company, of Louisville, Ky., recently placed their "Havana Sticks" and "Virginia Harned" cigars with the large Los Angeles jobbing house, the Klauber-Wangenheim Company. The deal was engineered by Morris Burke, the enterprising cigar broker, who is campaigning in that part of the country on the "Post Dispatch," another Eitel & Cassebohm cigar. Mr. Burke, with the co-operation of the Klauber-Wangenheim salesmen, is said to have placed the "Post Dispatch" in five thousand retail stores, and to have disposed of one million and a quarter of these smokes.

Pioneer Distributing Co., New Jobbers

A new wholesale house has recently been incorporated to do business in Woonsocket, R. I., which will be known as the Pioneer Distributing Company. The concern will also do a retail and wholesale liquor business. It is capitalized at $100,000 by the following: Napoleon Malloux, Charles Garneau and J. C. Malloux.

Peckarsky Brothers, Milwaukee jobbers, who recently became distributors for "Salome" cigars, made by Heineman Brothers, Baltimore, report that business on this brand is growing steadily. They recently added an automobile delivery service, which has proved very helpful.

T. Wright & Co., St. Louis jobbers, have been appointed sole distributers for the States of Illinois and Missouri for the "Sabah" cigarettes, made by Drukker & Pehlivan.

Southern Cigar Company, wholesalers of New Orleans, report increasing business on the "San Felice" and "El Verso" cigars, made by the Deisel-Wemmer Company, Lima, O.

Robertson Bros., Omaha Distributors, Fail

ROBERTSON BROTHERS, large jobbers and retailers, of Omaha, Nebraska, have been placed in the hands of a receiver, D. W. Phelps, who was appointed for the benefit of the creditors. The assets of the concern have been put at $25,000, and the liabilities in the neighborhood of $45,000.

This business has been established for more than twenty years, and the news of the failure has caused universal regret among the trade. A number of Eastern firms are reported to be the largest creditors. Robertson Brothers will discontinue business.

Klingenstein Co. Takes On "La Badena"

The Klingenstein Company, of Los Angeles, have taken the agency for the "La Badenia" Manila cigar. This cigar goes to the trade for $35 less three per cent. and it is claimed by Mr. Klingenstein to be as good as the average Manila cigar sold for ten cents. The cigar is repeating wherever it is placed. This firm also reports a big business on "Cincos," "Y-B" and "Spana Cuba" cigars.

Moss & Lowenhaupt have moved into their new store at Twelfth and Washington streets, St. Louis.

A. T. Stickney, vice-president of the William A. Stickney Cigar Company, St. Louis, is spending a two weeks' vacation at Harbor Point, Mich.

The Mountain Grove Grocery Company has been incorporated at Mountain Grove, Mo., with $40,000 capital by L. H. Williams, H. C. Stiff and R. C. Hardin.

A new jobbing concern has been organized at Baltimore under the name of United Tobacco Company. They will have their headquarters at 232 W. Pratt street, which will be in charge of C. W. Kestner.

The "El Verso" cigar, made by the Deisel-Wemmer Company, Lima, O., is being featured by Spring & Bridgman, Seattle, Wash.

The L. Singer Cigar Company, of Jersey City, N. J., are sole distributors for the "Blanduro" cigars, made by Burdsall & Adams, Media, Pa.

Geo. J. Yocum, of Yocum Bros., Reading, Pa., is at present in San Diego assisting their representative, Mr. Dave Weinrich. Mr. Weinrich is to be stationed in San Diego to represent this firm. Mr. Weinrich is also working on the "Webster" and the "American" cigars. Both these brands are becoming more popular all the time.

A Jobbing House That Is Setting the Pace

Council Bluff Branch of Peregoy & Moore, One of the Oldest Distributors on the Missouri River---Ed. J. Earl, Manager

AT Council Bluff, Iowa, is located one of the leading and oldest exclusive wholesale cigar houses on the Missouri River. It is that of the Peregoy & Moore Cigar Co., a progressive concern which now has branches at Des Moines, Iowa; Omaha, Neb.; Sioux Falls, S. D.; Sioux City, Iowa, and St. Joseph, Mo. The St. Joseph establishment is considered the largest and finest looking branch of the company.

Ed. J. Earl

The new manager of the St. Joseph branch, Ed J. Earl, started out in the cigar business twenty-five years ago in the wholesale house of an uncle, at that time the largest one on the river, located at 509 Main street, Kansas City, Mo.

Mr. Earl's next venture was under his uncle, Edwin Turner, then manager of H. Switzer & Co. He has been known as a hustler ever since he was a mere "shaver" and his present position proves that he has not let opportunity knock at his door in vain.

After ten years' of service with H. Switzer & Co., during which time he absorbed the details and insights of the wholesale business like a sponge, and just as eagerly also, Mr. Earl considered a change and shortly afterward became connected with Niles & Moser, of Kansas City, having charge of the State of Missouri for five years with this large firm, an experience which has proven to be invaluable to him.

Mr. Earls' next connection was with the house of Wm. A. Stickney, another widely known Middle West distributor. He worked the city trade of Kansas City for this concern with marked success and left them to go with the Peregoy & Moore Cigar Co., and after one year with them as salesman was made manager of their branch house in St. Joseph.

The Peregoy & Moore Co. are distributors for the "Lawrence Barrett" and "Tom Keene," Bondy & Lederer brands; also, the Theobald & Oppenheimer lines of cigars. Others of their goods are those of Luckett, Luchs & Lipscomb, E. H. Gato, A. Santaella ("Optimo"), the Bolano line, Berriman Bros. ("Jose Vila") and many others. This is a representative line and one which any house may justly feel proud of.

Offices of Peregoy & Moore

San Francisco May Have Tobacco Exhibit

Arnold Pollak, of Coast City, Originates Plan for Panama-Pacific Exposition in 1915

ARNOLD POLLAK, a tobacco broker of San Francisco, is pushing a plan to have a tobacco exhibit in that city at the time of the Panama-Pacific Exposition in 1915. Mr. Pollak has been feeling the pulse of the trade regarding the project and believes it will be generally favored.

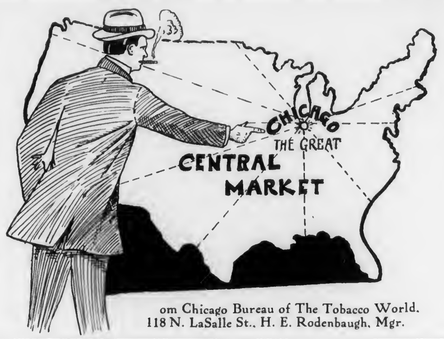
It is planned to have a building spacious enough to exhibit the tobacco industry in all its branches from the time the seed is planted until the leaves become cigars, cigarettes, smoking and chewing tobacco. The exhibit is to be purely educational in character, and in order to bring about this end all advertising and vending devices are to be eliminated from the building.

The movement is yet in its infancy, but as soon as it has been approved by a majority of the large manufacturing tobacconists, a subscription will be started throughout the United States, which will later extend to other parts of the world. Uncle Sam, who derives a healthy revenue from the tobacco interests, is expected to assist financially.

Employes of Enterprise Factory on Outing

The two hundred employes of the Enterprise Cigar Company's plant in Trenton spent their annual outing at Asbury Park on Friday, August 9. Samual Levy, the proprietor, has long made it a custom to give his employes an outing each year. Every person employed in the big plant is taken to the shore and entertained at the expense of Mr. Levy.

As the result of his courteous treatment of his employes, Mr. Levy was presented with a large silver candelabra by his workmen on the occasion of his silver wedding anniversary, which occurred some weeks ago.



om Chicago Bureau of The Tobacco World.
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

August Conventions Help Chicago

Revenue Receipts Way Above Normal---All Lines of Trade Busy---City to Have "Made in Chicago" Exposition

CHICAGO, August 12.

THE advent of several conventions during the past two weeks helped tobacco business in Chicago somewhat. There was the "Bull Moose" gathering, which brought a big bunch of visitors also the Apple Shippers' Convention, Motion Picture Exhibitors' League, National Association of Window Trimmers and numerous other organizations. On August 10th the big international water carnival was formally opened here. This was without doubt the greatest affair of its kind ever held in the new world. There were races between power boats of enormous speed, yacht races between United States and Canada boats, sham naval battles by Government gunboats, naval drills and other spectacular features. The affair drew great crowds from the surrounding territory and of course cigar men in the down-town district were more or less benefited, as the carnival continued for eight days.

Business as a rule has been inclined to be quiet, but with the return of people from their vacations, trade is brightening up somewhat. Weather here has been extremely cold and unseasonable.

Jobbers report that fall trade looms up in excellent fashion. Salesmen are beginning to take the road, and those now out are sending in goodly sized orders, considerably in excess in fact of those taken a year ago at this time. Crop conditions have materialized and the fall and winter should be a big winner for both wholesalers and retailers.

Break All July Records.

Receipts for cigars, cigarettes, tobacco and snuff broke all July records, according to figures obtained from the Collector of Internal Revenue. Tobacco especially showed a wonderful gain of nearly fifty per cent. over that of July, 1911. Here are the figures, showing July receipts the past three years:

	1912.	1911.	1910.
Cigars and Cigarettes	$60,837.31	$55,781.88	$55,503.35
Tobacco	35,899.75	35,832.64	37,755.42
Snuff	152,113.99	111,401.58	114,523.44

Prefer Numbers to Names.

The talk relative to naming cigar sizes by numbers instead of names meets with approval among the majority of Chicago dealers. They say there are very few consumers who know the difference between various sizes under the present system, and that numbers, rightly arranged, would be much more easily memorized.

"It seems queer," remarked a Chicago cigar jobber, "how outside daily papers, both in the East and West, fasten Chicago as an address on most confidence men or crooks whose address is unknown. You read it every day, especially if you happen to be a traveling salesman (and I was for many years), how the Blinkville police have just rounded up John Doe, of Chicago, who attempted to swindle the local merchants by some smooth sort of game. Verily, Chicago has to stand for a great deal."

Gazley to Build New Hotel.

George H. Gazley, former manager of the Hotel La Salle, has organized a stock company for the purpose of constructing a modern and magnificent hotel on the borders of Lake Michigan. The hotel is to cost $1,500,000, will be twelve stories high and combine all the features of leading hotels in this country and Europe. Bids are being received for cigar privileges.

Fred Bauer, manager of the Fisher Building cigar store, has returned after a two weeks' vacation. Fred says they didn't bite very good—that is the fish—but he says look out for these country girls when they see a Chicago man.

Dick Wells, the Wabash and Monroe streets cream gin fiz artist, has remodeled the interior of his place and spent over $5,000 in fixing up. It is "some" place now. The cigar end gets a better show.

Geo. Anderson, the Reid, Murdock & Co. crack cigar salesman, who put the "Roi Tan" cigar in the Loop, has just bought a "joy wagon," and it is some buzzer. George only uses it on the Boulevard; he says if he ever shows up in the Loop every customer will want a ride, which means work night and day.

C. Jevne & Co. have a window full of "Hotel Brunswick" cigars, selling them at 7 cents each as a special sale.

Best & Russell Co. are making a big drive in their "Hand Made" five cent brand, put up in tin cans. This cigar is made by the Spietz & Worch Co., of Detroit, branch of the United Cigar Manufacturers' Company. Best & Russell are selling over half a million a month in Cook County (Chicago).

Charles E. Way, of 1460 East Fifty-seventh street, who has had a cigar store, billiard room and newsstand also, is deeply interested in the Motor Sales Company and is obliged to give up the cigar end of it. His place has been established a great many years, headquarters for the Chicago University students, and if some one is looking for a cigar store he can make good arrangements with Way.

New South Side Club.

They are organizing a club in Thirty-ninth street and expect to build near Ellis avenue (next to Wanban), to be called the "South Side Club," which will embrace social, business and politics. W. V. Thompson, of the Brunswick-Balke Co., is the prime factor. The club will rent out the bar and cigar privileges. The owner of the land will put up a building for the club on a twenty year lease.

H. R. Barker has opened a cigar stand in the entrance of the New York Life Building.

The "Childs Co.," of New York, are building a big restaurant on Monroe street, near Clark, having bought the lease of the "H of Brau." They expect to open in October. They will have a big cigar case, handling all the popular brands handled by the local jobbers.

Dick Peyton, of 5 North La Salle street, is one of the biggest cigar brokers in the West. He represents several large Eastern factories and has his brands well placed. His two big brands, "Francis Lewis" and "Certificate," are jobbed by the Best & Russell Co.

Carl Von Hermann, of the Lexington Hotel, has recently added the "El Sedelo" brand of Sam I. Davis & Co. in several sizes.

Tom Diffley Curran, of 1124 Bryn Mawr avenue, has just put in a new sealed show window in his store. This gives him a chance to display his goods, and he says he has increased his business. He has a big display of "Curran's Smokers," his nickel leader, made by Storm, Fisher & Co., of New York.

Solomon Kohn, cigar manufacturer, who conducted a store at Twenty-ninth street and Wentworth avenue, is facing a charge of arson. A few days ago Kuhn's store was destroyed by fire. The circumstances looked suspicious, and Fire Attorney Sullivan began an investigation. The stock, it is declared, was over insured, and evidences of coal oil and gasoline were found by the firemen. The arrest of Kohn was ordered.

Nusser Bros. are to engage in the cigar jobbing business in Chicago, having opened offices in the Cambridge Building, at Randolph street and Fifth avenue.

This is vacation time, and it certainly looks it among the cigar and tobacco trades. So many dealers away—and the local salesmen taking theirs.

Cigar Man Robbed of One Thousand Dollars.

Attacked within a few feet of a large Socialist meeting, A. C. Thumm, a well-to-do cigar dealer, with several stores in Chicago and other cities, was dragged into an alley off Ontario street, near Clark street, last night and robbed of $1,115 in money and jewelry.

Arthur Smith, of St. Louis, who was charged with stealing $25 from the cash register and a box of cigars while Nathan Weinstein, owner of a cigar store at 2634 West Madison street, was in the rear getting him a piece of cloth to bandage a bleeding finger, was sentenced to serve ten days in the County Jail and fined $5 by Municipal Judge Dicker.

J. & B. Moos are putting out a 5c. Manila called "La Badenia." They are giving the trade a big window card, with a box inserted.

John T. Dee, of the Theobald & Oppenheimer Company, was in Chicago last week.

C. C. Paulson, manager of Best & Russell Company's Palmer House stand, is in Michigan on a vacation.

I was in a cigar store and asked the proprietor what made the place smell so rotten? "Business," he said.

A new Chicago factory is now being constructed at South Wood and East Twelfth streets by Alfonso Rios & Co. This concern manufactures the well-known "El Talento" and other brands.

George Meigs, of Sanchez & Haya, Tampa, Fla., was in Chicago a few days ago.

A. J. McBlair, of Marcelino Perez & Co., is expected back in town shortly from his vacation.

In town recently: Charles Jacobs, of Carlos, Fernandez & Co., and Dave Ehrlich, of Ehrlich & Kopf, Boston.

A. J. Simpson, secretary of the Best & Russell Company, left August 12 for South Haven, Mich., where he will spend a two weeks' vacation.

Burns & Goldfuss, 22 North State street, have remodeled their store. They have taken out the restaurant and installed a café and grill. They plan to rent the front of the store.

The penalty of doing business in the Loop is demonstrated by the failure of Ed. Dreifus, who had a fine cafe next to "The Colonial Theatre." He has been in business on Randolph street many years. Too much rent is the answer.

The Congress Hotel is regarded as the most valuable hotel property in Chicago, according to the figures of the assessor, the sum totaling close to $5,000,000. The next in line is the Hotel La Salle, with a valuation of $3,844,920.

R. E. Pellow, formerly of the Hartman Hotel, Columbus, Ohio, is to be the manager of the new Plymouth Hotel on Evanston avenue.

Wm. Best, president of Best & Russell Co., and wife are visiting in the East. He stopped over to see his life-long partner, Mr. Lorin Palmer, of Middlehaddam, Conn.

Best & Russell Put Out "Lovera Special."

Best & Russell Co. are putting out a new four for 25 cents, called "Lovera Special," made by Jose Lovera & Co., of Tampa.

Geo. Goldfuss, of Burus & Goldfuss, is away on a two weeks' vacation in Havana, Ill.; not after tobacco, but fishing.

W. G. Anderson, cigar department manager of The Fair, left on the 5th, to be gone until the 18th, the day of The Fair big employees' picnic, spending his vacation in Michigan.

The Home Drug Company, whose cigar department is managed by S. P. Doyle, have a new size in the La Soneda brand, called "Dave Clink," named after the well-known secretary of the North Western Traveling Men's Association.

Charles Isett has charge of the Borland Building cigar store, Monroe and La Salle streets.

Bert Shaw, the man who always puts a new cigarette on the map, has opened an office in the Mallers Building, room 1510, under the title of National Pathological Laboratory, giving cigar and cigarette men theatrical rates.

Ernie Meyer, formerly cigar stock clerk at The Fair, is at the Palmer House Cigar Store and doing well.

Thos. W. Sanders, the druggist at Aurora, Ill., who has a big cigar department in connection with his pharmacy, is now the mayor; so Tom gets his mail addressed as Hon. He makes a specialty of Cuesta-Rey & Co., Theobold & Oppenheimer and Storm, Fisher & Co. goods.

L. C. Marks & Co. now have headquarters and offices on the eleventh floor of the North American Building. This firm is featuring their own brands—"Escomada," "Lucasta," "Alamo" and "Woodbury." They also job cigars made by F. Lozano & Sons.

Storm, Fisher & Co., New York, are coming out with a new package, called "Kilties." It will be a "Scotch-Itch" style.

Frank L. Wells has opened his new store at 167 West Washington street. Among the brands carried are "Dulce," "Don Antonio," "Ravisloe Club," "La Amita," "Flor de Bolano," "Henry the Fourth" and "St. Andrew."

"Made in Chicago" Exposition.

Chicago is to have a "Made-in-Chicago" show October 5th to 13th. It will be held at the Coliseum and will celebrate the three-quarter century mark of Chicago's commercial and industrial progress. Exhibitions are to be made by all Chicago manufacturers and salesmen will be on hand to demonstrate and sell goods to visiting retailers.

Dick James, formerly with Groomes & Ullrich, was buried with Masonic rites a few weeks ago. Dick was very popular and a wonderful salesman. He leaves a wife and one son.

The Marco Cigar Company are remodeling their store at 164 West Adams street.

Albert Breitung has returned from his European trip.

Will Shelley, formerly manager of the cigar department for the Central Drug Company, is now hooked up with H. Schermerhorn, in the Inter-Ocean Building.

Samuel Paley, of the Congress Cigar Company, is another Chicago jobber who has gone to Cuba to make fall purchases of leaf.

Chicago is certainly a summer resort. The nights are cool and we have had so many cool days that it hurt the usual summer business. We have two seasons in Old Chi—Slack and Busy.

M. S. Greenbaum, of Francisco Bolano y Ca, has returned from a Western trip.

The Oppenheimer Cigar Company, of Saginaw, Mich., have opened up Chicago offices in the North American Building. H. A. Atkinson is to be Chicago manager.

It is reported that Buck & Rayner, owners of the Public Drug Store, are going to remodel the building at State and Adams streets now occupied by the Berghoff Brewing Company and locate the Public Drug Store on the first floor, renting the other floors. They will install a cigar department. It is probable that Best & Russell Co. will secure this.

E. E. Chapman and C. H. Meinhard, representing Wm. A. Stickney Cigar Co., St. Louis, were in Chicago recently on a pleasure trip.

C. A. Just, of the Peter Hauptman Tobacco Co., St. Louis, stopped in Chicago a few days on his way home from Manitou Beach, Mich.

John Walters, from Wichita, who represents Best & Russell Co. in Kansas and Oklahoma, stopped in Chicago en route for New York, where his family is located.

A. Fromherz, of Fromherz-Berlizheimer Co., has gone on his yearly trip to Cuba.

Harry Curry, Kansas City, Mo., representative for Best & Russell Co., was in Chicago recently. Harry says business will be great this fall, as crops are big in his section.

Jim Terrell had charge of the cigar department of The Fair during the absence of W. J. Anderson.

Best & Russell Co. have added a five cent brand of "Key West Linores," made by the Key West Cigar Company. Jake Kimmalsteil represents this company.

Best & Russell Co.'s Cashier Elopes.

Ralph Jordon Wilson, of 815 Michigan avenue, Evanston, cashier for Best & Russell Co., and Miss Evelyn Ware Wood, who resides at 5245 Wayne avenue, eloped to Kenosha, Wis., on Monday night, and were married by Municipal Judge C. E. Randall, because they wished to avoid a large wedding at the bride's home in September, for which her mother was planning.

Morse's Cafe and Garden, of 4800 Evanston avenue, of which Louis Jung is manager, do a big cigar business during the summer. This place is owned by Tom Chamales, who runs the Savoy (Wabash and Harrison streets).

E. A. Schroeder & Co. opened a swell drug store in the Bush Temple, Clark and Chicago avenues. They will have a large cigar department, as this is a favorable location for smokers. Schroeder handles all the popular local brands, keeping a big assortment.

Phinney & Smith, Chicago avenue and Clark street, jobbers, are making a special drive on the "La Espera" cigars, made by Fromherz & Berlizheimer Co., of Lake and Fifth avenues.

The H. H. Kohlsaat & Co., who have many restaurants in the Loop, feature their cigar department, and in some of their places give up one window for cigar displays. They make leaders of the "Tom Palmer" and "Tropics," of Wengler & Mandell, and the brands of Best & Russell Co., such as "Robert Burns," "Owls," "Palmer House," "Little Bobbie," "Hand Made" and "Sanchez and Haya." In package goods they sell a great many "Havana Splits," of Storm, Fisher & Co.

George J. Yocum, of Yocum Bros., Reading, Pa., and Dave Weinrich as they look on a boosting expedition on "Spana Cuba" and "Y-B's," in Los Angeles

Made in Detroit

DETROIT FACTORIES SHOW INCREASED OUTPUT

Frank N. Smith Leaves Hotel Pontchartrain—Berdan & Co. Featuring Wertheimer's "El Dallo"

DETROIT, August 10.

UNSEASONABLE weather has affected business somewhat. The summer has been so cold and wet that tourist business has fallen away very much, which means a considerable item to Detroit. Transportation companies, especially our lake and river steamer lines, have been hard hit. In view of prevailing weather, retail and jobbing cigar trade has held up satisfactorily. The manufacturing end shows every sign of activity. Herewith is appended the sale of cigar and tobacco stamps in this district for the months of June and July, as compared with last year:

	Cigars.	Tobacco.
June 1911	$70,729.98	$153,531.74
July 1911	62,661.08	148,169.04
June 1912	76,854.13	164,017.50
July 1912	75,287.64	166,066.02

This shows an approximate increase of 14 per cent. in each division.

In addition to the foregoing $1,346.46 in stamps for snuff were sold at the local office during the two months this year.

Detroit is a good labor market, an advantage conceded by all our sister cities. Yet, for all that, cigarmakers cannot be plucked from bushes. The great source of supply is in our Polish wards. Race suicide, in those sanctuaries of procreation, is an unknown heresy. Nevertheless our sturdy and worthy Polish dames, notwithstanding their most amiable and amorous efforts, are in grave danger of falling far short in the coming year of supplying the insistent demands of our factories for cigarmakers. And now comes one Jno. McNee, of London, Ont., to Windsor, the little burg across the Detroit River, and starts a cigar factory of a couple hundred hands, with the frank expectation of drawing his labor from Detroit. His son, James McNee, is superintendent in charge. At the outset he offers from two to four dollars more per thousand than is paid here for similar work. It will be interesting to note developments.

A recent change that started many tongues wagging is the withdrawal of Frank N. Smith from the management of Hotel Pontchartrain cigar department, which happened July 27. In a letter sent to various concerns with whom they were doing business, Messrs. Chittenden and Woolley, proprietors of the hotel, explain that Mr. Smith resigned owing to a disagreement regarding the operation of the department. Mr. Smith is widely known to the traveling public. He has been with the Pontchartrain since its start, five years ago. The success of the "Count Pontchartrain" cigar, made by Marcelino, Perez & Co., is largely owing to his efforts, he having made frequent suggestions as to shapes, packings, etc, which added to its popularity. The department is at present in charge of Al. Thornberg, who was chief clerk under Mr. Smith.

Do you want to see a nice retail outfit? Take a slant at the Berghoff Café stand from without; then drop inside and meet the boys face to face.

Changes will be made shortly at Harrison's, 54 Farrar street. A first-class café service will be installed in connection with the bar. The cigar privilege is in the hands of Ben Crittenden.

George Sharpe's new stand, 55 Gratiot avenue, is in charge of Larry Lawrence, who, until recently, operated the stand at 63 Michigan avenue. The latter was relinquished as the building was dismantled for improvements.

Central Cigar Store, corner Gratiot and Broadway, shows a window of "La Resta," a fine nickel smoke in a very classy package.

"Bellmo," a seed and Havana 5-in. Breva, distributed by the Jackson Company, McGraw Building, is well placed in leading stands here. Bob Schram, 115 Woodward avenue, has shown a very attractive 'Bellmo" window the past week.

Sol Mincer, of the El Mincero Cigar Company, reports a good season He has more demand for his "Invincible Club" than he can provide for.

Hart Brothers, 152 Gratiot avenue, are Detroit distributors for H. Traiser & Company's "Pippin," made in Boston.

Northwest Cigar Manufacturing Company reports steady progress. During Cadillaqua week, and since, there has been a window, at Central Drug Company's lower Woodward avenue store, of "De Vasto" and "Fambro," the Northwest's leading ten-cent and five-cent brands.

O'Brien & Co. have a neat display of "Heidelberg," made by Jno. G. Spatz & Co., Reading, Pa.

"Jimmy" Sweeney, the genial little bookkeeper of the Northwest Cigar Manufacturing Company, who has been laid up since March 7, was operated on for a hip deformity, at Grace Hospital, July 29. He was removed to his home, 402 Trumbull avenue, a few days ago, but is making progress slowly.

Frank R. Burdick, 267 Gratiot avenue, has returned from a three weeks' trip to Duluth and other points. He was accompanied by Mrs. Burdick, thus joining pleasure with business.

"Parson" Claude Howell, accompanied by "Ted" Briody and a couple of boxes of "Howell's Howl," departed August 3 for Canada, and ten days of the simple life.

Jno. S. Capen reports very fair sales at his three stands, the Ford Building, Union Trust Company Building and Penobscot Building, respectively. Drawing his patronage largely from people who make a practice of going away in hot months, his trade is naturally affected somewhat in the summer season. Mr. Capen has recently added to his line a few sizes of "Lozano" and "Corina," also six sizes of "Elora," a seed and Havana cigar, made by H. C. Nolan & Co. of Philadelphia. All these are bought direct from the factory.

Archie Connell and Mrs. Archie, who preside over the Union Trust Building stand for J. S. Capen, are enjoying themselves in Oakland County, getting fish, sun-burn and new-mown milk.

Berdan & Co. have been showing Wertheimer Brothers' "El Dallo" here lately, an excellent nickel cigar, packed individually in neat white pouches that appeal to the eye. It is carried successfully at Robinson Brothers, 11 Grand River Avenue, Kinsel's drug store and elsewhere.

Mrs. Alma Kenney bought the fixtures and cases of the Trussed Concrete Building cigar stand, from Mrs. E. M. Rich, Saturday, July 27. She has put in an entirely new stock. This is her initial experience in the cigar business.

S. C. Whited, 789 Woodward avenue, is temporarily lacking a location. He hopes to be in his new place, 793 Woodward avenue, by the middle of September.

H. W. Watson Cigar Company have added to their retail stands Klenk's, 28 Michigan avenue, and Gline's, 725 Woodward avenue.

Sidney Rothschild, Havana broker and exporter, left for Boston, August 5, and sails shortly for Cuba. In addition to an enjoyable visit with his family Mr. Rothschild negotiated several nice Havana deals while here.

Harry S. Rothschild leaves for New York in a day or two. During his three weeks here he was too occupied to really afford much leisure for recreation and pleasure.

Herbert Weil, of San Telmo Cigar Manufacturing Company, left August 3 for a ten days' stay at Charleroix, Mich., accompanied by Mrs. Weil and a handsome son and daughter.

Mr. and Mrs. J. P. Hemmeter sail August 21 on steamship "Mauretania" for a pleasure jaunt to Europe, returning in October.

Mrs. Morris Pflaum, of Minneapolis, arrived here August 5 to spend some weeks with her mother, Mrs. Kaufman S. Rothschild. Mr. Pflaum will join her in a few days.

Miss Eleanor McCarthy, a private secretary of Messrs. Fritz Bros. Company, of Cincinnati, lingered here two days while on her way to Mackinaw Island. Miss McCarthy was charmed with Detroit.

Archie Hiscott, well known to the cigar and cigarette trade, has signed up with F. H. Leggett & Co., New York distributors, and will represent them here and throughout the State.

Walter James, representing Cuesta Rey & Co., arrived August 5 for a week's work with advanced trade. J. L. Marcero & Co. are distributors here.

Mr. Comary, specialty man for Lipschutz' "44" cigars, is out in the State working with J. L. Marcero & Co.

The "El Jaffe" representative, of Baum-Jaffe Company, Philadelphia, was in town this week. Likewise Ben Sommerfield, of Mendel & Co., New York; Col. Crane, representing Kraus & Co., Baltimore; Richard Fittig, of Rokohl Brothers, New York; P. F. Alberty, F. H. Leggett & Co., New York; H. W. Coe, Chicago, representing G. W. Faber & Co., New York; Henry Alces, Simon Batt & Co., New York. Among leaf salesman recently here are A. Hirsch, Jos. Hirsch & Son; Howard Kinney, H. Duys & Co.; C. J. Waxelbaum; M. Sorluy, F. & E. Cranz; Wm. Ehler, N. Gunther, Cincinnati, O.

S. F. HEAVENRICH.

A new cigar stand has been opened at Salt Lake City by A. L. & H. D. Park, featuring "Bank Note" cigars.

Dan Wharton, formerly of Rothenburg & Schloss, is now representing Bustillo Brothers & Diaz, was reported in Salt Lake City, where he left unmistakable tracks of big business.

Retail Briefs

The Men That Blaze the Trail

J. Thompson is a new retail tobacco dealer in Albion, Neb.

J. D. Riddell has purchased the cigar store of J. F. Fink, Dalles, Ore.

Thos. Dixon, of Bishee, Ariz., has sold his cigar store to J. C. White.

Edward Morim, of San Jose, Cal., has sold his cigar business to Allen Filcock.

Theodore Miller has opened a new store in the Reinhart Building, Princeton, Ind.

Eric Schneider has purchased the cigar store of Warren M. Caskill, Atchison, Kan.

H. C. Kilancier has acquired the cigar store of Ellsworth & Johnson, Anacortes, Wash.

Clarence Olmstead has taken over the cigar store of James McKiever, Nebraska City, Neb.

J. H. McDowell has succeeded to the entire cigar business of Barr & McDowell, Sacramento, Cal.

Harry Greenblatt, of Sioux City, Ia., has sold his Quality Cigar Store to Frank Harney, a progressive retailer.

A new addition to the retail tobacco ranks is Harry Davis, who opened up a stand at 2017 Fourth street, South, Minneapolis, Minn.

R. H. Montgomery and William Petard are opening a retail cigar store at Water and Eldorado streets, Decatur, Ill.

Samuel Henneberger, of Chambersburg, Pa., has sold his cigar store on South Main street to J. L. Lesher, who took immediate possession.

Thieves recently gained entrance to the cigar store of Mrs. Emma Butterworth, of Lansdowne, Pa., and secured $80 in money and cigars.

Charles S. Seabletz, a cigar dealer of 315 East Twelfth street, Kansas City, Mo., was found dead at his residence several weeks ago in that city.

Lewis Leavitt is a new cigar retailer to enter the field in Old Town, Me. He has leased a store in that town formerly occupied by Hadley Rhoades.

Fire did considerable damage recently in the cigar store of Travis Schaub, 327 Spring street, Fall River, Mass. The loss will amount to about $100.

The cigar store of Charles Proctor in Hornell, N. Y., was recently entered by thieves, who took a large quantity of cigars, cigarettes and tobacco.

J. W. Metz has taken over the cigar store of Mrs. Catherine E. Hammell, 199 South Broad street, Trenton, N. J., and took immediate possession.

John Humphries, proprietor of Humphries Cigar Store, Pontiac, Mich., has leased another location at No. 6 North Saginaw street, where he will move his business about October 1st.

F. E. Roberts has opened his sixth cigar stand in Springfield, Mass. The new stand is in the Hotel Worthy and will be in a class with Mr. Roberts' other stands, first-class and up-to-date.

Edwin G. Wheat has leased a store near Delmar and Hamilton avenues, St. Louis, Mo., and will open a first-class confectionery and cigar store. Mr. Wheat intends to instal fixtures worth $6,000.

Eby & Warner, proprietors of the cigar stand at the Centlivre Hotel, Fort Wayne, Ind., and the Bungalow Cigar Store in that city, have taken over the Blitz-Becker cigar store and will take possession September 1st. This latest deal makes this firm one of the largest tobacco dealers in that city.

Trade Booming Around Hustling Los Angeles

Well Advertised Brands Selling Very Well—Mike Roth Easily Disposes of Large Shipment of "London Trophies"

LOS ANGELES, August 7.

U. J. HESS, of the A. Santaella y Ca., left for San Francisco after a brief stay here in the interest of the "Optimo" cigar. This cigar ranks amongst the highest, as a big seller in the clear Havana cigars in this market.

Mr. Joe Goldsmith, representing M. A. Newmark & Co., of this city, left for a trip "around the Kite" where he enjoys a good business on his several lines. M. A. Newmark & Co. distribute "José Vila" clear Havana cigars and W. K. Gresh & Sons' "Pathfinder."

Robert Gans, of J. J. Gans Bros. Company, is sending in some nice orders from Bakersfield on "Tom Keene" and "Lawrence Barrett." They are doing a splendid business on the above brands and can safely say that these two brands especially are handled in all businesses where cigars are sold. This firm is using about 300,000 "Tom Keenes" a month, and the "La Natividad" clear Havana cigar is also well distributed in their entire territory.

Mike Roth has received his first shipment of 50M. "London Trophies," a 2 for 5c. cigar, and was successful enough to dispose of the entire amount in one week. He has wired the Wabash Cigar Company of Pittsburgh, Pa., makers of the "London Trophies," for 100,000 of this brand for immediate shipment.

Ed. Cohn, of the College Inn cigar store, has a beautiful "Lovera" window display, showing forty-two sizes of that brand, ranging from five to fifty cents each.

Mr. E. E. Klauber, of the firm of Klauber-Wangenheim, left with his family for a two weeks' stay at Delmar, where most of their time will be spent in fishing and golfing.

Mr. and Mrs. J. B. Bonhaus have returned from their vacation to the mountains. Mr. Bonhaus is on the job again, talking "Post Dispatch" to the trade.

Samuels Brothers have a very attractive window display on the famous "El Templo" cigars.

Mr. D. Frohluhstein, general manager for the A. B. Greenwald Cigar Company, left for New York on August 1st, in the interest of the firm and to make arrangements for new lines, and at the same time to get acquainted with Eastern factories. Mr. Greenwald will leave for New York City on the sixth of August, joining his manager with a view to assisting him in the many new lines which they are figuring on.

Mr. Frohluhstein was, up to March 1st, with Smith Bros., and afterwards with the Hernsheim Company, being sales manager for the Coast on the "King's Court" cigar.

Klauber-Wangenheim Company have been unusually busy on country shipments for the past few weeks, sales on all their popular leaders exceeding all past records. They report a heavy demand on "Optimo," "Chancellor," "Post Dispatch" and "Pippin" cigars.

From Inyo County Mr. Percy Dutton is sending in good orders, and E. A. Nace, the firm's representative in Imperial Valley, has a splendid business over his entire territory.

Mr. Marx will leave shortly on his regular 60 day trip over Arizona and New Mexico, and Mr. Fisk will in the future cover the San Luis Obispo trade for this firm—he, by the way, has just started on his initial work. Mr. Barnes has just returned from his usual successful Santa Barbara trip. Mr. Bonhaus is again visiting his trade, after a brief illness, and is making things hum for his firm—at least it seems so, by the looks of his order book.

M. B.

BOSTON

Dealers Doing Fair Summer Trade— Patrick Morris Opens Wholesale House in Newburyport

BOSTON, AUGUST 8.

THE cigar and tobacco industry is about the same as last month. The jobbers are doing more business this year than last, but take it all round, both the wholesale and retail houses are having a good business.

As the Boston elevated railroad strike is at an end, the people are out more, the reports from the mountains and seaside resorts are favorable to trade, and many of the retailers report business as good.

"Twin Oaks" has been advanced two cents per dozen.

Errlich and Kopf have installed a new window in which they are featuring "La Verdad" cigars; also a full line of pipes and smoking tobacco.

F. G. Rosendorf and A. W. Bosworth (Liggett & Myers Tobacco Company's "Fatima" staff) are working in the market at present and have secured a number of attractive window displays.

The "St. Ledger" little cigars have been advanced fifty cents per thousand.

M. M. Moore ("Lucky Strike") was here last week looking over the trade.

"Hustler" little cigars have a new novelty. To each box is attached a wooden domino.

The trade here has been advised by the American Tobacco Co. that "Town Talk" plug tobacco has been advanced one cent per pound.

The Wilson House Drug Company have purchased the stock and fixtures of Ellis George Fruit Company's store on Main street, North Adams, and after disposing of the stock, will open with a full line of drugs, cigars, tobacco and accessories.

John M. Cassidy will open a drug store in the Phelan block, Lee, Mass.

Patrick Morris, formerly manager of Simon S. Beloff Tobacco Company, Amesbury, has opened a wholesale tobacco store on Water street, Newburyport.

The Holly Drug Store, corner Holly street and Acushnut avenue, New Bedford, has been purchased by Fred R. Brown, who will carry a full line of cigars, etc.

The Ricker-Jaynes Drug Company has opened its twelfth store in Boston. The public opening took place last week. The store is situated on Fremont street, between West and Mason streets, in the very heart of the shopping district.

Most all of the principal retail cigar stores have a fine window display of goods and accessories.

Lorenzo P. Bennett, aged forty-four years, a well-known cigar manufacturer, died Wednesday, at his residence, 28 Lebanon street, Winchester, Mass. He was born in East Boston and has been in the cigar business for twenty-five years in Boston.

The trade here has received notice this week from the American Tobacco Company that "Ivy" and "Eglantine" plug tobacco have been advanced one per cent. per pound.

Butler & Butler have begun an interesting campaign with Lauren's cigarettes. The jobbers are receiving a large number of calls for the goods.

Daniel Frank & Co. has a fine trade in both domestic and Havana cigars, but the "Flor del Mundo" cigar has the call at present.

W. E. Howard (R. J. Reynolds Tobacco Company) has returned to town after an extended trip.

WM. T. HENDERSON.

Frank Ware Files Bankruptcy Petition

Frank D. Ware, a member of the Ware-Kramer Tobacco Company, Norfolk, Va., which company recently won a suit for damages against the American Tobacco Company, has filed a voluntary petition in bankruptcy, placing his liabilities at $100,000 and assets at $285. Recently Mr. Ware has been acting as traveling salesman for the American Tobacco Company. Albert Kramer, his former business partner, also went into bankruptcy last week.

Incorporations and Changes in the Tobacco Trade

Mutual Cigar Company, Atlantic City, $100,000 capital, to deal in tobacco. Incorporators: William A. Hentz, Charles A. Mack and Le Roy Adams.

Blackstone District Tobacco Association, Inc., of Blackstone, Va. Changing name to the Farmers' Warehouse Company of Blackstone, Inc., and increasing its capital from $15,000 to $25,000.

The Cigarette Company of Costa Rica, New York. To manufacture cigars, tobacco, etc. Capital, $20,000. Incorporators: J. W. Surbrug, B. E. Piza and S. E. Piza.

The Homewood Drug Company, Homewood, Ill. Capital, $5000. Incorporators: P. Corkell, Barrett O'Hare and G. W. Harding.

Timen & Wollkind, Inc., New York. To deal in drugs, etc. Capital, $15,000. Incorporators: Alfred Timen, Manuel Spielberg and Abraham Wollkind.

The Tobacco Import Company, New York. To deal in cigars and cigarettes and to cure tobacco. Capital, $100,000. Incorporators: Ferdinand Zegri, Philip Wirth and George D. Edenbaum.

The Pioneer Distributing Company, of Woonsocket, R. I. Capital, $100,000. To do a wholesale and retail liquor and cigar business. Incorporators: Napoleon Malloux, Charles Garmeau and J. C. Malloux.

The Ed. A. Goodman Company, of San Francisco. Capital stock, $10,000. Officers: Ed. A. Goodman, president; George S. Goodman, New York, vice-president, and Leo Goodman, secretary.

Monticello Cigar Factory, Inc., Charlottesville, Va. C. C. Wertenbaker, president, Charlottesville; J. Goulay Martin, Charlottesville; W. L. Smith and C. W. Allen, Charlottesville, and W. D. Waters, vice-presidents, Alberene, Va.; J. C. Noel, secretary, Charlottesville. Capital, maximum, $10,000; minimum, $5000. Objects: Buy and sell tobacco in all its forms.

Interior View of the Simmel Cigar Co. Store, Long Beach, Cal.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

All Tobacco Lines Busy in York

YORK, August 9.

THE cigar manufacturers, leaf men, jobbers, retailers and growers are all busy in this region at present and there is no indication of a let-up. Orders for the fall season are now coming in with pleasing regularity and the factories are usually working with full forces.

A total of $112,564.12 was taken in from the sale of stamps at the York office of the Ninth Internal Revenue District during July, the receipts being larger than for any previous month in a long time. They exceeded those of July, 1911, by $25,550.26 and were $17,508.73 greater than the receipts for June last.

Last month fifteen new factories, affording employment to more than 112 hands, were licensed in York County. The largest was that of the United Cigar Manufacturers' Company, Hanover, where more than fifty cigarmakers will be put at work. The plant of the Toomey Cigar Company, Dover, will employ fifteen hands. In June, last, but nine factories were opened in this territory. The larger factories licensed during July, their location and the number of hands each will employ follows:

Cora R. Heise, Yoe, five hands; Ruth Kinard, Yoe, five hands; F. E. Minnich, Dallastown, five hands; William M. Ingler, Dallastown, five hands; Norman L. Smith, Windsor, five hands; Edward Smith, Bittersville, five hands; Toomey Cigar Company, Dover, ten hands; K. W. Brenneman, five hands; United Cigar Manufacturing Company, Hanover, more than fifty hands.

D. Frank Kaltreider, the Red Lion cigar manufacturer, has left on a business trip to the West.

The growers of tobacco in this county have been considering for some time whether they could not receive better prices for their leaf if they formed an association. With this end in view farmers in the lower end of the county gathered together at Chanceford and formed the Chanceford Tobacco Growers' Association. The prices received last winter and this spring for the Burley grown in this county has done much to cause the farmers to do some tall thinking on this question and it is hoped to boost prices considerably. William Wise was elected president; Kervin Beard, treasurer, and Neal Dougherty, secretary of the association. In outlining the plans for the future Mr. Wise urged all growers to hold their crops until matured, as this method of selling had much to do with the low prices.

A. F. Fix, the Dallastown cigar manufacturer, recently received a carload of tobacco from Ohio. Mr. Fix reports a brisk business at present.

George Richard, twenty-four years of age, who was arrested in connection with the robberies of the McNamara store, has confessed to his part in the affair.

The C. H. Plitt Company report satisfactory progress on the campaign being waged on the "Liar" cigar. This brand, which has only been worked locally so far, will soon be pushed on the outside. If the reception in other places can be judged by the results in York, it should soon be one of the best known nickel leaders in the East.

William Toomey has given up his cigar factory at Dover and has moved his business to this city. Mr. Toomey's father and a son, Charles, will shortly open the Dover factory after some arrangements have been completed.

Lancaster County Crop Very Irregular

LANCASTER, August 7.

THE 1912 crop of Pennsylvania, according to all indications, will be one of the most irregular in years. This is in part due to the late planting, to the recent cool nights, and also to the hailstorm which passed over this county several weeks ago. The harvesting in all probability will run on late in the fall until frost comes. Little of the tobacco is ready for topping and much of it is still quite small.

The Lancaster County Tobacco Growers' Society, at its last meeting appointed a special committee, which will take up the question of prices at the next meeting. They are considering the building of warehouses in different sections to which they can take their tobacco and from which it can be sold in bulk.

Many of the leaf tobacco and cigar men are away on vacations or have just returned. Milton H. Ranck and wife have been on a trip to Atlantic City, where Robert M. Granat also rested for a time. Simon Shissler has also been to this popular Jersey Coast resort, and Samuel Giesel expects to go there shortly.

Among the recent visitors in town were noted the following: H. E. Stevens, E. Rosenwald & Bro.; W. H. Uhler, of Lebanon, Pa.; J. M. Jacoby, of Meyer & Mendelsohn.

F. Denlinger & Co. have taken over the cigar stand of the John Hart Cigar Co., in the Widmyer & Kinnard Building.

Daniel Manheimer, of the Imperial Cigar Co., is again home after an extended trip through the Middle West. Mr. Manheimer was much pleased with the results of his trip.

A. S. Gantz, who has been with the S. R. Moss Cigar Co. factory for a number of years in the capacity of floor superintendent, has severed his connections with that concern and will hereafter devote all his time to his store and factory. He will put out the "Lancaster Belle" and "Summons" brands, and with his son will do business as A. S. Gantz & Son.

E. M. Cohn, the leaf dealer, recently made a business trip to Ohio.

L. R. Ryder, the cigar manufacturer, is on a business trip through the Middle West.

T. W. Mitchell and S. M. Ottinger, of Mitchell & Ottinger, are on a trip to Florida for several weeks.

Reading Trade Still Shows Upward Trend

READING, August 9.

THE improvement in local tobacco circles which began to be noticeable several weeks ago, shows no signs of slackening up. Jobbers and retailers, as well as the manufacturers, are all doing an increased business and are looking forward to a brisk fall season.

One of the most important happenings within the past fortnight is the change in the Porta Vana Company. P. H. Hildebrand, president, general manager and a director of the company, has resigned and will go into business for himself. Mr. Hildebrand has filed a $10,000 bond for the manufacture of cigars and will open a factory at 750-752 Penn street, on the second floor of the building occupied by the Porto Vana Company. One hundred hands will be employed. Mr. Hildebrand is a man of wide experience in the manufacture of cigars and enters his new venture with the best wishes of a host of friends.

Sides & Miller filed a $500 bond and will open a factory at 947 North Eleventh street. Good & Renninger filed a bond in like amount for the manufacture of cigars at Boyertown.

Deputy Cranston reports the cigar business to be very brisk over the entire district and predicts that the rush will continue until after the holidays.

William A. Romberger, a well-known Reading railroader, has been granted 90 days' leave of absence. He has purchased a cigar store at Tenth and Amity streets.

The cigar stand in the American House is carrying one of the most complete assortments of brands in the city. The stand is in charge of Schlapping & Eddy and is very convenient, both to the man on the street and the commercial men who patronize this popular hostelry. Some of the brands featured are the "Leda," T. H. Hart & Co.; "Y-B," Yocum Bros.; "El Proposo," Theobald & Oppenheimer; "44," 44 Cigar Co., and "Havana Ribbons," Bayuk Bros. Co.

The Fidler Cigar Co., of Womelsdorf, is doing an exceedingly good business at present. Mr. Fidler is now on a trip for the firm and is receiving good orders for their cigars.

W. W. Stewart & Sons, report a healthy demand for the "John Hay" cigar. This brand is now being pushed heavily by the Potteiger store and is making steady headway. A number of attractive window displays can now be noted around town.

There is no let up in the activity at the factory of Yocum Bros. Geo. Yocum is still in the West, working hand in hand with wholesalers on the Pacific Coast boosting the "Y-B" and "Spana Cuba."

Large Gain in Ninth District on Cigars

THE returns for the month of July in the Ninth Pennsylvania Revenue District show a gain over June of almost 7,000,000, being 66,232,400 cigars. These figures show the largest production for ten months and are especially remarkable for a supposedly dull summer month. Conditions as a whole are very encouraging, and would seem to predict one of the best fall seasons for years.

The output of cigars in this district for July of the past seven years is as follows:

July, 1912	66,232,400
July, 1911	57,762,990
July, 1910	58,674,493
July, 1909	57,326,140
July, 1908	61,321,460
July, 1907	72,041,760
July, 1906	65,690,540

The output for June of this year was 59,357,560.

Ganzel & Blum will open a new cigar and pool stand in McGlenny Building, at Rochester, N. Y. Charles McGrath will run the cigar end. John Ganzel, of the firm, is well known in baseball circles, being manager of the Rochester League Team,

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, August 9.

ALTHOUGH we are in the midst of the dog days, the majority of our business people do not know what vacation or holidays in the summer time are, at least as far as the tobacco trade is concerned. Under the old Spanish regime we did not have even a free Sunday, as the afternoon was the only time that business closed down. Since the American intervention we have made some strides forward, and there is no business done any longer, although the cart men do bring tobacco from the railroad station still on Sunday morning, which obliges the help naturally to receive the loads in the warehouses. The Saturday half-holiday in the summer time North is also unknown here, with the exception of the Henry Clay and Bock & Co., Ltd., which has inaugurated this custom here likewise. The Spaniards are very hard workers, at least as far as keeping late hours is concerned, but it is a question whether the American merchant that works less hours does not accomplish as much as the Spaniard by working longer. That time is money is not appreciated as such here, and a great many words have to be wasted to do business.

Our leaf market has been very active, a good many buyers have made their periodical visits to lay in stocks. There is some kicking about high prices this year, but this is always the case more or less every year, and we are getting accustomed to hear this talk. The fact is, that this year's crop has found a ready acceptance, the taste and burn are universally excellent, but there is the drawback of the unclean or spotted wrappers. This complaint is justified, only in the language of the late Bill Tweed: "What are you going to do about it?" People will have to get accustomed to these colors, as with the exception of the darker shades, there are no others, and the whole cigar-manufacturing world of clear Havana cigars is in the same boat. We must reckon with facts, and it is useless to talk of what might have been. The trouble is people have been spoiled with beautiful, light-colored wrappers, and now while there are none to be had they will kick for a short time, like a naughty child; but they will get over their temper and later agree that the taste is fine, no matter how ugly looking the wrapper may appear and offend their aesthetic eyesight. As our palate and nose have all to say, we ought to suppress the presumption of our eyes to dictate to us.

All leaf dealers are trying to make us believe, that the crop is only about half what has been published previously, and if this should be proven later on to have been the truth, then the present higher asking prices would be justified. The buyers here seem to have taken stock in these reports, and for this reason we have had quite heavy transactions in our market.

Sales for the last two weeks totaled 24,234 bales, or consisted by origin of Vuelta Abajo 8511, Partido 5507 and Remedios 10,216 bales.

Buyers were: Americans 5788, exporters to Europe 7467, shippers to South America 477, and our local manufacturers of cigars and cigarettes 10,502 bales.

Exports of leaf tobacco from the port of Havana from July 22 to August 3, were:

To all ports of the United States,	5531	bales.
To Bremen and Hamburg,	6787	"
To Austria,	440	"
To other ports of Europe,	240	"
To Algiers,	16	"
To South America, Argentine and Chile,	477	"
Total,	13,491	bales.

Receipts of Tobacco From the Country Were:

For two weeks ending August 3, 1912.	Bales.		Since January 1, 1912. Bales.
Vuelta Abajo,	33,954		81,137
Semi Vuelta,	2,836		9,089
Partido,	2,756		11,086
Remedios,	29,133		94,723
Mayari,	43		1,476
Total,	68,722	Total,	199,311

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Marcelino Perez, of Marcelino Perez & Co.; E. Guedalia, of Guedalia & Co.; Max Schwarz, of Max Schwarz; Sol Cane, of Cane Bros.; H. Anton Bock, of H. Anton Bock & Co., and Francisco Fonseca, of Francisco Fonseca & Co.

From Tampa: Valentin Antuono, of Valentin Antuono; F. R. Diaz, of V. Guerra, Diaz & Co.; José Escalante, of José Escalante & Co.; Fred. J. Davis, of S. I. Davis & Co.; Celestino Vega, of Celestino Vega & Co.; Laureano Sanchez, of Laureano Sanchez & Co., and C. B. Witt, of C. B. Witt.

From Chicago: Sam Paley, of Sam Paley; Matt. Wengler, of Wengler & Mandell; Harry Slavinski, of the Havana Importing Company, and Emil Wedeles, of Wedeles Bros.

From Key West: Henry Nichols and A. Artolozaga, of G. W. Nichols & Co.

From Amsterdam: Van den Corput, of Van den Corput.

There also arrived from New York: S. Ruppin, of S. Ruppin; Fritz Lederer, of Heinrich Neuberger, and Alfredo Selgas, of Selgas & Co.

Returned—L. S. Houston, of the Henry Clay & Bock & Co., Ltd.; Leslie Pantin, of Leslie Pantin; Mark A. Pollack, of Mark A. Pollack, and Ernest Ellinger, of Ernst Ellinger & Co.

Departures—For New York: B. Castellanos, Manuel Pendas and Max Stern.

For Tampa: S. Gonzales, Francisco Bolaño, Celestino Vega, Valentin Antuono and C. B. Witt.

For Chicago: August Kuttnauer, A. Fromherz and Sam Paley.

Cigars.

The official figures of our exports from the port of Havana have not been published yet, but it is known that we have fallen behind over another one and one-half million of cigars, as compared with the previous year, in the second half of July, and manufacturers with whom we talked explained this that the new tobacco had not been in condition yet to be worked freely, and as the orders on hand called for new cigars they were unable to fill the orders on hand. If this explanation has been the real true cause, then we ought to see a decided improvement this month.

Our principal factories all claim to have enough orders on hand from the United States, Great Britain, Canada and Germany, while Australia, the South American Republics and some of the lesser countries have also called for cigars in proportion to their trade in Havana cigars, but as they have no particular news to give this time we simply mention their names, as follows, viz: H. Upmann & Co., Partagas, Romeo y Julieta, Sol, Castañeda, the principal factories of the Henry Clay & Bock & Co., Ltd., La Escepcion, the Elite factory, Eden, La Diligencia and C. E. Beck & Co.

Buying, Selling and Other Notes of Interest.

Don Adolfo Moeller does not seem to stop to hammer the iron while it is hot, as he added 2,345 bales of tobacco to his list of exports to Germany during the last two weeks.

The old, sterling firm of Sobrinos de A. Gonzales heads the list of sellers of leaf tobacco during the past fortnight, with 1,750 bales of all kinds of leaf.

H. Upmann & Co. were buyers of 1,690 bales of leaf for their famous H. Upmann factory, for export to Europe, and also a part for account of their customers.

Gonzales & Benitez sold 1,555 bales of Semi Vuelta and Remedios to their customers during the above-named period.

Sylvester & Stern received 8,500 bales on account of their various previous contracts made in this city.

Don Maximo Stern left for New York on a short vacation last week.

José C. Puente closed transactions amounting to 1,345 bales of Vuelta Abajo, Partido and Remedios.

J. F. Berndes & Co. were buyers of great importance in our market, as their shipments reached the respectable figure of 1,545 bales of leaf for Germany and Austria.

Muñiz Hns disposed of 1,217 bales of Vuelta Abajo, Remedios and a small part of Partido.

Silveira & Co. continue to be actively engaged in filling orders for the German market, as their shipments amounted to 1,135 bales during the past two weeks.

José F. Rocha was a large seller, as he delivered 1,200 bales of leaf.

Adolph Kuttnauer secured some 800 bales of choice vegas for account of Rothchild, Sons & Co., of Chicago.

Gutierrez & Diehl sold 1,100 bales of their own stocks of tobacco during the past fortnight, and they purchased for export in the open market 552 bales. Mr. Hermann Diehl returned from a trip to the Santa Clara province, having inspected their various packings of Remedios, and he expressed himself as very much satisfied with the purchase made by their numerous contingent of country buyers that attended to the receipts of the green leaf in bundles from the farmers.

Menendez & Co. turned over 1,010 bales of Remedios and Vuelta Abajo to their numerous customers, as they are known for their honesty of dealings and their word is as good as gold.

Henry Nichols was a buyer of 800 bales of Vuelta Abajo for their well known Solace factory at Key West. He, in company of his foreman, A. Artolozaga, selected the finest vegas from the lowland section.

Camejo & La Paz closed transactions of 908 bales of Vuelta Abajo to Northern buyers, as well as to local manufacturers.

Romeo y Julieta purchased 800 bales of some extra fine vegas from local dealers in this city, as they are always in the market for choice goods.

Herrera, Calmet & Co. sold 575 bales of Remedios from their choice packings in the Santa Clara province.

Leslie Pantin was a buyer of 766 bales of leaf for account of his customers by cable, as his total purchases during the past week would more than double this quantity.

Rz Bautista & Co. were sellers of 525 bales of their famous packing from their renowned farm "La Divina" at Wajay.

Don Marcelino Perez is still in town, examining and buying any choice lot of tobacco that he comes across. So far he has acquired some 500 bales.

Don José Menendez sold 521 bales of Vuelta Abajo and Partido to the large list of customers that appreciate his square dealings.

The Partagas factory secured some 500 bales of choice Vuelta Abajo fillers.

I. Kaffenburgh & Sons sold 500 bales of their fine Remedios and Manicaragua packings.

Don Antonio Calzada, of A. M. Calzada & Co., has been suffering for some time from an attack of bronchial trouble, and in order to get cured he went to the Trinidad Mountains, which might be compared to the Catskills of the United States, and we are glad to say that he has recovered from his ailings completely. Don Antonio is the president of the Moka Cuban Coffee Company, which possesses vast tracts of lands near Trinidad. He has not been buying any tobacco this year yet, as he holds the conviction that prices are bound to decline, and therefore is waiting for a drop in them.

Mr. H. H. Strater is getting along finely with his large Manicaragua packing, which he calculates to yield him about 4,000 bales when finished. He is turning out 35 bales daily, and is very much pleased with the fine quality of the goods received up to now. The low grades he has had no trouble to sell at top market prices.

Mr. Leslie Pantin returned, with his family, on the 7th inst., by the S. S. Havana, accompanied by three of his customers. He was warmly welcomed by the numerous friends that awaited him on the dock.

M. A. Basarrate, at Prado 123, told us that he had sold from June 1st to July 29th 701 bales of old and new Vuelta Abajo.

Principal shippers of leaf tobacco, from the port of Havana, during the last two weeks, above 200 bales, were: A. Moeller, 2,345; J. F. Berndes & Co., 1,545; Silveira & Co., 1,135; Sylvester & Stern, 1,060; H. Upmann & Co., 890; Leslie Pantin, 766; Gutierrez & Diehl, 551; Selgas & Co., 308; H. H. Strater, 272; Seeler, Pi & Co., 260; Garcia & Co., 256; M. Suarez, 246; I. Bernheim & Sons, 233; Diego Montero, 222; Menendez & Co., 219; Carlos M. Wintzer, Sr., 212, and Mark A. Pollack, 200 bales.

ORETANIV.

Wengler & Mandell to Erect Factory Building

The Wengler & Mandell Company, manufacturers of "Tom Palmer" and "Tropics," have purchased the leasehold, as told exclusively in last issue of THE TOBACCO WORLD, covering the northeast corner of West Madison and Robey streets, Chicago, the lot being 150 feet by 125 feet. The purchasers will immediately begin to erect a cigar factory building to cost $65,000, which will enable them to keep up with the demands.

The tobacco growers of Cynthiana, Ky., are rapidly subscribing for the stock of the new Cynthiana Loose Leaf Tobacco Warehouse Company, and incorporation papers will soon be filed.

Convention of Eagles Benefits Cleveland

Many Decorations and Window Displays in Cigar Stores for Event—J. C. Leverance "La Saramita" Booster Home Again—London Whiff Co. Pushes "Moses Cleveland"

CLEVELAND, O., August 9.

OF all the birds in Cleveland last week the Eagles were the most popular. We gave them the key to the city and more than welcomed all those who entered.

On Monday evening, August 5th, at 8 o'clock, the grand arch in the Public Square was illuminated and the festivities commenced. The decorations in the different cigar stores and the displays were especially attractive. Also they were very popular as our local dealers will all testify.

Two great attractions of the week were the record-breaking automobile races of Bob Burman at the Randal Tracks and the ball games at League Park. The electrical pageant in the evening attracted great crowds from all over. Wednesday evening, August 7th, was selected for the Grand Carnival in the down-town streets. A downpour spoiled part of the festivities, although it did not prevent the coronation of the Queen, Miss Elsie Cervenka. Money prizes were awarded that evening to the different divisions which took part in the Mardi Gras fête. Thursday morning, August 8th, the grand parade of the week took place. It proved to be the biggest, longest and the most representative parade the Eagles have held in the fourteen years they have been getting together for their annual celebration.

Nate Gleichman, the man with the smile in the Park Building, reports business good during the Eagles meet here.

George Bassett, the Osborn cigarist, is back in harness again after an illness of three or four days.

Nate Seidman, of the Century Cigar Company, has no reason to complain. Business is holding up nicely. He is featuring the "El Sidelo," of Saumel I. Davis y Ca, and the "Henry the Fourth." All his other brands are moving rapidly.

The Polster Cigar Company, One Hundred and Fifth street and Euclid avenue, reports a nice, steady increase.

J. C. Leverance, of the Shields-Wertheim Co., just returned from a trip through the West and reports "Saramitas" are big sellers on the territory.

Chas. Schutthelm, the good-natured cigar man in the Standard Drug Company cigar stand, in the Old Arcade, has got his hands full this week trying to get everything in readiness for his vacation. He leaves Saturday for a two weeks' stay along the lakes.

Mr. Teitelbaum is moving from Scovil avenue to new quarters, corner East Ninth street and Woodland avenue.

George Scrambling, president of the George B. Scrambling Co., is one of Cleveland's very busy men. "Montoro," their new broadleaf Havana cigar, is certainly finding favor with the retailers.

The R. & W. Jenkinson Co. report a steady increase on their "Duquesnes." Mr. George Scrambling took over their wholesale department May 10th. The stores were retained, as they were no part of the sale. At that time Mr. Roland was put in charge of the stores. He reports that business is excellent and has been stimulated this week by the Eagles.

Mr. Clark, the new representative of Larus Bros. & Co., Richmond, Va., was in town this past week.

The Eagles found Louis Stieglitz' store very convenient during their convention and he reports business booming.

The Louis Klein Cigar Co. report their business constantly improving. Louis Klein informed the writer that the smaller dealers are holding back and buying very little. He also tells me, as does every other dealer in town, that collections are very slow.

Among the salesmen calling on local trade this past week were Mr. Baurer, of the Surbrug Company, New York, and Mr. Lells, of the Melachrino Company.

Casper Rosenberg, of the "Ology" factory, tells me that business is improving, although collections are still very slow.

The London Whiff Cigar Company reports that business is on the increase in the last two months, especially on their "Moses Cleveland" five cent cigar and on their "London Whiff Windsors." Mr. Feder has just started on his Southwest trip and they expect some nice orders from his trade.

M.

Prosperous Year For Porto Rican-American Company

THE report of the Porto Rican-American Tobacco Company for the year ended June 30, 1912, shows gross sales of $4,887,913 and net earnings of $498,867. After deducting $319,904, the amount paid in four quarterly dividends, there was a balance of $381,689 applicable to the surplus.

There has been no change in the capital stock during the year; the total amount now outstanding being $1,999,400. In addition to the capital stock there are outstanding $1,000,000 in 5 per cent. serial gold notes issued on February 1.

LEAF TOBACCO MARKET

Only Routine Business in New York---Cool Nights Retard Growth of Pennsylvania Tobacco---Connecticut Growers Harvesting Crops

NEW YORK.

NEW YORK CITY.

THERE has been slight change in the leaf market within the past fortnight. Many of the leaf men are out of town and only routine business is being transacted. There has been considerable buying of Connecticut and Ohio tobacco.

The New York leaf men are watching the Havana market closely. It has been estimated that about 225,000 bales of new tobacco have been received in the Island city. Many representatives from the large local houses are there now selecting choice leaf. Despite the very large Cuban crop prices are steady, in fact, almost high, a condition which has not been expected. It was thought prices would be reasonable at least, if not low.

The Dutch tobacco is selling steadily, faster than it appears at first glance. The manufacturers evidently see no indication of a break in prices and are selecting the better grades of leaf.

PENNSYLVANIA.

PHILADELPHIA.

LEAF men find trade in their lines considerably improved. Manufacturers are preparing for a large fall business, and although the recent sales have not been extraordinarily large, the inquiries being received would seem to indicate that the manufacturers will shortly stock up on their tobacco.

Connecticut and 1911 Pennsylvania have the call at present, although there has been a slight flurry in Sumatra and Havana; 1910 Pennsylvania is also selling well.

With all the large factories working with a full complement of hands and orders coming in with pleasing regularity, the leaf men are bound to reap their share of prosperity ere long.

LANCASTER.

Tobacco growers of Lancaster County are not quite satisfied with the crops. The cool nights within the past week have done much to retard the growth of the plants, which should be getting the best growth of the season in this month. The conditions of the crops throughout the country are varied, to say the least. Some tobacco has been cut, some has been topped and other plants are still quite small.

The hailstorm which swept the county several weeks ago left a trail of damage which will be a hard blow to many farmers. The loss is placed at from $75,000 to $100,000. Hundreds of acres of tobacco, much of it ready for topping, were utterly destroyed, in many instances nothing but the bare stalks being left standing.

The leaf dealers are not making much effort for new business. Many of them are sojourning at the mountains or shore where they are, according to all reports, enjoying themselves immensely.

The packers report a good deal of black rot and some must among the 1911 packing. Some dealers say they have very little, but on the whole the percentage is believed to be above the average. The local leaf trade continues dull and the cigar industry might be very much better.

YORK.

Tobacco planters report satisfactory progress with the new crop. Although there has been a heavy precipitation of rain, farmers state that more of it would be welcome. The cool nights have affected the growth of the plants, but taking everything in consideration, the outlook is favorable.

The growers in this section consider themselves fortunate in not being touched by the hailstorm which did so much damage in certain districts of Lancaster County and expect to receive some of the best prices of years. They have gone back to raising the old leaf, Burley being a thing of the past.

WISCONSIN.

EDGERTON.

WITH the return of warmer days the prospects of the growing tobacco crop are correspondingly improving. There is a healthy look to most of the fields and if the usual midsummer temperature and a chance to cultivate the late tobacco are forthcoming there is hope that the crop may reach a satisfactory harvest. However, little progress has been made the past two weeks and much small, late tobacco can be noticed in a ride about the growing districts. The weather conditions the balance of this month will be the crucial test.

What there is in the present prospects of the growing crop that might precipitate a field buying movement is very difficult to understand. Buyers are freely riding the growing districts, as is customary at this time of year, keeping tab on the promising fields as the season advances, and some growers assert that offers even of contracts have been made, but the general verdict of the best posted is that only the most reckless speculators would join any movement sprung at this time. A few weeks ago it looked as if there might be an early harvest, as the first planting had an excellent start and was progressing finely, but a couple of rainy weeks followed by unusually cool weather for the time of year has put an entirely different phase on the prospects.

The crop has made so little progress of late that at least two-thirds of the fields at this writing will rank much below the average condition the first week in August. Only a very small portion has been topped to date, and so large percentage is small that at least a whole month of the very best weather conditions is imperative to bring it to a satisfactory harvest. The small tobacco needs plenty of tillage and with the return of warm weather there is still hope of the making of the crop. But the temperature ranging around 40 or 50 even doesn't make tobacco or corn grow very fast.—*Reporter.*

CONNECTICUT.

SUFFIELD.

THE tobacco growers in this vicinity, who have started to harvest their crops, are so busy at present that a number of them worked last Sunday in order to keep up with the fast maturing leaf. The first picking has been virtually completed and the second picking is well under way. The tobacco is now being harvested by the primed or picking method, where the lower leaves on the plants are being picked. The first picking numbers five or six leaves, the second seven or eight and the last picking ten or twelve leaves.

There has been unusual activity among the tobacco buyers, they scrutinizing many of the crops closely and buying some of the best. The largest purchaser was the American Tobacco Company. The prices ranged from 18 to 22 cents in the bundle.

The crop, though lighter in weight than in former years, is exceptionally clean and free from defects. There is almost an entire absence of calico plants and mongrels so common in other seasons, and few green worms are found.

One of the busiest plantations in the Connecticut Valley is that of the American Sumatra Tobacco Company, at Windsor Locks. This concern has now 100 acres under cloth and fifty acres in the open. They are employing at present over 200 men and women and are obliged to send busses daily to Windsor Locks and Suffield to transport employees who do not live on the plantation.

Large Increase in Philippine Cigar Exports

Eleven months' returns of the export of cigars from the Philippines shows that the total exports for that period of the fiscal year 1912 have amounted to 157,203,000, valued at $2,363,171, as compared with 122,130,000, valued at $1,460,739, for the same period of the fiscal year 1911. Of these exports the United States took 59,323,000 in the eleven months this year, as compared with 20,293,000 in the same period a year ago. The increase in the trade was especially marked in the later months of the fiscal year.

Mississippi Now Growing Tobacco

NATCHEZ, MISS., August 10.

It is almost a certainty that Adams county will raise tobacco enough next year to justify the building of a warehouse to store the crop.

W. G. Irvine experimented last year and again this season in planting six varieties of tobacco. The result has been so satisfactory that B. F. Keys, a Kentuckian experienced in tobacco culture, has interested a number of planters from that State who will locate here next year to engage in tobacco growing on a large scale.

A new leaf tobacco house has been organized in Milwaukee and will do business under the name, Borgwardt & Stilb. The offices and warehouse will be located at 612 East Water street. George W. Stilb is one member of the firm. The other member, John Borgwardt, has been with J. Wick & Company, and has had a wide experience in the leaf trade.

Leaf News of Interest

Harvesting California Turkish Crop

WORK has started on the harvest of the Turkish tobacco crop near Dinuba, Cal., the entire output being under contract to a local cigarette factory. While the production so far has been only on a limited scale, the crop is said to have been very profitable to the growers last year, and if the returns continue good the acreage will doubtless increase. An important obstacle so far is said to be the ignorance of California farmers as to the proper methods of handling the crop. The growing of cotton, from which little was first expected, now has an important position in Southern California, and if tobacco proves really profitable the production is sure to increase.

Stemmed Tobacco Supplanting Unstemmed in England

American tobacco, unmanufactured und unstemmed, was purchased by the British Isles during January to June, 1912, to the extent of 25,479,699 pounds, invoiced at $3,820,000. This was a drop, however, of over 6,000,000 pounds, as compared with 1911 and 1910 purchases. On the other hand, British purchases of American stemmed tobacco increased from 11,911,160 pounds, worth $1,840,000, in the first half of 1910, to 13,082,111 pounds, worth $2,243,000, in the 1911 half year, and to 20,210,757 pounds, worth $3,900,000, in the 1912 half year.

The Asia Minor Tobacco Company, Ltd., a British company, was incorporated in London in December, with $146,000 capital, fully paid up, to grow and export Turkish tobacco. Its place of business will be in Smyrna. It is the first British company to establish in this trade there. The chief influences in the market heretofore have been the Regie and the American Tobacco Company.

Benjamin F. Key, a former grower of tobacco of Mayfield, Ky., has canvassed a number of farmers near Natchez, Miss., and proposes to organize a tobacco growers' association in that county. Each man is asked, as an experiment, to first plant ten acres. Mr. Key expects to visit the farmers daily and give instructions in planting, cultivating and curing the crop.

George Bruce, president of the Texas Tobacco Growers' Association of Houston, Tex., recently stated that the growers in that State will receive as good prices for their leaf as any planters in the country. The crop was all contracted for before the seed was sown, and the farmers will get 17 cents per pound as soon as stripped from the stalk, which is as good as receiving 25 cents when dried.

The new building for the Jefferson Leaf Tobacco Co., of Sparta, Wis., is being built and is expected to be finished in several months. It will be a two-story and basement affair, 40 by 130 feet.

Independent tobacco buyers of Western Kentucky are organizing and will soon form an association. It is being pushed by men of Hopkinsville and Paducah, who claim that buyers have lost heavily the past two years.

Bill to Investigate Foreign Leaf Trade

Tobacco Men Say Proposed Measure Is of a Purely Political Nature

WASHINGTON, August 7.

WITHOUT debate and without recorded vote the Senate agreed today to the Martin bill, to investigate the alleged combination among the foreign governments which purchase American tobacco.

The bill provides for a "commission consisting of three Senators, to be chosen by the president of the Senate, and three members of the House of Representatives, to be chosen by the Speaker," which is "empowered to investigate the conditions under which the governments of foreign countries purchase American-grown tobacco, and whether there is any combination or understanding between the representatives of said foreign governments with a view of depressing the price of American-grown tobacco." To defray the expenses of the commission $10,000 is appropriated.

The bill is said to be aimed at Austria, Italy, France, Japan, Spain and all foreign countries which have a government monopoly of the tobacco business. It is asserted that these governments purchase most of their tobacco through the same agency in the United States, and where the agency is not the same, an understanding exists among the agents as to the price they will pay. The condition is considered very critical, as tobacco grown for the foreign trade is a different grade from that grown for domestic use and, consequently, the foreigners are the only people who will buy it.

The Martin bill was taken up today by the Committee on Foreign Relations and referred to a sub-committee. This sub-committee met immediately and Senator Lodge was instructed to report it to the Senate. It took less than five minutes for the Senate to agree to the bill. A similar measure has been introduced in the House by Representative Flood of Virgina. The House measure has been reported out of committee and placed on the calender.

Dealers in domestic leaf tobacco operating in the New York market are watching with interest the efforts to have a commission appointed.

There was a belief held in certain quarters of the trade that an investigation of foreign purchasing methods would reveal some interesting conditions, but in the opinion of one of the best-posted men the attempt to have a commission appointed for the purpose was only a bit of political fireworks. As warranting this belief, it was pointed out that similar investigations have been made before and that no real good ever came from them. It is also asserted that an investigation is not needed at this time, as several French buyers now in Baltimore purchasing a part of this year's supply of Maryland tobacco are paying 13 cents a pound for it, a figure said to be equal to the highest ever paid.

May Not Purchase Alabama Crop

TOBACCO growers of Baldwin County, Ala., are much disturbed over a notice from the Alabama-Havana and Sumatra Tobacco Company to the effect that they will not purchase the crop grown this season.

Planters are given the privilege of using the warehouse of the company for storing their crop. The company is located in Chicago and many of the planters have purchased land and cultivated tobacco with the belief that their crops would be purchased by the company at market prices.

Last year's crop was taken by the Alabama-Havana and Sumatra Company and over $200,000 worth of leaf was marketed. It is said that efforts will be made to get other buyers interested should the Alabama-Havana Company not take over the growing crop.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

BACARDI:—24,710. For cigars. July 24, 1912. D. S. de Jongh, New York.

FAVORITE COMPANION:—24,711. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 24, 1912. F. M. Howell & Co., Elmira, N. Y.

BIG CHEESE:—24,712. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25, 1912. Chicago Box Co., Chicago, Ill.

LADY RANDOLPH:—24,713. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25, 1912. Kaufman, Pasbach & Voice, New York.

SALUTA:—24,714. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. The Standard Cigar Co., Canton, Ohio.

ANTI-CRUELTY:—24,715. For cigars. July 26, 1912. A. M. Benson, Hartford, Wis.

QUALITY OF MERCY:—24,716. For cigars. July 26, 1912. A. M. Benson, Hartford, Wis.

SOCIAL BOY:—24,717. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. H. Cohn, Chicago, Ill.

REALITY:—24,718. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. Kaufman, Pasbach & Voice, New York.

HAVANA SOUL:—24,719. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. Kaufman, Pasbach & Voice, New York.

HAVANA SIRE:—24,720. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. Kaufman, Pasbach & Voice, New York.

HAVANA GUIDE:—24,721. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. Kaufman, Pasgach & Voice, New York.

HAVANA SHRINE:—24,722. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. Kaufman, Pasbach & Voice, New York.

HAVANA SEER:—24,723. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. Kaufman, Pasbach & Voice, New York.

HAVANA DON:—24,724. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 26, 1912. Kaufman, Pasbach & Voice, New York.

TWO STRIKES:—24,725. For cigars. July 29, 1912. A. S. Frey & Co., Red Lion, Pa.

ALFE DE ORO:—24,726. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 29, 1912. James J. Gaston, New York.

LICURGO:—24,727. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 29, 1912. James J. Gaston, New York.

GENERAL WALTER C. NEWBERRY:—24,728. For cigars, cigarettes, chewing and smoking tobacco. July 29, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

ATALAYA:—24,729. For cigars. July 31, 1912. Mr. J. C. Sola, Caguas, Porto Rico.

LUXURY:—24,731. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1912. Kaufman, Pasbach & Voice, New York.

PLEASURE:—24,732. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 31, 1912. Kaufman, Pasbach & Voice, New York.

GLEAMER:—24,733. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 31, 1912. Kaufman, Pasbach & Voice, New York.

HARMONY:—24,734. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 31, 1912. Kaufman, Pasbach & Voice, New York.

CONFIDENCE:—24,735. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 31, 1912. Kaufman, Pasbach & Voice, New York.

MAECENAS:—24,736. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1912. National Lithographic Co., New York.

MAUSOLUS:—24,737. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1912. National Lithographic Co., New York.

OSSIAN:—24,738. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1912. National Lithographic Co., New York.

LITTLE BUN:—24,739. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1912. H. & H. Cigar Co., Murphysboro, Ill.

ROYAL MARTYR:—24,740. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1912. National Lithographic Co., New York.

LA TESLA:—24,741. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1912. El Nacional Cigar Co., Tampa, Fla.

DR. LAUTMAN'S:—24,742. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1912.

EL PREVALO:—24,743. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1912. Kaufman, Pasbach & Voice, New York.

HAVANA RESERVE:—24,744. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1912. Kaufman, Pasbach & Voice, New York.

F. D. MILLETT:—24,745. For cigars, cigarettes, chewing and smoking tobacco. August 5, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

ACHTY CART:—24,746. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1912. Tracy Bros. Co., Omaha, Neb.

ELPA:—24,747. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1912. Chas. A. Stritzel, Rochester, N. Y.

GOLF SCOUT:—24,748. For plug, scrap, and smoking tobacco. August 5, 1912. McHie-Scotten Tobacco Co., Detroit, Mich.

BLACK CASTLE:—24,749. For cigars, cigarettes, chewing and smoking tobacco. August 5, 1912. F. M. Howell & Co., Elmira, N. Y.

VULTURNUS:—24,750. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1912. National Lithographic Co., New York.

UNION SHOUTS:—24,751. For scrap, plug, and smoking tobacco. August 6, 1912. McHie-Scotten Tobacco Co., Detroit, Mich.

TOMOKA:—24,752. For cigars, cigarettes. August 6, 1912. Randall-Landfield Co., Chicago, Ill.

136:—24,753. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1912. H. Hertzberg, Brooklyn, N. Y.

10-20:—24,754. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1912. H. Hertzberg, Brooklyn, N. Y.

LITTLE NORMAN:—For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1912. Wm. Steiner, Sons & Co., New York.

HAVANA JUNCTION SEAL:—24,756. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1912. Garcia Cigar Co., Cincinnati, Ohio.

GONZALO DE GUZMAN:—24,757. For cigars, cigarettes, chewing and smoking tobacco. August 6, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

ARBOR VITA:—24,758. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1912.

V. & W. 24:—24,759. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Valrance & Woodworth Cigar Co., Inc., Los Angeles, Cal.

MYSTIC LIGHT:—24,761. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Cole Lithographic Co., Chicago, Ill.

BLUNTS:—24,762. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. T. G. Thompson, New York.

MILDUR:—24,763. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Durlach Brothers, New York.

SMOKE-EYE:—24,764. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

FIRST FLASH:—24,765. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

DOUBLE ACTION:—24,766. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

INCREASE:—24,767. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

GOING UP:—24,768. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

TREATMENT:—24,769. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

HIGH CREDIT:—24,770. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

PRODUCTIVE:—24,771. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

FIRST AID:—24,772. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

WELL QUALIFIED:—24,773. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

DEVELOPER:—24,774. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1912. Kaufman, Pasbach & Voice, New York.

THIRD TERM:—24,776. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 8, 1912. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

LITTLE JOHN:—24,777. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 8, 1912. Seeman Brothers, New York.

Gardner
ALL HAVANA

Title and design registered by Carl B. Gardner, Philadelphia.

TRANSFERS.

SUNNYTOP:—24,760. For cigars, cigarettes, chewing and smoking tobacco. August 7, 1912. Registered June 3, 1911, by Louis Doebert. Transferred August 7, 1912, to Fred G. Schack, Buffalo, N. Y.

J. H. F. CLEAR HAVANA:—24,775. For cigars, cigarettes, cheroots, stogies. August 8, 1912. Registered July 15, 1912, by Palin & Haddon. Transferred August 8, 1912, to J. H. Fried, Montgomery, Ala.

Popular Brands Selling Well in Milwaukee

New Stores Being Opened— Changes in Wisconsin Trade Noted —Twenty-six Dice Game Again Revived

MILWAUKEE, WIS., August 10.

BUSINESS has been fairly good with the local retailers and jobbers, though continued rainy weather has had its effect during the past week.

Steve Surman, of the Cuba Rica Cigar Stores Company, reports a nice trade on all lines. The window has been given over to a display of "Surman's Havana Specials," which are moving well.

Fay Lewis & Brother Company report business as good as usual, the "Webster," "Harvester," "El Sidelo," "Tom Moore" and "Savarona" moving very well. They are featuring "Fay Lewis," "Limits" and "El Sidelo Smokers," at the Pabst Building.

Mr. Francisco, of the United Cigar Manufacturers, was a recent caller.

A new cigar store has been opened at 220 Third street by Freitag Brothers, comprising George F. and Henry C. Freitag. For several years they conducted a store at 671 Third street, where they also operate a factory. This store is being continued by them. The new store is well stocked with popular brands, such as the "El Sidelo," "Tom Moore," "La Cenga," "Mi Lola," "Harvester," "Alcazar," and other well-known 10c. brands. In nickel goods they are showing the "New Bachelor," "Cinco," "Chancellor" and "Bank Note." They also carry their own make, the "La Arcadia," in five sizes. All popular brands of smoking tobacco and cigarettes are handled. A nice line of pipes will also be carried by them.

The Wright Drug Company is doing a very good business with their various lines. The display window has been given over to the "Picadura Imports," made in Cincinnati by Neuberger & Co., which are moving well.

A. S. Goodrich Company report that "Cinco" and "Equity" are moving well.

The twenty-six dice game has been revived at some of the local stores, under an arrangement of twenty-five shakes free with a purchase of three cigars of certain make. The stopping of this game some time ago by local authorities made a great difference in the receipts of local retailers.

Leo Abraham is doing a nice business at all retail stores. The "La Verdad" is still featured at Third and Grand avenue. Special bargains in pipes at the Caswell Block store have kept Eddie McKercher and Joe Feiger busy. Ralph Wettstein continues to enjoy his usual good business, his big stock moving well.

The convention of the National Asociation of Retail Druggists will be held here this month. A great many visitors are expected, the Georgia delegation coming in a special train.

At Green Bay, Wis., E. J. Carlier and H. G. Anderson opened a cigar store and billiard parlor at 202 West Walnut street. The store has been called "The Mission."

E. S. Nelson, who has been manager of the Jenkins-Nelson cigar store at Antigo, Wis., has gone to Oshkosh, where he assumed the management of the Oshkosh stores of the firm and also took charge of the wholesale department. The Antigo store has been placed in charge of Harvey L. Finch and Otto Kiedatz.

Several changes have been made in the cigar manufacturing field at Superior, Wis. George E. Rolph, who for years operated a factory, sold his labels to the Coleman Cigar Company. A new manufacturing firm was organized by W. B. Stiles and D. Macdonnell, under the style of Stiles & Macdonnell, both of whom have been connected with the Rolph factory. Stiles as foreman, and Macdonnell as salesman. They have opened up at 1102½ Tower avenue. The "Laxar" will be their leader.

Mr. Allie Sylvester, president of the American Cigar Company, is expected in the State soon to settle some matters regarding business changes in the Wisconsin field.

C. H. Eimerbrink, of Philadelphia factory of Otto Eisenlohr & Bros., was at Edgerton recently, regarding the contract for the mammoth new warehouse to be erected by the firm.

At Chippewa Falls the Hussey Leaf Tobacco Company, of Chicago and New York, leased the farmers' warehouse. H. S. Edler, of Janesville, has been made manager.

A. W. Shaw, for the past two years manager of the American Cigar Company, Brodhead, Wis., branch, left recently for San Juan Porto Rico, where he accepted a position with a large tobacco company.

A. O. KROMPAS.

Cincinnati Retailers Note Improvement

Braman Cigar Co., Takes on El Draco Account—Large Increase in Revenue Receipts

CINCINNATI, August 12.

THE weather the past two weeks has been cool and comfortable, and the cigar and tobacco trade has prospered accordingly. Manufacturers continue to keep busy, and believe the fall season will be an active one.

The production of cigars and manufactured tobacco in the First Ohio Revenue District for July was more satisfactory than for some time, the total revenue collections for cigars amounting to $51,625.65, as against $48,940.86 in July, 1911, while manufactured tobacco stamps of the value of $240,989.00 were sold last month, as against $238,805.33 the corresponding month of the previous year.

The Green River (Ky.) tobacco growers on August 10, to the number of 600, assembled at the Owensboro (Ky.) courthouse and entered their protest against the establishment of a $40,000 loose leaf tobacco house in that city.

The Home Products Committee of the Cincinnati Commercial Association is completing the details for the "Made-in-Cincinnati" exhibit, to be held here from August 10 to 26, and the locally made cigars and tobaccos are to be given prominent display. President Gerson J. Brown, of the J. B. Moos Company, and George A. Voige, of the Voige Cigar Company, are prominent members of the association.

The Burley tobacco society is distributing 2000 checks a day for the final payment of the 1909 pool. The total amount involved is about $2,000,000.

Offerings in the Cincinnati cigar leaf market on Saturday last consisted of 20 cases of seed, which brought an average of $4.56, and 2 cases Pennsylvania selling at $5.57.

The local Burley tobacco breaks were less active last week than for some time, a total of 455 hogsheads being up. These brought an average of $8.67, as against $9.63 the previous week, and $7.80 for the corresponding week of last year.

The leaf and cigar trade was cast in gloom last week, owing to the death of one of is most prominent members, Arnold Tietig, Sr., notice of which appears elsewhere in this journal.

F. H. Berning & Sons report business as being excellent—the demand for their "San Vega" and "King's Herald" cigars showing a substantial increase.

The Braman Cigar Company has taken on the full line of the El Draco Cigar Manufacturing Company of Philadelphia, and R. C. Fleming, who has recently associated himself with the first named concern, is placing "Stratford" and other brands with the high-grade cafés and clubs.

HULL.

Factory Notes

E. J. Miller has opened a factory at Manistique, Mich.

Paul Chamison is opening a cigar factory at Butte, Mont.

F. M. Yarrey is preparing to open a new cigar factory at Petersburg, Ill.

Manuel Casan has opened a cigar factory at Biloxi, Miss. He was formerly of Key West.

Peter Miller, of Grand Forks, Minn., has bought the George Booth cigar factory at Grand Forks, Minn.

A cigar factory has been opened in Rockville, S. C., by Narciso Palneiro and Salvador Rico, of Tampa, Fla.

Charles Zeitlow has purchased the stock and factory of A. W. Klatt, a cigar manufacturer of Cedarburg, Wis.

Claude Buhmeyer, who has been operating a cigar factory at 112 Logan avenue, Belvidere, Ill., hs sold it to A. F. Moore.

Frank E. Davis has acquired the Little Havana Cigar Factory, of 211 Sixth street, Cairo, Ill., and is now in his new plant.

The tobacco plant operated by T. H. Haynor, Norfolk, Va., was entirely destroyed by fire on July 29th. It is partly covered by insurance.

Property has been acquired on Grove avenue, St. Augustine, Fla., by Senor Mendez, of Atlanta, Ga., who will shortly open a cigar factory there.

A cigar factory was recently established in Gulfport, Miss., by M. R. Shern and J. B. Dahin, Nashville, Tenn., men. They will manufacture both domestic and Havana goods.

The Bankable Cigar Factory, of Frankfort, Ind., was opened several weeks ago with a force of nineteen cigarmakers and twenty tobacco strippers. The new building of this progressive firm is well ventilated and lighted and of the most modern construction.

The loss on the Burns cigar factory, of Brooksville, Fla., which was recently destroyed by fire, has been placed at $30,000. Three companies were concerned in the loss—the Embrey Tobacco Company, which grew the tobacco used; the Burns Company, which manufactured the goods, and the Hernando Tobacco Company, which owns the 400 acres of tobacco land. Plans for the future have not been formulated, but the new factory may possibly be located in Tampa.

Window Display at Cigar Store of F. Harkess, Pomona, Cal., During a Recent Guessing Contest Featuring "Lawrence Barrett" Cigars

Many Dry Towns in California

Closing of Saloons Will Help Well Advertised Brands—Chas. Levy Opens New Stand—New Horn Branch Opened at Bakersfield

San Francisco, August 5.

THE cigar trade remains quiet, both in the city and in such country towns as are preparing to put the saloons out of business, though in many parts of the country there is more life to the trade than usual at this season. Even in places which have lately gone dry there is a good retail movement, but the jobbers get no benefit from it. In fact, with prospects of still further spread of prohibition, jobbers are inclined to be very watchful of their accounts with outside liquor dealers, and the result is more or less dissatisfaction all around.

When the dry towns become well established in their dryness, conditions will not be so bad, and it is quite possible that the jobbers handling well-known and advertised goods may reap considerable benefit. The saloon trade, especially off in the country, has been an important factor in the marketing of obscure and unknown brands of cigars, many of them of local make. The Chinese are believed to be no longer of much consequence in the local cigar manufacturing industry, but there are a good many small factories scattered around the state, which have been among the first to suffer from the closing of saloons. When the business of the dry towns is finally placed in the hands of regular cigar dealers, the tendency will naturally be to put forward goods that are advertised and have an established reputation all over the country, and the local jobbers are keeping a sharp lookout for opportunities to place their goods wherever stands are opened by reliable people.

Notwithstanding the present dullness, general conditions are favorable for great activity in the fall. The July records of bank clearings and building permits in San Francisco are about the best in the last three years, and Los Angeles is breaking all records in building activity, while other towns of the state also make a very good showing. With the civic center work coming on, and more men being added to the working force of the Exposition every week, it is evident that more mechanics will find employment here than for several years past, and there is evidence of a greater demand for help in many industrial and commercial lines.

The movement of Manila cigars is keeping up on about the usual scale, the principal difficulty being that the local agents cannot get as many as they can sell. Large shipments came in last week for Michalitschke Bros. & Co., and H. Bercovich, and other dealers expect shipments on the next steamer.

D. Frankel, of Frankel, Gerdts & Co., the local manufacturers of "La Natividad" clear Havana cigars, is now on his way to Havana to look over conditions in the leaf market.

H. L. Judell & Co. have had some difficulty this week to keep up with orders for their popular 5-cent line, the "Watt" cigar. The "Watt" had quite an ad. a couple of weeks ago, being displayed on a stand which formed part of the stage setting in a local theatre.

R. E. Christie, vice-president of the American Cigar Company, has returned East after a long visit to the Coast trade. H. H. Manley, the Coast agent, went North with him, and has been calling on the trade up the Coast, but is expected back in a few days.

I. Winter, traveling for the "Pinzon" cigar of M. Perez & Co., has been on the Coast recently, and made a visit to Santa Cruz during the water carnival. Quite a lot of local cigar men were there at the same time.

Messrs. Mendez and Mayer, representing Mendez & Gomez, of Porto Rico, made only a short stay in San Francisco and are now in the Northwest.

Herman Moss, of the S. R. Moss Cigar Company, has gone to Portland, Ore., after a short stay at his local office. J. J. Strickler is preparing to start a special campaign in the interest of the "Flor de Moss" cigar in this city shortly.

Edw. Wolf, of the Edward Wolf Company, spent most of the last two weeks on an outing in the Santa Cruz mountains and at the water carnival, but is now back at the store. Mr. Wolf has received his first stock of the new package of Nestor Gianaclis cigarettes, the "Ras-Eltin," a 25-cent line, which is making a very favorable impression with the trade. Geo. Cacematis, specialty man for the Nestor line, has about completed his work here for the time being, and will probably go North in a week or two to work up trade in Portland, Seattle, etc.

Chas. Levy has started a new cigar stand on Laguna street near Grove.

F. Lewis, representing A. Frankau & Co., New York pipe manufacturers, is calling on the local trade. Another recent visitor was Mr. Luce, representing Acker, Merrall & Condit, of New York.

The new branch of Horn & Co., at Bakersfield, Cal., under the management of J. F. Merick, was opened last Thursday.

Frank Lopez, chief assistant to Herman Kieser, the local jobber, has just returned from a vacation.

The United Cigar Stores Company has taken a five-year lease on a stand at Fillmore and McAllister streets.

Morgan Gunst, of M. A. Gunst & Co., has taken up the supervision of the chain of retail stores centering at San Francisco, and Philip Neumann, who has had charge of this department for some years past, is looking after the company's general business in the territory across the Bay. Dan Whelan, who has been covering Alameda County, on returning from his vacation last week, took up the management of the company's lately remodeled stand at Fourteenth and Broadway, Oakland.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

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Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker

18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio

FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
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In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

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WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York. 6-1-eh.

Your New Brand Should Have One of Our

Territorial Labels

We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.

LOUIS W. KEYER
348-352 XENIA AVENUE, DAYTON, OHIO

WANTED—Distributors for Sen Auben Hand-Made Segars, Conchas, Londres and Blunts. Twenty-two years' run. For further information write S. H. Durstein, Wilmington, Del. 6-15-e.

SALES MANAGER—Cigar manufacturer with present limited production, intending to gradually increase brands and production, desires representative acquainted with the trade who can handle present small business on a commission basis. After same is developed to devote whole time as sales manager. State references experience and terms expected. Address Box 117, Tobacco World. 1t

For Sale.

FOR SALE

HAVANA

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ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York. tf

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1 Pease Cutter No. 2
1 Day Mixer No. B
1 Vibrating Sieve No. 50
1 Simpson Eccentric Grinding Mill No. 2
2 Safety Clutches
1 Packer and Weighing Machine Combined.

All the above in first-class condition.
Address: L. J., Room 44,
70 Fifth Avenue, New York.

HAVANA SHORTS—LARGE SIZE, CLEAN, VERY HIGH AROMA, PURE VUELTOS. PRICE LOW. MAIL 10c. POSTAGE FOR A VERY LARGE SAMPLE. LORENZO P. LOPEZ CO., 353 E. 78th ST., NEW YORK. 8-15-tf.

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WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

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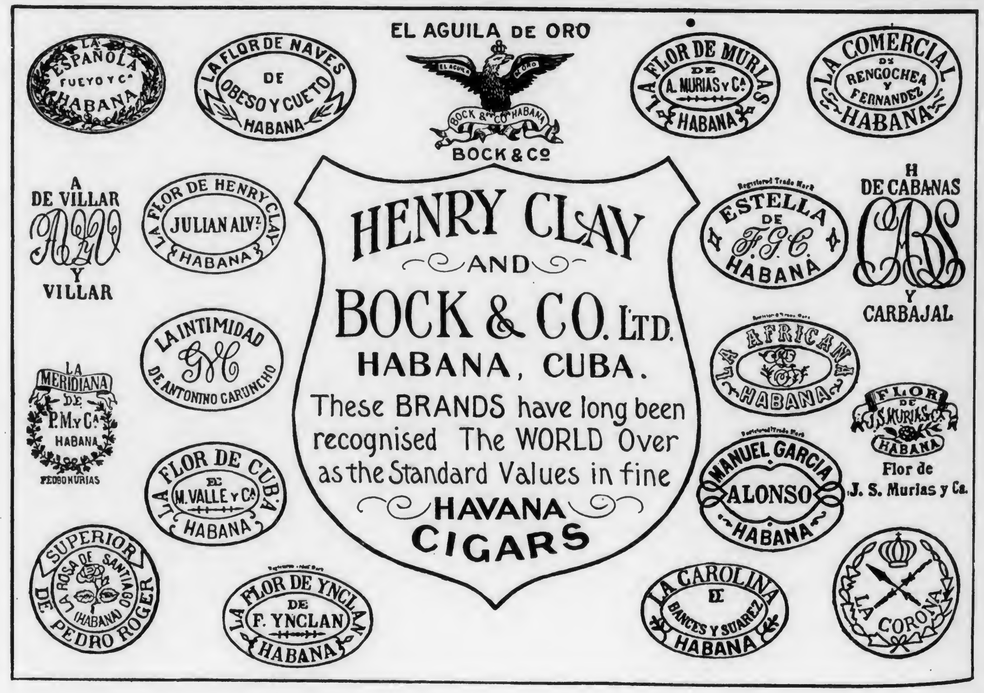

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Importers and Packers of Havana Leaf And Packers of Puerto Rican Tobacco

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AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
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THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.
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Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer
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Register your brands with the TOBACCO WORLD BUREAU. We register more brands than all other bureaus combined.

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The choicest selections of all varieties of cigar leaf. Correspondence invited.
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PACKER AND WHOLESALE DEALER IN
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We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS
Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
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Established 1825
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IMPORTERS OF SUMATRA AND HAVANA
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Importers of SUMATRA and HAVANA and Packers of LEAF TOBACCO
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Importers of
HAVANA AND SUMATRA
And Packers of
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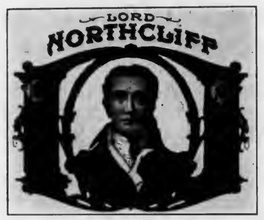

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Luckett, Luchs & Lipscomb
City Hall Square, Philadelphia
Makers Reynaldo, San Souci and El Gran Mundo—mild Havana Cigars
Luxello, Vandalia and Copyright, hand made 5c cigars

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

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THE TOBACCO WORLD

SEPTEMBER 1st
1912

Leading Features

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Albert Breitung, one of "Big Five," Opens Twelfth Chicago Store

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Revenue Districts Merged—Four Abolished

A Look Into the Future of the Merchandising World

Commission to Consider U. S. Monopoly for Handling Export Tobacco Business

Problems of the Retailer

New York Retail Association Denounces "United"

All That's New With Jobbers and Distributors

Department of Agriculture Gives Interesting Report on Tobacco Acreage

News of the Leaf Markets

Valloft & Dreux Company Reorganized

Foreign Trade Notes

News from the Pennsylvania Tobacco Centers

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 17

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

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In the Big Ben Binder

Here shown—the only binder that has the appearance of a regular bound book. No punching of holes necessary; all that is required is a slight slit between the pages with a pen knife. Each Binder holds one volume. We can supply these binders at the following prices:

Price for one - - - - $1.00 prepaid
Price for six - - - - 5.50 prepaid
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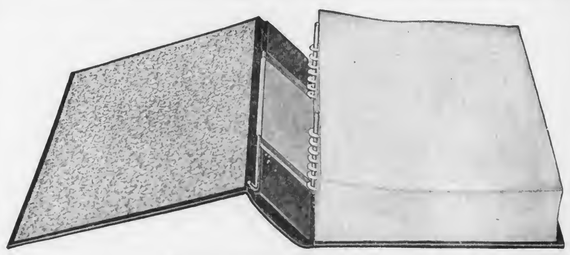

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BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL
HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

We doubly inscribe our new brand

SINTOMA

("Token")

¶ To our Founder as a memory-tribute—(See label).

¶ To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

Juan F. Portuondo

Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great

FINE HABANA CIGARS

are on sale wherever highest quality is the prime consideration.

Made by

Salvador Rodriguez
at
Tampa, Fla.

Offices: New York Warehouse: Havana

TO THE DISCRIMINATING BUYER:

UNEXCELLED

RUY LOPEZ
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KEY WEST CIGARS

That's All!

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Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

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For Gentlemen of Good Taste

SAN FELICE
5¢ CIGAR
FOR GENTLEMEN OF GOOD TASTE

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
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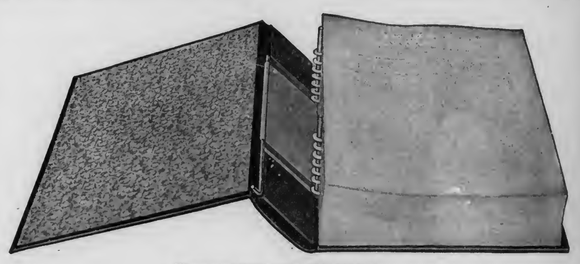

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RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S

Cinco

CIGARS.

PHILADELPHIA

COUNSELLORS

KEEP CUSTOMERS COMING

It's the most consistent seller in the 5 cent cigar field

YOU CAN BUY BIG BECAUSE IT SELLS BETTER

Allen R. Cressman's Sons, Mfrs.
Philadelphia, Pa.

FIVE of HARTS

BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office; 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

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In selecting a cigarette leader—something to push as your own special representative—be sure to take a brand that appeals to a wide range of smokers. Select a cigarette whose repeat sales have proved it to be "full value."

FATIMA
TURKISH BLEND
CIGARETTES

All classes of smokers like Fatimas. They are as popular with business and professional men as they are with college men—the smokers who first made Fatimas famous.

Dealers of wide experience say that Fatimas have an unequaled staying quality. Smokers never seem to tire of them.

Our 1912 advertising campaign has brought out some very favorable comments from both dealers and consumers The advertising is good—but not any better than Fatimas deserve.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

The New 5c Cigarette

A Silk Novelty in each package

Cigars of Distinction — Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers
TAMPA, FLA.

"THE TRULY HAVANA HOUSE"

New York Office and Salesroom: 136 Water Street

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

Always "Birds of a feather flock together"

THUS YOU FIND

BOLD AND DISCRIMINATOR

the products of one factory

Just as the **Bold** has outclassed all nickel competitors, just so will our latest production, the **Discriminator,** outshine any 10-cent or 2 for 25-cent cigar on the market.

Get a sample and learn the reason

BOBROW BROS.

114 S. SECOND STREET, PHILADELPHIA

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotch

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. C.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Register Your Brands with the Tobacco World Bureau

Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. Our records and facilities for handling this business are admittedly the best. Send along your registrations.

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau
102 South Twelfth Street, Philadelphia

Smokes to Suit All Tastes

Kings Club
Clear Havana—Made in Tampa

Our Tampa Clear Havana Leader
It is Selling by the Million

The **King's Club** is our leader, and it has made good wherever introduced. It lends class and distinction to the stock of every dealer who handles it. If you have not got the **King's Club** on sale, stock a few sizes and then watch results.

Las Primas Manila Factory

Manila Cigars have been steadily coming to the front in the trade throughout the United States during the past few years, and after a careful investigation of the merits of the different manufacturers in the Philippines, we have secured the exclusive control of the product of Las Primas Factory. We carry these goods, retailing from five cents straight to three for a quarter.

We have the goods that win and hold the high-class trade

THE CUBA CIGAR COMPANY, 3 Park Row, New York

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

DO YOU

Pack Cigars in Tins?

Bring them before the eyes of the consumer by means of these **stands,** round or square to suit your cans. Ad prominently displayed.

The "one at a time" match receptacle is needed by every retailer.

The Brunhoff Mfg. Co.
Cincinnati, O.

New York Office
113 Maiden Lane

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

ADMIRALS

PANATELLA FINOS

The New Sizes

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

COMMANDERS

BREVAS

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

Send me your special Manila offer. without obligation.

Name_____

Street_____

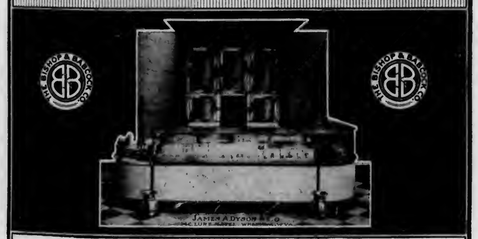
City_____ State_____

IF YOU WANT YOUR STORE TO GET A REPUTATION FOR SELLING THE BEST CIGARS MADE—
IF YOU WANT CIGARS THAT WILL BRING PEOPLE TO YOU, THEN SELL "EL JAFFE," THE FINEST BROADLEAF HAVANA FILLED CIGAR IN THE UNITED STATES.

10c. AND UPWARDS
WRITE FOR SAMPLES

BAUM-JAFFE CO.
115-117 N. THIRD STREET
PHILADELPHIA, PENNA.

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention styte preferred.

NATIONAL CAN COMPANY
Independent Manufacturers — Detroit, Mich.

Distributors Are Grabbing For It.

Guaranteed Hand-Made, of selected tobacco, and attractively packed. "Old Chatsworth" is positively one of the very best Five-Cent Cigars on the Market.

Write for Prices and Territory

A Live Proposition for Live Distributors

Luxfer Cigar Co., Manufacturers, Hellam, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR

5c. STRAIGHT

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

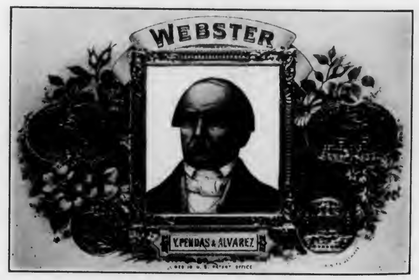
139 Maiden Lane
New York

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, SEPTEMBER 1, 1912. No. 17.

First Report Under New Tobacco Law, Causes Doubt As To Interpretation

Cigar Manufacturers and Leaf Dealers Uncertain As To What the Government Wants—Classification Schedule of Tobacco On Hand Sent Out to the Trade

EDANA DURAND, Director of the Census, Department of Commerce and Labor, on August 22, forwarded to the cigar and tobacco manufacturers of this country blank forms, on which the manufacturers are to make their first reports under the new law which requires dealers and manufacturers to report the quantity of stemmed and unstemmed leaf tobacco in their possession. One report slip, which is to be filled out and returned at once, provides for a report of the names and locations of the places where leaf tobacco may be stored to the account of the manufacturer on October 1, 1912. It also provides a separate report for tobacco warehouses which are storing tobacco for manufacturers.

Enclosed with Mr. Dana's letter is a schedule card, another copy of which but slightly modified, will be sent to the manufacturers on or about September 17, to enable them to make their report for October 1.

Several points already have arisen among the manufacturers as to the interpretation of the new law. Some manufacturers, knowing that the Internal Revenue Department does not permit them to enter on their books tobacco, which, although bought, is not actually in their possession, are in doubt whether to report such tobacco to the Census Department. They are also confused relative to several other provisions of the new law and are seeking light on it.

The reports which are to be returned at once relative to the warehouses, are simply preliminary statements, which will enable the bureau to prepare a list of names and addresses of the persons to whom the schedule cards should be mailed on September 17.

The schedule card provides for every type of tobacco, there being two lists. Cigar types: New England, New York, Pennsylvania, Ohio, Wisconsin, Georgia and Florida, Porto Rico tobaccos, also the imported types. Under the heading of chewing, smoking, snuff and export types, are given the Burley district, the dark districts of Kentucky and Tennessee, under which are included the following sub-divisions: Dark fired, as grown in Clarksville and Hopkinsville and Paducah Districts; Henderson and Green River District; one sucker. The other districts include Virginia Sun-Cured District, Virginia Dark District, Bright Yellow District of Virginia, North Carolina and South Carolina, Maryland and Eastern Ohio Export, Perique-Louisiana, all others domestic.

Ready for Cigarmakers' Convention in Baltimore

ARRANGEMENTS for holding the National Convention of the Cigarmakers' International Union, the first meeting of its kind held in sixteen years, are going forward. The convention will be held in the Maennerchor Hall, Baltimore, September 16, and will continue in session for several days. About 400 delegates from all parts of the country are expected. Samuel Gompers, president of the American Federation of Labor, will likely attend.

Albert Breitung, One of "Big Five" Opens Twelfth Chicago Store

Leases Fine Location in the Loop District, Which He Will Make His Headquarters—Will Open About November 10

CHICAGO, August 29.

ALBERT BREITUNG, who owns eleven cigar stores in the Loop, and is therefore known as one of the "Big Five," has just closed a long-time lease for the corner store in the Monadnock Building, Jackson Boulevard and Dearborn Street. This is a choice location, and the store will be fitted up in the very latest fixtures.

The premises are 52 by 28 feet and there will be 95 lineal feet of window space, which is the largest amount of display space possessed by any cigar store in the city. If the store possessed an entire city block its access could not be much improved upon, as this store will have four entrances, one on Jackson Boulevard, another in Dearborn Street, and two in the Building Arcade.

Mr. Breitung, who has just returned from Europe, will make this store his executive office, and provision is made in the lease for a vault in the basement, where reserved stock can be stored. The store will be opened about November 10.

Connecticut Tobacco Damaged by Hail Storms

NEW MILFORD, CONN., August 27.

A SERIES of severe hail storms which swept the Housatonic Valley caused damage to full-grown tobacco in the fields estimated at between $80,000 and $100,000. The storms covered an area of thirty-five square miles, the principal damage being done in the vicinity of Kent, Northville, Gaylordsville, Hawleyville and Sherman. About half the crop which had not yet been cut and placed in the sheds was damaged by the storm. The losses are reported to be quite heavy among some of the larger tobacco growers.

The tobacco shed on the Adams-Crockett tobacco farm in Agawam was struck by lightning and twenty farm hands who were working in the sheds were stunned. The tobacco was not damaged.

The four-story stock barn of the Cuba-Connecticut Tobacco Company, situated one mile south of Feeding Hills village, was destroyed by fire.

Revenue Districts Merged---Four Abolished

FOUR Internal Revenue Districts have been abolished by legislation just passed by Congress. They are the First New Jersey District, which will be consolidated with the Fifth New Jersey; District of South Carolina, consolidated with the Fourth North Carolina District; District of Oklahoma, consolidated with the District of Kansas. First and Second Districts in Wisconsin are consolidated into the District of Wisconsin.

A reduction in the appropriations amounting to $100,000 will also necessitate the dropping of one Deputy Internal Collector in each district throughout the country.

The First Internal District of New Jersey comprises the lower counties of the state, with headquarters at Camden. Under the new arrangement, this entire state will now be in one district.

Future Jobber Must be Big Factor in Ecomony

By Anderson Pace in "Trade Exhibit"

THERE'S just one answer to this question.

The jobber's business is to shorten the journey between maker and retailer. His purpose in life is, or should be, to build a more and more direct line between the man who makes the goods and the man who sells them to the consumer.

The jobber of the present will not be the jobber of the future unless he buckles down on this identical job. Future profit and growth will come only to him who aids in making distribution more efficient.

The ideal, logical and economical chain of distribution is maker-to-jobber-to-retailer-to-consumer, but this chain can also be the most wasteful method of getting goods to the user.

Wastefulness usually begins after goods leave the maker's hands, when this chain is an inefficient one. The reason why the maker often has no hand in the inefficiency of distribution lies behind the fact that production is no longer the economic problem of the day.

Cutting the cost of production was the work of yesterday.

Today's problem involves cutting the length of the trip from manufacturer to consumer. All energies are, or should be, concentrated on making the jump from producer to user quicker and more economical.

The efficient jobber can do this, but no other agency can.

The efficient jobber, or the jobber of the future, as we shall call him, will grow and thrive because he is a factor in economy. He will help to save. The inefficient jobber, who is nothing more than an expense-adder, will gradually become extinct, because he really renders no service that cannot be dispensed with.

The wholesaler of the future must be a gigantic centralizer. His warehouses must contain literally the concentrated essence of the world's market places. A single order sent to him must be able to levy toll on all countries and all makers.

The efficient wholesaler must be the doorway to ten thousand factories. Only thus can he save his patrons the waste involved in scattered buying and many small shipments.

He must enable his trade to concentrate a host of lines in one bill. He must be able to buy in trainloads and sell by dozens. The first will give him bedrock prices; the latter will spare his trade the danger of overstocks and stickers.

The retailer of the future must buy small and often. He must cover great variety, turn stock quickly and earn a maximum profit on a minimum investment. He must be freed from advance-buying.

The dollar he pays the wholesaler must buy more than goods. It must pay for protection against risks, overstocks, stickers and the like.

The wholesaler of the future must be big enough to leap over all middlemen. He must be able to go to the headwaters of merchandise and study the elements before they are combined in the goods.

None of the money he receives from his patrons must be spent for something that does not eventually get back to the man who paid it in.

The wholesaler of the future must be able to dictate styles and create goods. Only thus can he adequately cater to the people who buy his goods. For the wholesaler of the future will be the servant of the retailer, not a dictator.

Continental distribution must also be a feature of future wholesaling. A jobber's warehouses must so completely cover the country that he can bring goods almost to the counters of his customers.

When he buys, however, the wants of all his branches must be lumped into one, so that costs may be battered down to a dead level. Thus they will buy as a whole and sell as individuals.

The lines of the efficient wholesaler must be so varied that his overhead expense will be distributed among the greatest possible number of departments, making the burden on each as small as possible.

His open stocks must constantly be kept at so high a point that the instant demands of any customer or any number of customers may be met. The future wholesaler cannot possibly confine himself to order taking. He must be able to shoot back the goods the moment the order arrives.

But stock keeping and buying facilities are merely one side of the question, since a wasteful selling system can neutralize buying economies of all kinds.

As long as men compete for the trade of the retailer, it will cost money to sell goods. The wholesaler who leads will be he whose selling cost is nearest zero; who spends the smallest sum to gain the attention of the dealer and to excite desire and action.

That the outlines given above are not the vision of an unpractical dreamer is proved by the fact that few wholesalers today can say with truth that their methods closely coincide with those of the jobber of the future.

They are aiming at efficiency, not only because it will be helpful to the retailer, but also because it will pay a bigger profit than any other system.

What can the merchant do to further wholesaling efficiency? He will eventually have to patronize the efficient jobber, so that the day of perfectly economical distribution will merely be hastened by any encouragement given now.

The efficient jobber aims to be a perfect servant for the retailer, and self interest should cause the latter to help reach the goal.

France Questions President's Smoking

"Should the President of our republic smoke?" is a question the French people are now debating. The question is raised as President Falliéres has been seen smoking a pipe in the Elysée. More than one President in the past has given up the smoking habit on his accession to presidential dignity. M. Thiers asked the members of his suite to adjure tobacco, the effect of which, he said, was to dull the mind. Marshal MacMahon, at one time an inveterate pipe smoker, could not tolerate the smell of tobacco after coming into office. His successor, M. Jules Grévy, held that money was not made to end in smoke, and was a non-smoker on economic principles. The ill-starred President Carnot abhorred tobacco, while M. Casimir-Perier considered smoking *unæsthetic*. Shades of Napoleon Bonaparte!

The fellow who can't keep a job might try working in a glue factory. He ought to stick there.

PROBLEMS of the RETAILER

The Value of Enthusiasm

A MAN who believes with his whole heart and soul that his business is the best business on earth, and proves that belief in every word he says about it, is sure to make good, even although he be a plodder. In these days of keen competition and wonderful activity it is necessary for the business man to have enthusiasm. Enthusiasm fuses all a man's business qualities into one effective whole.

No one can be truly enthusiastic who does not believe in his business. There are hundreds of business men who complain that fate is against them, their surroundings are poor, or their business is at fault. They are fooling themselves and their friends. They lack the spark of real, vital enthusiasm, and will always remain indifferent merchants.

Where Knowledge is Power

Knowledge of the thing you handle is necessary to good salesmanship. Some clever fellows I know get by without much knowledge, just as some men can make a stirring speech who would think it time wasted to read one of Emerson's Essays. To know your business keep one word in your mind and let that word be *"Why."* Why do we have to get more for this than we get for that? *"Why"* is the basis of knowing. *"Why"* starts you thinking. When you place before a man several boxes of cigars with a difference in price of each smoke of from five to ten cents, and then in a lazy way tell him you *guess* one is made of better tobacco, you are a "WHY" man.

Another thing—the more you know about difference in quality the more quality stuff you'll sell, and that's what builds business.

Are You Above Rules?

No matter how big you are, no matter how long you've been connected with the firm, keep faithfully to the simple rules of that firm. By ignoring them, by thinking them above you, you make little of the man that wishes them carried out and you show your own weakness besides. Never brag about not conforming to "new-fangled" ideas. Because some day you may have to be whipped into line. Being a disorganizer, a rulebreaker, a sorehead, is a very, very bad spirit to cultivate. You may think it smart. It is stupid. You may flatter yourself that you're an impossibility. That won't get you anything—except one thing, a chance some day to look for another job.

Don't Emulate Rip Van Winkle

If there's one thing that upsets a manager more than anything else, it's a sleepy worker. Many faults can be overlooked, but may the Powers deliver us from the dead one back of a counter. Go at things lively. Get the quick habit. If you have health in your veins and hope in your heart show it up. Express yourself. Get out some good lively energy, and make room for a fresh supply of that health and that hope. The other fellows have got it all over you. Wake up or something will be written in your envelope one of these days.

Advertisements Create Confidence

The whole business world rests on a foundation of confidence. When confidence is gone, business is gone.

Individual salesmanship depends upon confidence as much as any other transactions in business. If a man has confidence in you and in your goods you can sell him. You cannot make any sales where confidence is lacking.

If your prospect lacks confidence in you, then your entire efforts must go to building up in his mind a feeling of confidence.

The greatest builder of confidence is publicity—advertising. Lack of confidence is usually due to ignorance. Unless you know a man well, you haven't confidence in him. Unless you know a business house well, you haven't confidence in that house.

The greatest foe of ignorance is publicity. The saying that "publicity corrects all abuses" is a true one.

Advertising makes you acquainted with the public. It gives people knowledge about you and your goods, and knowledge is absolutely essential to confidence. Big advertising makes people familiar with you; it unconsciously creates confidence.

Without a doubt, the greatest force today in the interest of confidence—in the interest of credit, if you will—is advertising.—Hugh Chalmers.

A man, like a cigar, is sooner or later pretty sure to meet his match.

Too many call downs won't help a young man to rise in the world.

Some people have an idea that a little truth goes a long way, if you stretch it.

Window Bulletin Suggestions

AUTUMN LEAVES ARE BEAUTIFUL, BUT THE TOBACCO LEAVES USED IN
the making of our
HAVANA PRIDE
are **more beautiful,** in **aromatic flavor** and **bouquet.** These cigars possess a distinctive merit that appeals to the critical smoker.
10c. Straight. $9.00 Per Hundred.
Ask for them.

VACATION DAYS ARE OVER.
Smokers of our
LORD BACON
never take a vacation. They find all the pleasure they can enjoy in getting behind one of these puffing panatelas.
5c. Straight. $5.00 Per Hundred.

OF course, you have read Ellis Parker Butler's funny story "Pigs is Pigs"? This was the query propounded by a prominent salesman to me recently.

"It reminds me of an old fellow who believed a 'cigar store was a cigar store' and nothing else. We will call this man Eb Green, although that is not his real name. I first ran across Eb in Kansas City, Missouri, when I was making that territory. It was some years ago and Eb had a cigar store on one of the main streets and was doing a big business. The town was just beginning to boom and was not the metropolitan city it is now.

"Eb had the worst junk shop of a store you ever saw. Honestly, he had cigars in there that must have been made before the war. Every time you smoked one of these Roman candles it looked like a minature Fourth of July celebration. He had peculiar ideas, too, and refused to take a chance on purchasing any new brands of cigars or tobacco. The front windows of the place were streaked and begrimed with the dust and dirt of years. Advertising never occurred to Eb and he wouldn't have known how to have gone about it, anyhow.

"Everything went along all right until the street began to build up. Other cigar men came in—students of the modern school who had been taught the value of attractive displays, good goods and hustle.

"But Eb never batted an eye-lash. He saw to it that his place of business was opened at seven o'clock in the morning and every evening at six he turned the key in the rusty lock.

"Little by little Eb's business began to melt away. These newcomers on the street did not believe in sitting calmly back and waiting for Dame Fortune to enter the door. No, indeed. They ran hastily out of the store and grasped 'Opportunity' by the wrist and hauled her into the place bodily.

"They adopted every modern convenience consistent with their means and location, and their stores always looked like a beehive in honey time.

"And meanwhile the Rip Van Winkle of the cigar business next door looked blankly on and muttered:

" 'Drat it all; some folks is jest naturally lucky.' "

* * *

The following excuse received by the superintendent of schools, Province of Abra, Philippine Islands, may probably be one of the reasons why Manila cigars are not popular in some cities.

"We, the undersigned, to prove: That on Thursday past, Maximo Rojas was absent on account of sickness; that his sickness were itches insofar that he were unable to wear trousers. Therefore he were absence."

The fashionable method of serving a cigar in vogue in the large restaurants did not appeal to a breezy looking New Mexican, who was seated in one of the White Way palaces the other evening. From the attention which was being given him by two dapper companions, it was evident that they were trying to put one over on him, and lest his brain become too befogged, in the rapid procession of drinks, he decided to switch to smoking, and ordered a cigar. The cigar was served to him standing on end, in an ordinary wiskey glass. When it was placed before him, he looked at the waiter and asked, "What's that there?" "The cigar you ordered, sir," said the waiter. "Eh," replied the man with the sombrero, "but, lad, I ain't agoin' to drink it."

* * *

They were on the sofa in the parlor. The lights and conversation both were low. Presently a female voice was heard to say:

"You are not a broken reed, are you, George?"

"What a question, dear. What do you mean?"

"Why, papa said he'd hate to have me lean on a broken reed."

"Well, here's a broken Perfecto cigar you've been leaning on. Go and give that to your papa with my compliments."

* * *

Don't talk about a man behind his back. That's the place to kick him.

* * *

"Mail order competition is assuming grave proportions in the cigar trade," said a prominent Chicago jobber the other day. "Retailers everywhere have been too prone to look upon this class of competition as more or less of a joke, but I have had occasion to look rather deeply into the matter, and the results are astounding. Every large magazine, and small ones for that matter, are carrying numerous advertisements of 'direct to the smoker' brand. That this trade is gaining ground is evidenced by the number of large, handsome offices now to be found for the carrying on of this trade. One or two concerns have found it advantageous to run their own factories, on account of the volume of business, and every day the list of new entries into this field of merchandising is growing. The dealer with the right kind of stuff in him can combat this trade very successfully, since the merit of the mail order product is usually very mediocre, but the 'dead ones' in the retail cigar business are catching—well, what Sherman said war was. It is possible that an organization properly conducted would do much to combat this growing evil."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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As a courier of good news, THE TOBACCO WORLD takes pride in pointing out the fact that it was the first trade journal in this country to announce the official report on the tobacco industry for the fiscal year ending June 30. These figures, published in our last issue, reveal a prosperous condition of the four principal branches of the tobacco manufacturing business, namely, in cigars, cigarettes, tobacco, which includes chewing and smoking and snuff.

What the 1912 Figures Mean

Each one of these branches shows an increase, although the combined increase of the other three is eclipsed by the tremendous gain in the production of cigarettes. There have been numerous straws noted in these columns indicating the direction of the trade winds in the tobacco business, and all have pointed to an amazing increase in the production and consumption of cigarettes. These predictions are confirmed by the 2,000,000,000 increase for 1912—nearly 22 per cent. gain over 1911, the largest percentage of increase in recent years.

Those who have been complaining that the tremendous gain in the popularity of the cigarette would seriously curtail the production of cigars, will find an answer to their claims by examining the increase in the production of cigars which this year amounts to nearly 5,000,000.

Although the gain in cigars is negligible compared with that of cigarettes, it is significant, because in face of adverse business conditions, which usually first affect the consumption of cigars, the smokers of this country have held tenaciously to their favorite brands of cigars, and as a result, the total for 1912 has reached the enormous figures of 7,256,390,303.

The year of 1912 would have closed with a much better showing had it not been for the unexpected slump of production during June, when the production of cigars fell off over 41,000,000. Up to June the industry was showing steady gains, but the slump which hit the manufacturing trade during that month pulled down the figures to the very conservative gain of less than 5,000,000.

Summarizing the annual report we fail to see anything discouraging in it, but on the contrary we see every indication of a condition that is satisfactory, considering the general business conditions, and pregnant with hope for even greater strides in 1913.

Will Manufacturers Get Benefit of Good Havana Crop?

The superior quality of the 1912 Havana crop should prove an impetus to high-class retailers to feature these goods more strongly than ever, as a means of building up high-class trade. The sale of Havana goods, whether they be made in Tampa, Key West or Cuba, should receive the full benefit of the exceptional crop conditions.

Whenever there is a bad crop, and there have been several mediocre, not to say abnormally poor crops in recent years, this condition had been reflected in a slump in the sale of Havana cigars. Now that the 1912 crop is being made up into cigars, and everyone admits the superior quality of the leaf, there is no reason why the manufacturers and retailers of this class of goods should not get behind them and take advantage of this propitious condition.

Unfortunately, the sales departments of many of the Havana manufacturers are lacking in the aggressiveness which would enable them to use every ounce of advantage. Havana cigars, in many instances are advertised in a haphazard way and not along the most profitable lines. Comparatively few are placed before the readers of trade papers and little effort is made to educate the dealers to the merit of these goods.

If the manufacturers would take up the selling and trade advertising problem as earnestly as they have their manufacturing end, they would find many opportunities opening up to them. The distributors and retailers in turn can do their share by displaying Havana goods in their windows and featuring them on their counters and display cases.

The United Cigar Stores struck the right idea this week when there appeared in many of their windows throughout the United States the following sign: "1912 Havana crop the best in years. Fresh shipments of cigars received daily from Tampa and Key West." If other retailers handling Havana goods, and there should not be a high-class store that has not a liberal stock of them, would follow this example, or improve upon it, they would find their efforts rewarded with a big increase in their box sales and also a notable improvement in the class of their customers.

Thus it will be seen that the situation demands quick action on the part of the manufacturers; first, in exploiting the goods to the retailer through trade papers and other media; and, second, in enlisting the co-operation of the live retailer and distributor in pushing the goods to the consumers.

Will they take advantage of it?

Havana Unable to Handle Goods Expeditiously

Late Strike of Cartmen, Which Was Declared Off, and Accumulation of Shipments of Tobacco From Country Causes Delay—Leaf Market Booming

HAVANA, August 26.

THE principal event, during the past fortnight, was the strike of the cartmen, which lasted from August 15th to the 20th inst., when fortunately the same was declared off, and business could proceed again on its natural course. A great deal of harm was done during the six days that it lasted, as no tobacco could be hauled from the railroad stations or the docks of the coastwise steamers that bring tobacco from the interior of the island. Buyers were handicapped, as while they could register vegas, they could not cart them away, nor were our exporters able to ship goods on Friday by the Saturday's Ward Line boat. Some of them that had commenced already to do so on Thursday happened to have a part of their orders go forward by the Saratoga, and the balance was left behind until the next Saturday, as the following steamer on Tuesday, the Monterey, had to leave in ballast from here.

Through the accumulation of bales from the country we are still suffering from the impossibility to handle all the goods as promptly as heretofore, and we learned today that the S. S. Havana, which left here on the 24th inst., shut out about 2,000 bales of leaf tobacco, and some cases of cigars, and which will go forward tomorrow by the S. S. Morro Castle.

Cigars.

The official figures, from our custom house returns, for the second half of July, as regards our exports of cigars to all countries, show the following disheartening figures, viz.:

From July 16, 1911, to July 31, 1911,	7,193,031	cigars.
" " 16, 1912, " " 31, 1912,	5,099,787	"
Decrease in 1912,	2,093,244	"
From January 1, 1911, to July 31, 1911,	103,376,584	"
" " 1, 1912, " " 31, 1912,	89,233,020	"
Decrease in the first 7 months of 1912,	14,142,964	"

At the moment, however, our factories, at least the principal of them report a better state of business, as orders are plentiful, the principal complaint consisting only in the scarcity of wrappers, not alone that clean, uniform colors this year do not exist, but that also even the spotted wrappers are no longer easy to find, so the outlook is by no means very bright. The supply of old wrappers, which formerly were not looked at, have also all been sold. Little faults of not burning perfectly have been overlooked in the anxiety to secure at least clean colors.

The question is now to find out, whether the connoisseurs of Havana cigars may upon trial prefer the ugly looking, good tasting and burning cigars to the cigars with the old wrappers, which are handsome looking, but cannot taste as sweet, and possibly may not burn as freely? When the first shipments of new cigars, wrappers and tillers arrived in Germany, and other countries, the importers cabled at once, cancelling orders and stopping future shipments, but of late fresh cables have arrived, stating to continue shipments. This confirms what we have been arguing about, that the fine, sweet and aromatic flavor of the new cigars, in conjunction with the excellent burn, will overcome the prejudice of the bad-looking wrappers.

It remains to be seen yet, what the Americans are going to do in this matter. As there is no special news to be gleaned from a visit to our factories, as they all report to have either added to their forces of cigarmakers or completed their full seating capacity, thus indicating that orders at last are plentiful, from all the chief consuming countries of the world, we repeat the names of them herewith, as follows, viz.: Romeo y Julieta, Partagas, H. Upmann, Sol, the Elite factory, Eden, Castaneda, the principal factories of the Henry Clay and Bock & Co., Ltd., and Hoyo de Monterey.

Notwithstanding the partial interruption, our leaf market has been booming, as the total sales reached the enormous quantity of 32,000 bales of all kinds of leaf, and prices have stiffened more yet for nearly all grades. The receipts from the country were over 68,000 bales, but as quite a quantity of them consisted of country purchases to our factories, and to Messrs. Sylvester & Stern, as well as some American buyers, therefore not all the bales are for sale. It is said now that the majority of the escogidas in the Santa Clara province will finish their labors by the end of the month of September. One logical reason why the reporters from the country making such exaggerated reports, as to the immense crop of Remedios were not based upon facts, consists of the lighter quality of this year's growth, as a matul this year did not weigh from over 3 to 4 pounds, while in ordinary seasons such a bundle weighed from 7 to 8 pounds, so it can be seen at a glance that our informants must have based their calculations upon the former accustomed number of matules to make a bale of tobacco, and which in reality would cut down the estimates to perhaps nearly one-half, or thereabouts. Furthermore the calculations may have counted in the tobacco still in the fields in the month of March, which, however, through the drought in the month of April did not mature, and was dried up and lost. To about the same extent the crops in the Vuelta Abajo, Semi-Vuelta and the Partido have suffered, and have reduced the actual crop in the number of bales. Undoubtedly the buyers of the Trust have been aware of these facts when they started in to buy heavily, and thus changed the aspect of our market like magic, creating a big demand through the following of the other independent buyers.

Sales for the last fortnight totaled 32,083 bales, or, divided by its component parts, were: Vuelta Abajo, 13,693; Partido, 5,328, and Remedios, 13,062 bales.

Buyers were: Americans, 10,286; exporters to Europe, 7,797; shippers to South America, 450, and our local manufacturers of cigars and cigarettes, including the deliveries to Sylvester & Stern, 13,550 bales.

Exports of leaf tobacco, from the port of Havana, from August 5th to August 17th, were:

To all ports of the United States	5,415 bales
To Germany, Bremen and Hamburg	7,168
To Austria	463
To Amsterdam and Rotterdam	166
To Buenos Aires and Montevideo	450
To Algiers	50
Total	13,712 bales

Receipts of Tobacco From the Country Were:

	For the two weeks ending August 17th, 1912.	Since January 1st, 1912.
Vuelta Abajo	29,169 bales	110,306 bales
Semi Vuelta	2,813	12,802
Partido	2,823	14,809
Remedios	33,519	128,242
Mayari	90	1,566
Total	68,414 bales	267,725 bales

Principal shippers from the port of Havana, during the past two weeks ending August 17, were: J. F. Berndes & Co. 2,019, Adolfo Moeller 1,830, H. Upmann & Co. 1,036, Leslie Pantin 765, Silveira & Co. 755, Gutierrez & Diehl 717, Sylvester & Stern 657, José Suarez 387, Ernest Ellinger & Co. 365, Garcia & Co. 348, Mark A. Pollack 308, J. Bernheim & Sons 249, and Bridat & Co. 229 bales.

According to reliable reports, we learn that the firm of Heinrich Neuberger has had various escogidas in the Santa Clara province, which will yield 6,000 bales at least.

ORETANIV.

May Build a Plant in Petersburg

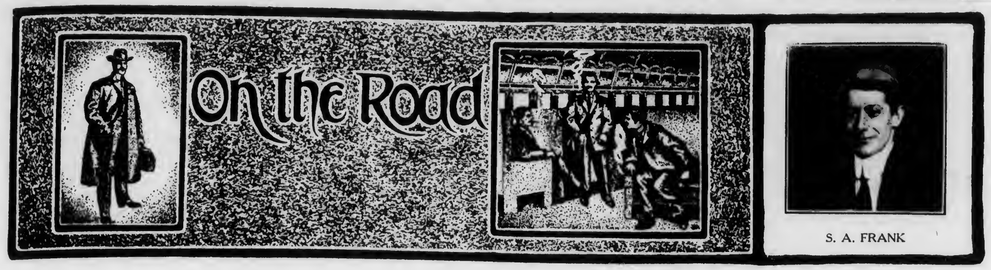
American Tobacco Company Said to Be Negotiating for Site in Virginia City

PETERSBURG, VA., August 27.

REPRESENTATIVES of the American Tobacco Company are negotiating with property owners on Lombard Street, near the A. C. L. crossing, for the purchase of one or two big blocks of property, on which it is proposed to erect a big tobacco factory. Options have been secured on several lots, and it is expected the deal will be concluded in a few days. The plant will be for the manufacture of smoking and chewing and snuff, it is understood, and will be one of the largest plants of the American Tobacco Company in the country.

Brown & Williamson to Erect Factory

A new tobacco factory will soon be erected at Winston-Salem, North Carolina, by the Brown & Williamson Tobacco Company, according to recent reports from that city. The new building will double their present capacity. The Brown & Williamson Company owns and operates one of the largest independent chewing tobacco establishments in this country. It operates the only snuff factory in North Carolina.



S. A. Frank

S. A. FRANK, representative of Rosenthal Bros. & Bendetson, wholesale tobacconists of Boston, whose likeness is shown above, is recognized in that town as one of the most live cigar salesmen of the section. He knows cigars from the leaf to the finished smoke, and therefore is in position to drive home his selling points.

Mr. Frank has been instrumental in placing the "Rosenthal Bros.' Special" in almost every worth-while retail store in the Hub City and suburban towns, and has made a record in that respect equaled by few men. With all due regard for other good salesmen, we give Mr. Frank our felicitations and wish him continued success as a good mixer, a steady plugger, and as a bringer of results.

E. E. Whiting, a traveling representative for Reiss Bros. & Co., pipe manufacturers of Chicago, is touring the Pacific Coast in the interests of his firm.

Harry Rinaldo, the San Francisco salesman, is going to push the goods of Rey, Straus & Co., of Tampa, on the Coast. With this in view he has opened an office in San Francisco, where he will negotiate with jobbers in that section to place the firm's "Mi Rey" clear Havana goods.

George Kraus, the Western agent for the "Ruy Lopez" cigar, has been assisting Bier, Saalberg & Co., of San Francisco, who have made a fine showing since taking on this brand.

Charles Sichel, a well-known salesman for S. Bachman & Co., of San Francisco, has again gone on the road after undergoing an operation.

Walter H. Clark, a Theobald & Oppenheimer representative in Chicago, is back at his desk after a trip to Michigan. He is now planning a lengthy trip through the entire West, at which time he will visit all the big jobbers in his territory.

"Billy" Wolfson, a Philip Morris & Co. traveler, with headquarters in St. Louis, recently returned from a long trip through Oklahoma and Kansas.

Harry C. Culbreath, the hustling salesman for V. Guerra, Diaz & Co., of Tampa, recently visited the Wm. A. Stickney Cigar Company, of St. Louis, on his way home to the Tampa office after a long Western trip.

T. J. Gleichman, the Boltz, Clymer & Co. representative in Cleveland, is again home after a prosperous spring and summer on the road, pushing the "El Palencia."

Mort. E. Hammer, a well-known salesman, has been appointed general sales representative in Chicago for the Ryan & Raphael Cigar Co., a Windy City firm. He will push the "Lucius" cigar.

The United Cigar Stores Company opened up its first store in San Diego, Cal., several weeks ago, and did a big business the opening day. The stand is at Fifth and D Streets.

Wm. Foy, a live-wire salesman for the Max Roth Cigar Company, the Pacific Coast wholesale firm, recently took a trip to San Diego and vicinity, pushing the "El Wadora" cigar, manufactured by Sig C. Mayer & Co., of Philadelphia.

Geo. J. Yocum, of Yocum Brothers, Reading, Pa., is working the state of Oregon after a long stay in Southern California, where the "Y-B" and "Spana-Cuba" are well placed.

Lose Suit Against Burley Tobacco Company

What is said to be the last chapter in the suit instituted in the United States District Court, at Cincinnati, by the E. O. Eshelby Tobacco Company, of Covington, Kentucky, against President Clarence Lebus and other officials of the Burley Tobacco Society under the Sherman anti-trust law, has been closed by the payment of the costs in the case, approximately $600, by the Eshelby Company.

The court, during the trial, decided virtually all of the law points presented in the case in favor of the Eshelby Company, but when the question of damages was presented to the jury, it decided that the complainant had not sustained damages as it alleged in its petition.

Lewis H. Ohldorhf, of Toledo, Fails

A voluntary petition in bankruptcy was filed August 20th by Lewis H. Ohldorhf, a cigar dealer of Toledo, having his place of business on St. Clair Street. Among the list of creditors appear many prominent firms in the tobacco trade, some of whom are The J. B. Moos Company, Martinez-Charles Co., Kaufman Brothers & Bondy and H. Anton Bock & Co. Ohldorhf's liabilities amount to $7848.64 and assets of $945.27, $575 of which he claims to be exempt.

Sidenberg & Co. Purchase Charleston Factory

Sidenberg & Co. have purchased for $50,000 the building which they have been occupying for their factory in Charleston, S. C. The building had been previously leased from the Charleston Cotton Mills, from whom the purchase was made. About 500 hands are employed in this branch of the Sidenberg interests.

Commission to Consider U. S. Monopoly for Handling Export Tobacco Business

Will Investigate Foreign Governments' Methods of Buying American Leaf—Speaker Clark Appoints House's Representatives to Serve

WASHINGTON, D. C., August 28.

FOLLOWING the passage of a bill authorizing a commission to investigate the conditions under which foreign governments purchase American-grown tobacco, Speaker Champ Clark today announced the appointment of Representatives Flood, of Virginia; Stedman, of North Carolina, and McKinley, of Illinois, as the three members of the House to act on a commission with three Senators yet to be chosen by Vice-President Sherman. When this commission is completed they will proceed at once to ascertain whether there is a combination or understanding between the representatives of foreign governments with a view to depressing the price of American-grown tobacco.

It is also proposed that the Secretary of State shall confer with the governments of Austria, Italy, France, Spain and Japan, which governments have a monopoly of the tobacco industry in their respective countries, for the purpose of ascertaining whether they will purchase their supplies from a bureau of tobacco industry to be established in the United States to provide them with their supplies of American tobacco.

The similarity in conditions with regard to the growers of tobacco in America and the coffee growers of Brazil is pointed out in the report of the foreign affairs committee as follows:

"The situation of American tobacco planters is analogous to that which existed in Brazil in the coffee industry prior to the establishment of the government monopoly of that business. The condition of the coffee planters was formerly one of hardship and poverty, but since the arrangement has been perfected through the intervention of the Brazilian government, in conjunction with certain foreign bankers, to market the coffee crop, prices have advanced very materially and the condition of the coffee planter has been immensely improved.

"It is proposed to have the State Department ascertain if some similar arrangement cannot be devised by which the American tobacco farmer will be placed upon a plane of equality with the purchasers of his product.

"Those who have studied the question say that the American tobacco planter finds, when he comes to sell his product as an individual, that he is confronted with the agent of either a foreign government or a foreign tobacco monopoly, which amounts to a combination on the part of the buyers without there being any combination on the part of the American sellers.

"The purpose underlying this proposition of establishing a bureau of tobacco industry is to place the export tobacco business in the hands of the United States government, so that foreign governments, in seeking their supplies, would have to deal with a factor as concentrated and powerful as themselves," says the report.

"It is assumed that the federal government, in the operation of this bureau, would be reasonable and conservative and not undertake to oppress or exact unreasonable tribute from foreign governments, but it is likewise to be assumed that it would not stand idly by and permit these governments to exact from the hands of the American toiler a tribute, thus unloading upon our people the burden of foreign governmental taxes.

"Tobacco is grown in practically every country of the globe except Great Britain, but the products of these countries cannot in any true sense be said to be competitive with that of America.

"It is not the purpose of this resolution to propose a plan of unreasonable exaction by which America could impose upon her neighbors, but the purpose is to establish a system under which fairness can be expected by the tillers of the soil of America.

"If the arrangement proposed by this resolution could be perfected, it would at once remove all opportunity for oppression and place in the hands of the American government the power to protect the interests of its citizens against invasion by foreign governments.

"Much of the tobacco raised in Virginia, Kentucky, Tennessee and other states is bought by the governments of Italy, Austria, France, Spain and Japan. There is nowhere any competition between these governments for the purchase of this tobacco. Whether it is accidental or prearranged is a matter that is disputed. At any rate, all growers of tobacco who raise the class of leaf that is bought by these foreign governments, know that the price paid the producer has steadily declined, and unless some relief is afforded these men will be forced to give up raising a crop, which for years has been the moneyed crop of their communities.

"On the other hand, the governments that buy, manufacture and sell this tobacco, derive enormous revenues from it. Italy received as revenue on tobacco last year $34,000,000, Austria more than $85,000,000, France one-fifth of her entire revenue, Japan and Spain have large revenues, while the American farmers who grow this tobacco did not get the cost of production."

"Bakelite", a New Demuth Pipe Material

New York Firm Introducing a Superior Chemical Composition Which is Said to Be an Improvement on Amber

A new material now being used for the stems of pipes and one which is bound to create unusual interest in the trade, has been introduced by William Demuth & Co., of New York. This material is called "Bakelite." It is an American invention which may cause a sensation in the technical world. It is now being used here and in Europe for the most varied purposes, as a general heat-proof plastic and as an insulator in the electrical industry. One of its striking applications is its use as an inside protective lining for pure food containers, thus demonstrating its sanitary and hygienic properties.

Before offering "Bakelite" to the trade, William Demuth and Company conducted a series of experiments covering a long period, and it was subjected to the most severe tests. These experiments proved that although "Bakelite" is in many respects like amber, it has greater strength, better wearing qualities, superior brilliancy, and furthermore, is lower in cost. Its makers also claim for it a superior lustre, it being non-inflammable and odorless, and can stand a high temperature. It does not melt nor catch fire as amber will. This makes it more desirable for stems of pipes than either amber, celluloid or the other various compositions now in use.

The DeNobill Cigar Company has applied for a charter in Albany, New York, to cultivate, manufacture and sell tobacco. The capitalization of the concern is $1,300,000, and the incorporators are P. R. DeNobill, of Spezia, Italy; E. J. Esselstyn and J. A. Haughwont.

KEY WEST, August 25.

LOCAL manufacturers all appear to be in a more optimistic frame of mind. This is due to the fast filling order files and to the reports from their representatives, the tone of which indicates a good fall business. In view of these reports the factories are fast turning out goods, resolved to be ready for the pre-holiday rush.

The Martinez Havana Company report a favorable outlook and expect the fall season to be earlier than usual. They are now using their new-crop leaf and report satisfactory results.

The Havana-American Company is working hard on stocking up for the fall season as well as for immediate orders.

The Ruy Lopez Company are kept hustling and report a run on the "Ruy Lopez Smoker." They have a separate room for the manufacture of this brand and have been taxed to their utmost to supply the demand.

The E. H. Gato factory is another busy one in town, and they are turning out their goods as fast as possible. They report some new orders in addition to their regular ones.

The Key West Cigar Company reports a healthy demand for their goods. They are now busy turning out goods for incoming orders as well as for the coming fall trade, which they believe will be unusually good.

The Key West Baseball Club left last night for a series of games with the Miami team. The Key West team outclassed the Miami boys during the gala week at Miami and won the series of games played.

On the trade of his house Manager A. W. Arnold, of the Ferdinand Hirsch Company, said: "We are going along all right. Business continues fair for summer. Trade will double when smokers generally get to using the new crop. I am very favorably impressed with the qualities of the new leaf and consider it just right for American smokers."

Importations of tobacco have increased largely this week, as have the withdrawals, which would seem to indicate some improvement in the local situation.

The S. & F. Fleitas factory reports a healthy demand for their "Homerica" brand, which they have been pushing aggressively the past month.

Geo. W. Nichols & Co. are optimistic as to the fall outlook. Artistic sample trays, with complete lines of the well-known "Solace" brands, have been sent out to a number of their customers.

The reports of the M. Perez Company are good. Manager Menendez predicts a good fall season, foreshadowed by the heavy calls for fine sizes. Shipments are better both by freight and express. A strong demand is setting in from the Coast, including futures running into the fall.

TAMPA, August 26.

THE new bond issue of $1,700,000, which the citizens of Tampa voted to pass, will mean much to this city, and, of course, will materially affect the cigar manufacturing industry. The first improvements will be in the sewage system, which will be beneficial in many parts of the city, particularly in some residential portions, where sanitary conditions are now far from satisfactory. It is expected that every street will be paved before long, either with asphalt or vitrified brick. Other improvements will be in the water-service pipes and in gas mains, which will be carried to all parts of the city.

Getting down to the cigar situation, the shipments have been well up to the usual standard, and judging by incoming orders, the Tampa factories will have plenty to do ere long.

An unusual situation confronted the factories several weeks ago. Some of the manufacturers used up their stocks of leaf tobacco so that a scarcity in the article caused several of them to close up their places for a time. Had it not been for the fact that incoming steamers failed to bring the expected lots of leaf, this shortage would not have occurred, even though the old stocks were low. The steamship "Olivette" relieved things when it arrived with 1400 bales.

Antonio Rocha opened his new factory the other week, and is now well under way. The plant is at Thirty-first Street and Third Avenue, and was moved from Jacksonville. Mr. Rocha stated that he shortly expects to increase his force of cigarmakers. His leading brand is "El Ramo."

Berriman Brothers are one of the busiest plants in town. The demand for the "José Vila" has been enormous, and they have been compelled to add to their force of workmen. Even so, they are more than busy.

Sanchez y Haya report a file full of orders. Simon Gonzalez, who had been in Cuba, and who came back for a week to assist at the local factory, has again gone to the Island.

The new factory of Quiros, Villazon & Co., reports an encouraging outlook. J. J. French is now on a trip through the South and Southwest, and has surprised local headquarters with the size and quantity of his orders. He has placed their goods with a number of desirable jobbers.

Perfecto Garcia & Bro. are securing their share of the volume of orders now pouring in this city. They are running a full force of hands.

Cuesta, Rey & Co. report an encouraging increase for their goods. Since using their new X-ray machine on their cigars, thus killing any animal life which may destroy the goods, there has been a healthy increase for their products. This innovation is being watched with interest by manufacturers all over the country.

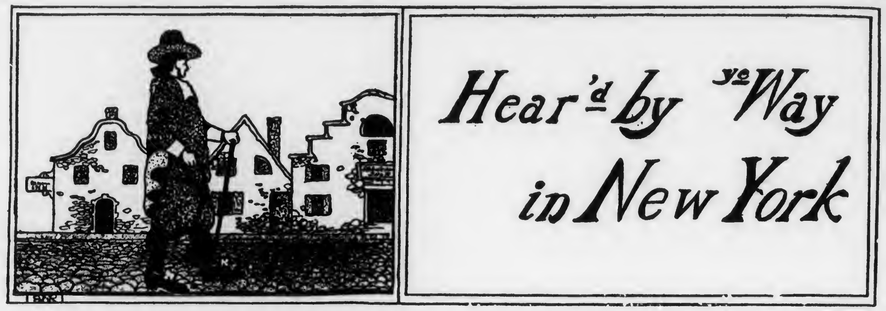
TOO LATE FOR CLASSIFICATION

FOR SALE.—Good registered brands, well advertised through 14 states: "Perkiomen," "Queen of the Valley," "American Hustler," "Union Call," "Union Claim," "What," "El Libera." Also moulds and presses for sale. Reasons: Quit business on account of sickness. Box P, "Tobacco World."

The Drummer Cigar Store, 615 Edmond Street, St. Joseph, Mo., suspended business several days ago. It is not yet known what the assets and liabilities of the concern were.

Death Takes Charles A. Bridges

One of the best known men in tobacco circles in Louisville, Kentucky, Charles A. Bridges, senior member of the firm of C. A. Bridges & Co., died in that city last week. Mr. Bridges had been a resident of Louisville for more than fifty-five years, and at the time of his death was seventy-three years of age. He entered the leaf tobacco trade in 1855, and in 1881 entered the firm of C. A. Bridges & Co., which conducts the Pickett Tobacco Warehouse in that city. Mr. Bridges is survived by six children, three sons and three daughters.



From The Tobacco World Bureau, 910 Hartford Building, New York

Retail Association Denounces United

THE regular semi-monthly meeting of the Independent Retail Tobacconists' Association was held at Terrace Garden Hall, Fifty-eighth Street and Third Avenue, on Thursday, August 22nd. The extremely hot weather kept a good many of the members from attending the meeting, but the lack in attendance was made up by the enthusiasm of the members who were present, and a number of instructive discussions took place.

The matter of the United Cigar Stores Company leasing the cigar store at present conducted by W. W. St. John, brought forth a resolution, which was adopted, as follows:

"Resolved, that we denounce the methods pursued by certain interests to acquire stores as a high-handed, un-American procedure, and respectfully call the attention of the Department of Justice to these acts, and ask if there is no relief for the individual."

The next meeting of the association will take place on September 12th, and at this meeting the election of officers of the association for the ensuing year will occur.

Big Demand for "7-20-4" Cigars

Ruth & Driscoll, of 168 Water Street, New York, who are the agents for the "7-20-4" cigar, manufactured by Roger Sullivan, in Manchester, N. H., report a very active demand for this popular brand all over the East, but particularly along the seacoast resorts. The annual sojourn of a great many Western people at the New England resorts creates a demand for this cigar which necessitates increasing the factory output by nearly 50 per cent. The original output of the factory was 700,000 per week. But at present over 1,000,000 cigars a week are being shipped from the factory.

New Schulte Store Opened

A new cigar store was opened by the Schulte Company at the northeast corner of Bowery and Canal Street, New York, this week, next door to a store occupied by the United Cigar Stores Company. The store is located at the terminal of the Manhattan Bridge and is passed by thousands of Brooklynites and New Yorkers daily.

Al Zeiling has purchased the cigar store of J. Cahn on Ninth Avenue, near Forty-third Street, New York, and after remodelling the same will stock it with an up-to-date line of cigars, cigarettes and tobacco.

E. G. Perez & Company to Make Havanas

E. G. Perez & Company, of 67-69 Front Street, New York, heretofore manufacturers and distributors of high-grade Porto Rican cigars, notably the "La Solera" and "Dianita" brands, are soon about to enter in the manufacture of Havana cigars as well. In this line their two special brands will be "Juan y Julia" and "Don Julian." Mr. Perez states that, after considerable experimenting, he has accomplished a blend of Havana tobacco for the "Juan y Julia" which will make that cigar a contender for first place among the most prominent Havana brands. Labels and bands, as well as the boxes which will contain the cigars, are extremely artistic, and the firm will leave nothing undone to make their Havana goods a standard in their field.

Carlos Rodriguez Passes Away

Word was received in New York on Monday, August 19, of the death of Carlos Rodriguez, son of Salvador Rodriguez, the manufacturer of "Charles The Great" cigars, whose offices in New York are 1600 Broadway.

The young man died in Paris, France, on August 14, after an illness of two weeks. He was twenty-one years old and was a member of the junior class of Georgetown University, Washington, D. C. He left college last February, and recently had been traveling in Europe. He was a member of the Theta Delta Chi fraternity, and was very popular among his fellow students there.

"Castanedas" for President Taft

A high tribute to the universal popularity of the "Castaneda" cigars was paid last week when President Taft, Secretary of State Knox and Congressman William Selzer received big consignments of these cigars, the orders for which they placed through Dave Echemendia, United States representative for Cardenas & Co., owners of the Castaneda factory, Havana.

First United Drug Company Store Opened

The new drug store, which is known as Liggetts, and which is one of the chain of drug stores of the United Drug Company, of Boston, was formally opened on Monday, August 19, at Thirty-fourth Street and Broadway, in the new McAlpine Building. Included in the drug store is a very elaborate cigar department, with a number of well-known brands displayed. "Melachrino" cigarettes have been favored in a fine window display on the Broadway side.

New York City Items

Lee Roy Myers, president of the Cortez Cigar Company, has been spending the summer months at Atlantic City, N. J.

Saul Abrahams, who for many years conducted a cigar store on Fulton Street, Brooklyn, died at his home in that city August 24th at the age of 45. He lived in Brooklyn for twenty-five years.

D. M. Frank, of D. M. Frank & Co., 214 East Fifty-second Street, manufacturers of the "Rotten" cigar, is spending a vacation in the Adirondack Mountains.

L. G. Smith & Co., 34 Beaver Street, have taken on the "La Duse" line of clear Havana cigars manufactured by Coral, Wodiska & Co., of Tampa.

Charles W. Sanders, representative for the Cortez factory, was in Philadelphia last week calling on the trade. He has since returned to his home in Richmond, Va., where he will rest until starting on his regular fall trip.

F. B. Blackwell, who a short time ago severed his connections with R. G. Dun & Co., is now secretary and treasurer of the Martinez-Childs Cigar Manufacturing Co., with a factory at 710 West Bay Street, Jacksonville, Fla., where Mr. Blackwell is now stationed.

Harry Ratthaus, the cigar dealer who recently sold his store at Bensonhurst, Brooklyn, has joined hands with the cigar broker J. Benson, of 183 East Broadway, and they will work together in the future.

Mr. R. Korn purchased the cigar stand at 180 Andubon Avenue from S. Sidman a short time ago. Among the lines he is carrying are those of E. H. Gato, Charter, Carl, Upmann, etc.

S. Spector & Son have moved to their new store, 2308 Amsterdam Avenue. They were formerly at No. 2304. The new building is a very desirable one and the store is fitted up with the most up-to-date fixtures.

The cigar and stationery brokerage firm of Suenshine & Benson, 27 Canal Street, has dissolved partnership. Mr. Suenshine will continue the business at the old address. Mr. Benson has opened an office at 183 Broadway, where he announces he is open for business.

A new cigar store in the Bronx is that of Einhorn & Kirk, located at the foot of the West Farm's Subway station. The proprietors are well known men of that section.

Hegeman & Company, Forty-second Street and Broadway, one of the chain drug stores of the United Drug Company, have a large window display of several brands of cigars, cigarettes and tobacco in the Broadway side of their store. The predominant feature of the display is that of "Jose Vilas" cigars, manufactured by Berriman Brothers. Besides these are displayed "Black Stone," "7-20-4," as well as "Philip Morris," "Melachrino" and "Rameses."

Mr. Steinberg, formerly of 45 Willis Avenue, Bronx, has purchased the Bay Ridge Cigar and Stationery Store at 3904 A, Third Avenue, Brooklyn, where he carries a complete line of domestic and imported cigars.

The fakir's mart which for several months auctioned near-the-names of brands of cigars at Thirty-fifth street and Broadway, have moved their field of operations to 865 Broadway, above Seventeenth Street. They carry a stock of cigars branded with names closely resembling the names of well-known brands, and with the aid of fancy labels and bands have done a thriving business.

Late Trade Items

John J. Lynch, a Chicago cigar manufacturer, died August 21st.

A new cigar store has been opened at Jacksonville, Fla., by A. Messing & Co. Mr. Messing was formerly a member of the O. & M. Cigar Company. The new factory will specialize on five cent brands.

A new cigar store has been opened by the R. M. Stevens Company on Central Avenue, Fort Dodge, Iowa.

James Feeney, Jr., and Patrick J. Fleming, retail cigar dealers of Gloversville, N. Y., have formed a partnership and will operate a cigar store at 9 South Perry Street.

E. L. Nissley & Sons, leaf tobacco dealers of Florin, Pa., will shortly use their new warehouse in that town. It measures 40 by 150 feet.

Gray Peddycord has opened a first-class cigar stand in the Wachovia Bank and Trust Company Building in Winston-Salem, N. C.

William A. Riley, of Carthage, N. Y., has purchased the cigar manufacturing business in that town formerly operated by Charles Irwin. He will continue the old brands "Carthage Bride," "Hoodoo" and "Old Honesty."

M. Ferri & Co., of 6 Congress Street, Boston, Mass., recently opened their new store. They are featuring the "Charles the Great" and "Flor de Mendel" cigars.

Dickey & Hadgdon, who operated a cigar store on School Street, Boston, for several months, are clearing out their stock and fixtures and are going out of business.

The Metropolitan Cigar Store, of Fort Wayne, Ind., located at Lewis and Calhoun Streets, has been sold by O. W. Pohlmeyer to F. A. Peters, of Utica, N. Y.

The Unash cigar factory, of Red Bluffs, Col., has moved to its new quarters in that town and has made arrangements for a retail business also.

Dr. Richard Webb, assistant director of athletics at the University of Kentucky, has obtained an option on 227 Boliver Street, Lexington, Ky., where a hotel will be erected for the exclusive use of tobacco growers and buyers. It will be two stories in height.

Quaker City Trade Outlook

WITH the advent of cooler weather and the return to the city of the vacationists, tobacco men are looking ahead to an increase in sales. To be candid, taking the retail end as a whole, it is quiet, about as dull as one cares to see it. But no one is out after any records just yet, so no one is kicking.

Leaf men report numerous inquiries, particularly by manufacturers who earlier in the summer appeared inclined to wait until prices on the raw material dropped. And since no lowering of prices was in order they are now scouring the warehouses.

The wholesale trade shows an improvement. Retailers have been ordering just enough the past month to keep up with immediate needs and now are beginning to stock up for the customary brisk fall trade.

Local manufacturers all report satisfactory orders and are busily turning out their goods. While these are not all for immediate shipment, the incoming orders warrant having a full stock on hand for the pre-holiday rush. Last year a number of local manufacturers were embarrassed by late hurried orders, and they are determined not to repeat their experiences. The only drawback at present is the scarcity of cigarmakers. The majority of the factories are now carrying "Help Wanted" signs, in addition to carrying standing advertisements in the daily newspapers.

Roig & Langsdorf's Addition Nearly Completed

The new two-story addition built adjoining Antonio Roig & Langsdorf's factory, on North Seventh Street, is nearing completion, and the firm expects to occupy it about the middle of September. The new building will be used exclusively for the general offices of the firm and the second floor will be used as a humidor for storing the finished goods. The removal of the offices to this new building will give them much more room in their old building to devote to manufacturing and shipping purposes.

What "Sig." Saw in the West

Sig. C. Mayer, the energetic head of Sig. C. Mayer & Co.'s factories, returned to Philadelphia this week, after a five-weeks' tour of the Middle West, which took him as far as Colorado. Asked his opinion of fall trade prospects in the West, Mr. Mayer replied laconically: "Everything looked good to me, out there. I did not find a 'gloom' on the whole trip. Everyone seemed to radiate optimism. Business on the 'El Wadora' and 'Rey-Oma' was very gratifying."

Apollo Brothers Move to New Quarters

Apollo Brothers, Incorporated, cigarette manufacturers who have been at 143 North Eighth Street for the past two years, have moved their factory to 305 Walnut Street, where they will occupy larger quarters and devote their attention exclusively to cigarette manufacture. Manager Booth states that this change has been made owing to the determination of the firm to close the retail end of their business and concentrate on the manufacture of high-class goods. Apollo Brothers have a big trade on private brands and monogrammed cigarettes.

C. Shull & Company, Bankrupts

The sub-jobbing house of C. Shull & Co., 1619 Federal Street, is reported to have failed and a receiver appointed to take charge of its affairs. There have been two meetings of the creditors, at the last of which an offer of ten cents on the dollar was refused.

The liabilities of the concern are reported to be more than $8,000, with assets of about $750. C. Shull & Co. have been doing business for more than fourteen years.

H. B. Grauley to Wholesale Exclusively

H. B. Grauley, cigar manufacturer, who has been conducting a retail stand at Sixth and Chestnut Streets, in connection with his wholesale department, has decided to discontinue the retail end of his business. He will vacate the Chestnut Street front of his store and concentrate his packing and shipping facilities on the Sixth Street side. Mr. Grauley reports a very gratifying business on his "Orange Flower," "Lord Caspar" and "Golden Rule" nickel brands.

Acker's Take On "La Vertura"

The Twelfth and Chestnut Streets store of Finley Acker & Co. has taken on a new line of five cent cigars made by the Standard Cigar Company, Norristown, Pa., under the name "La Vertura." This is a line of clear Havana cigars, made in several small sizes, and the results obtained thus far indicate that this nearby brand will receive well-deserved popularity.

The 44 Cigar Company report a heavy fall business, incoming orders keeping the factory taxed to its limit. C. D. Ogden, of Rochester, N. Y., and G. Adlof, of Dallas, Tex., were recent visitors at local headquarters.

Quaker City Items

Mr. Lennox, of Garcia, Pando & Co., was a recent visitor in the Quaker City.

H. Traiser & Co., Incorporated, Boston, Mass., are about to begin a campaign on their "Pippin" five cent cigar through their local distributor, Speed Goodloe.

Henry Weiss, of the American and West Indies Trading Company, booked a number of desirable orders for the firm's "Plentius" brand of Porto Rico goods while in Philadelphia recently.

Acker's and Mitchell, Fletcher & Co. have taken on the E. H. Gato line of cigars, which are one of the most popular first-class smokes in this city.

Allen R. Cressman's Sons are busily working turning out goods for present orders and the usual large fall trade of this firm. The "Counsellor," of course, is getting the most attention at present.

Owing to a strong demand for their "Chicos" brand the Juan F. Portuondo Cigar Manufacturing Company have been compelled to add a number of cigarmakers. This brand has a wide distribution in the West and South West.

Luckett, Luchs & Lipscomb are kept busy turning out enough "Reynaldos" to meet the demand for these goods. This brand has taken a strong hold in Chicago and the Middle West, where it is being taken care of by Monroe Luchs.

Another addition to the Flanigan family, well known in the cigar trade of Philadelphia, arrived last week when a boy was born to the wife of Frank Flanigan, who presides over the business of Stover's cigar stand in Broad Street Station.

The Baum-Jaffe Company are greatly pleased on the outlook for the "El Jaffe," "A. J. Cassatt" and "Coiner" cigars. The first named brand has taken a strong hold locally. Several new salesmen have been added to the sales force and are now covering their territories. J. Murphy and J. Mathews are covering New Jersey and Pennsylvania in the interests of the concern.

An attractive and useful accessory to bring their "El Confido" brand to the attention of the consumer is the change tray which Speed Goodloe is distributing in connection with this brand. This cigar is made in several sizes, and ranges in price from ten cents to two for a quarter. Jose Lovera & Co. are the manufacturers.

Reports received from the T. H. Hart Company, Twelfth and Walnut Streets, show conclusively that the nickel cigar made by this firm under the brand "Five of Harts" and the ten cent cigar known as "Heartsease" have secured a very large share of patronage in the West and Middle West and the territory adjacent to Philadelphia.

George H. Valentine, of A. S. Valentine & Son, has so improved in health that he is able to leave the Atlantic City hotel, at which he has been staying, for short pleasure trips.

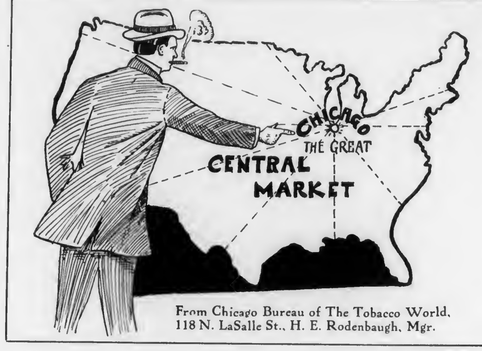
Wm. R. Veith, for the past three years with M. Melachrino & Co., under the direction of Wm. J. Noonan, district manager of Philadelphia and vicinity, has been appointed manager of the central New Jersey territory, with headquarters at Trenton. The appointment of Mr. Veith becomes effective September 2nd, and his many friends in the trade will be glad to learn of his new position.

J. V. Flanigan, general representative for the "Por Larrañaga" factory, Havana, was in Philadelphia last week calling on the trade. The "Por Larrañagas" have a big sale in this city among the select clubs and cafes and are handled largely by M. J. Dalton & Company.

A. M. Schwartz and Mr. Walters, of the Bobrow establishment, have been covering the coal regions the past week, doing missionary work on the "Bold" and "Discriminator" cigars. A number of good accounts have been taken on, and at last reports Wilkes-Barre and Scranton were taking hold of these popular Philadelphia brands in great shape.

Ed. M. Davis, the New England representative of Roig & Langsdorf, with headquarters in Boston, stopped off in Philadelphia a short time ago en route to Atlantic City and other shore cities. He was accompanied by F. H. Young, a Providence, R. I., wholesaler, and gave a glowing account of the success which has crowned his efforts in placing the "Girard" in first-class New England stores. Mr. Davis is an enthusiastic motorist, and made the trip from and to Boston in that manner.

Window Display in Store of C. L. Martin Company located at 1303 Columbia Avenue



From Chicago Bureau of The Tobacco World,
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

Freak Summer Hurts Chicago

Numerous Conventions in City do Little to Better Trade---"Made in Chicago" Week Proves Successful---"Flor de Jeitles" Doing Well

CHICAGO, August 26.

STANDING on the threshold of another season, a retrospect of the one just passed does not cause Chicago tobacco dealers an unlimited amount of joy. First of all it was what might be termed a "freak summer." With the exception of a week the early part of July and a few days in August, the weather has been opposed to the best interests of the trade. Most of the time chill winds blew from the lake, and summer assumed the aspect of fall. Unseasonable weather at any time is a detriment to business.

During the summer there were numerous conventions in Chicago, including two gatherings of national political parties. These, however, were disappointments as far as helping trade in general was concerned and only the stores in the immediate vicinity of the scene of battle obtained results. The recent water carnival did not bring in as many outside people as was anticipated, and bad weather hampered conditions locally.

Yet, in spite of all this, business has been very good in spots, and for many the summer has compared favorably with that of 1911. However, all thoughts now are centered upon the future and with a mammoth crop yield a certainty, money should be plentiful this fall and bring back a golden harvest of dollars to the man who sells cigars and tobacco.

Officials of the United Cigar Stores Company announce their organization plan, which calls for an exchange of each share of old stock for three shares of new common stock of the United Cigar Stores Company of America.

Thomas Slader, the South Ashland avenue jobber, has taken on the brand "Van Lo," made by the Friedlander Cigar Company, of Clinton, Ill. Slader has the southside territory for this brand. He has also added the "Havana Principe," 5-cent brand of Storm, Fisher & Co.

The Greeters' Club of Chicago, composed of the assistant managers and clerks of hotels, have decided to open club rooms either in the downtown district, or on the south side.

John Rakhos, owner of several restaurants and cigar stands, has been made the defendant in a $25,000 breach of promise suit, filed in the superior court by Mary Serfel, 20 years old. The girl was employed in one of Rakhos' restaurants.

To deal in wines, liquors and cigars is the purpose of George F. Pfeiffer, Inc., organized in Chicago recently. The incorporators are: George F. Pfeiffer, H. M. Goldsmith and Benjamin P. Ruehling.

The New Stockyards Inn, replacing the historic Transit House, is to be opened early in October.

New Sign Advertised "La Soneda" Cigars.

The Animated Advertising Service, 1504 Steger Building, flashed a new style sign on the walls of the Chicago Business College, advertising two brands of "La Soneda," of Storm, Fisher & Co., and the "Owl" cigar of the United Cigar Manufacturers' Company. The sign is a 48-foot clock, with the hands moving every minute. The ads. are on the dial. This clock is flashed by an electrical device and is the newest thing out in the sign line. It attracted much attention.

A baby girl was born recently to Mrs. Dr. F. Strube, daughter of John F. Burns, of Burns & Goldfuss. Mr. Burns is tremendously elated over his new honors as "Grand Dad."

Isador Lederer has resigned his position with "Mi Lola" cigar factory of Milwaukee. He spent a few days in Chicago looking over the situation here.

Fred Streiblein, formerly with Clarence Hirschorn & Co., has resigned his position as Chicago salesman and moved to Minneapolis, starting with the Stone-Ordean-Wells Company, to push the "Roi-Tan" cigar. Arthur Ariable is the successor to Streiblein.

W. G. Andersen is back from his vacation in Michigan.

The La Salle Cigar Shop has leased the store at 107 West Madison Street.

The North American restaurant, at State and Monroe Streets, is making the hit of Chicago with their excellent cabaret show. Since opening the North American, two months ago, business has been rushing. Their food is always up to standard and their service A1. They carry an excellent line of cigars.

The "Flor de Jeitles" five-cent cigars, made by Jeitles & Blumenthal, Ltd., of Philadelphia, are being distributed here by Thorwart & Roehling. Increasing business is reported.

Charles Daly, manager of the cigar department for T. F. McDermott, Wabash Avenue and Van Buren Streets, is deserving of much credit for the way he has boosted trade in his department.

"Made-in-Chicago" Week Annual Event.

"Made-in-Chicago" week, held August 12 to 17, proved so successful in arousing civic enthusiasm and opening the eyes of the consumer as to the wide variety of goods made here, that it is now planned to make this an annual feature in the commercial life of the city. About 15,000 show windows had displays, and in several sections of Chicago merchants held industrial parades and carnivals. Merchants report that business boomed wonderfully during the week.

Frederick R. Barnheisel, president of H. H. Kohlsaat & Co., is to erect a $350,000 office building on Michigan Avenue, just north of the Blackstone Hotel. It is to be ready for occupancy next spring.

The United Cigar Stores Company has opened another stand at Evanston Avenue, near Grace Street.

Adolph M. Seckbach, president of F. Bolano & Co., returned from a trip to Minneapolis, St. Paul, and other points in the Northwest.

The United Cigar Stores Company has closed their establishment at 125 North Fifth Avenue.

L. J. McKinnon, of this city, is at present on the Pacific Coast.

The Ryan & Raphael Cigar Company, of Chicago, have announced the appointment of Mort E. Hammer as general sales representative. Mr. Hammer will push the "Lucius" cigar.

R. B. Cooke, or "Ruddy," as he is called, was a very busy man handing out tickets for the recent "Cubs-Giants" baseball games. Cooke has two places, one in the Kesner Building, and the other at 117 South La Salle Street. He has a deal on to sell the latter place. He also has an option on a stand in one of the downtown office buildings.

Louis Lehnhard, 236 West Sixty-third Street has returned from a two weeks' vacation in Cincinnati. Louie was raised in Ohio and said it seemed good to get back to old "Cincy" and get some "Moerlein." Since getting back Louis has put out a new sign. It says: "A tea kettle sings when it is full of water, but who the h—ll wants to be a tea kettle."

In town recently were: Sig Mayer, of Lozano Sons Company, Tampa, Fla.; John Fuller Sweeney, Grand Hotel, Janesville, Wis.; Harry Watson, Springfield, Ill.; Geo. Koons, of Edward Mueller & Co., Springfield, and James Courtney, Madison, Wis.

W. A. Busch and Andrew Pauly, St. Louis delegates to the convention of the National Retail Druggists' Association were in Chicago recently.

Larry Hodson, formerly buyer for the Tom Jones cigar store, has opened a cigar store and pool room at 1759 West Madison Street.

E. A. Strause, the Peoria, Ill., cigar jobber, and also president of the State Trust Company, came to Chicago a few weeks ago to take in the ball games between the "Giants" and the "Cubs."

Harry Smith has leased from Edward Landsberg and W. J. Scown the L-shaped store space in the Delaware Building, at Randolph and Dearborn Streets, for a period of seven and a half years at a total rental of $84,500. He will occupy it as a saloon and café.

Space in the Hotel Astor on North Clark Street, near Randolph, has been leased to Charles Barnes, who will fit it up as a café.

South Side Café on the Market.

It is rumored that the Drexel Café, Thirty-ninth Street and Cottage Grove Avenue, is on the market. This place is owned by Theodore Oehne, formerly of the Seipp Brewing Company. The ground is under lease and owned by Mrs. Houston, whose husband, Al Houston, a man well known in sporting circles, started the place some twenty-five years ago. The lease on the ground is $12,000 per year. The location is one of the best on the south side, being the end of the "wet" district. They do a big cigar business. It is known as a "dice" place, but the cigar end of it suffers from the dice play, inasmuch as 85 per cent. of the dice checks are consumed at the bar and restaurant.

August H. Kropp has just built a new building at 4649 North Robey Street, using the first floor as a cigar store. He manufactures a line of five-cent goods, and carries a line of popular brands. Mr. Kropp has just added a line of "Sonedas" and "Havana Splits," of Storm, Fisher & Co.

Here is the copy of a letter received by a Chicago cigar house: "Gentlemen—Hold on to the last order until the following order which it will be ordered soon. Yours repeatfully."

Burns & Goldfuss, 220 North State Street, advertising Storm, Fisher & Co.'s "La Soneda" cigars, are giving out cards with the following "poetry":

"If in this wide world,
There were only two,
And you and I surely knew
That no one in this world would know,
I would; would you?"

C. Clarke, of Theobald & Oppenheimer Company, Philadelphia, was in the city booking orders for "Little William Penn."

Carl Von Hermann, of the Lexington Drug Company, spent a two weeks' vacation in Michigan. Carl is a noted sailor and made a trip in a large steam yacht with E. Steffens, the noted photographer. Von has added the "San Marco," a five-cent cigar of the United Cigar Manufacturers' Company.

The Steuben County Wine Company have an assortment of brands in their windows this week. The "Virginia," of Bustillo Brothers & Diaz; "Farragut," of Pendez & Alvarez, are prominent.

O. Schrader & Co., of East Randolph Street, are handling a fine line of cigars from Cuesta Rey & Co., Tampa. The Lexington Hotel has added this line to their stock.

Wm. Best, Sr., president of Best & Russel Co., has returned from his Eastern trip. His old partner, Mr. Lonie Palmer, is very ill.

P. J. Bauer, of 83 West Randolph Street, has added the Best & Russel Co. brands, "El Salero," and Sanchez & Haya. His big 5-cent seller is the "Stratford Hotel," made by Storm, Fisher & Co.

The Boston Store bought a lot of "Lozano" goods delayed by the Illinois Central R. R. strike shipped to Berriman Brothers, which they refused—the Illinois Central had to dispose of these at cut prices.

In making the rounds of the department stores, I was told never in their history were there as many jobs offered as now by New York and Florida concerns.

It is rumored that Best & Russel Co. will lease a portion of the Tom Murray Clothing Store, southwest corner Madison and Clark Streets, which is directly opposite one of the best United stands in this city.

McDermott Brothers, Wabash Avenue and Van Buren Street, are popularizing a new 10-cent brand called "Phil Sheridan."

A live dealer on the North Side—way out—has a unique display of "Potter-Palmer" cigars, the brand Best & Russel Co. handle, to be sold on Saturdays and Sundays only. This dealer has a sign in his window reading: "This place was on an Alley, but Potter Palmer Cigars made a Street out of it."

Simon Lichtenstein, 186 North Fifth Avenue, who has a branch store at Madison and Franklin Streets, is in the market for another store. He is featuring "Flor de Balano" in both places—also has a window display of "Sofina" 5-cent cigars and "Havanna Splits," 10 for 15 cents, both made by Storm, Fisher & Co., of New York.

John Morrison, manager for Ryan & Raphael Cigar Co., Steger Building, says he looks forward to an excellent fall business. They are placing their "Lucius" brands in many loop drug and cigar stores. When this brand was first put on the market, it was featured by the cafes and buffets and was known as a good saloon cigar, but Morrison is changing public opinion and is gradually getting foothold with the cigar stores.

That a man never becomes too old to smoke is evidenced by the fact that when William Henry Harbaugh, of Danville, this state, celebrated his 107th birthday anniversary on August 27th, he smoked his first cigar, and judging from the way he took to the weed, will become an inveterate smoker for the rest of his life.

Jose M. Diaz, of Bustillo Brothers & Diaz, who visited Chicago to attend the Bull Moose Convention, went from here to French Lick Springs, where he spent a week or more before going on to New York.

J. S. Kimmelsteil, well known to the trade as "Kimmey," of the Key West Cigar Company, when in town recently told his friends that he had closed a big deal with the United Cigar Stores Company for his Key West 5-cent "Londres."

Other visitors in town recently include George Kraus, of the Ruy Lopez Company, Tampa, and W. W. Higgins, of Park & Tilford, New York.

Laden with two new attractive packages, one a tin can and the other a cloth pouch, each weighing two and one-half ounces, called "Hugh Campbell's Shag," F. W. Hemminghaus, of the United States Tobacco Company, made the rounds in Chicago recently, and according to reports, did a good business.

Grooms & Elson vacated their old factory at West South Water and Franklin Streets, this week, and now occupy their new home on the West Side.

Wm. Demuth & Co., are interesting the local dealers with a new pipe mouthpiece known as "Backelite." It is a perfect imitation of the expensive mouthpiece and more durable.

Wm. Taussig, of Taussig & Co., has returned from an Eastern trip.

Walter H. Clark, Western representative of Theobald & Oppenheimer Co., having returned from a vacation at Mt. Clemens, Mich., is planning an extended Western trip.

Col. Bill Cole Building New Plant.

The Cole Lithograph Company, 3125 Indiana Avenue, now owned exclusively by Col. Bill Cole, are building a new plant at Thirty-first Street and Wabash Avenue. "Bill" says he will now make labels and that nothing in New York can touch him; also that through the "Made in Chicago" enterprise the cigar industry will be able to get all their supplies here.

Albert Mandell, son of Max Mandell, of Tom Palmer fame, is now in charge of Berriman Brothers' cigar stand in the First National Bank Building.

The Fair are featuring the "El Conexo" brand, made by Martinez, of Tampa. Manager Anderson says "Conexo" means to connect, and his greatest delight is to see tucks of this brand connect with his cigar lighter—the more connections the more sales—get me, Steve?

The United Cigar Stores Company have opened a new store at Seventy-ninth and Halstead Streets.

Jim McNichal, of Dooley & McNichal, of Madison and Franklin Streets, says I do not believe in hollering or joy-riding in a hearse, but I have been thirty years in old Chi. and "I niver seened business so punk—everybody broke. Why when I came over from Belfast I could make more money than I do now."

HARRY E. RODENBAUGH.

Hustling to Supply Demand for "Havana Ribbons"

DESPITE the fact that increased facilities for production are being installed at all of their plants, Bayuk Bros. Co., of Philadelphia, are having trouble to secure sufficient cigars to meet the demand for their "Havana Ribbon." The extreme South lately opened up by Lyle T. Shacklett, is proving a most fertile field for "Ribbon" sales, repeating business of a most satisfactory nature being reported by all of the jobbers there. The Smith Bros. Company, Limited, of New Orleans, are securing an excellent distribution on the brand and are perfecting lines for an immense business in their territory.

Greenwood & Co., distributors for Savannah, Ga., have found the duplicate orders so satisfactory that they decided to place orders for regular stated shipments, so as to insure prompt delivery.

Mr. Shacklett will presently visit the Hix-Gravely Cigar Company, distributors for Montgomery, Ala., where "Havana Ribbons" have proven immensely popular from the start.

O. H. Porter, who controls the distribution for Logansport, Ind., territory, was a recent visitor at Philadelphia headquarters.

Sylvester Heads Henry Clay and Bock—Wilson Resigns

A. L. SYLVESTER, president of the American Cigar Company, has been elected chairman and managing director of the Henry Clay & Bock & Co., Limited, succeeding Percival S. Hill.

Another change in the personnel of the Henry Clay & Bock & Co., Limited, took effect September 1st, when Francis A. Wilson resigned as deputy chairman, director and general sales-manager in the United States of the Henry Clay & Bock & Co., Limited. Mr. Wilson has also resigned as vice-president and director of the Havana Tobacco Company, as vice-president and director of the Havana Commercial Company, as vice-president and director of M. Valle y Ca and as vice-president and director of H. de Cabanas y Carbajal.

Disastrous Fire in Winston-Salem

Fire in the factory district of Winston-Salem, N. C., August 25th, caused a total loss of approximately $100,000 among the tobacco manufacturing plants of the Ogborne-Hill Company, the Gorrell Tobacco Company and the J. G. Flint Tobacco Company. The losses are said to be covered by insurance.

Tobacco Prices Since the Dissolution

COMMENTING on the condition of the tobacco market, resulting from the dissolution of the American Tobacco Company, the Springfield, Mass., *Morning Union* makes the following observations:

"While Colonel Roosevelt continues to sneer at President Taft's prosecution of the tobacco and Standard Oil trusts and to assert that 'not one particle of benefit to the community at large' has resulted from the dissolution of these trusts, the tobacco growers of the Connecticut Valley are experiencing the benefits of competitive buying and receiving the highest prices for their crops since 1892. There is real competitive buying this year, for the first time since the organization of the tobacco trust in 1904. Representatives of the former subsidiaries of the American Tobacco Company have been in keen competition among themselves and with the independents. The buying started almost a month earlier this year than usual, and the best prices in twenty years have been paid for the tobacco in the field, although the crop is an unusually large one. These are the facts. Now as to what they imply.

"It is true that there was a binder shortage last winter, due principally to the failure or partial failure of the Wisconsin crop, and that January prices began to pick up a bit, growers who had not sold their 1911 crops being offered an advance of three to six cents on the prices paid last fall. Similar conditions previously had lifted prices temporarily, but the improved state of the tobacco market was not permanent. Since the dissolution of the tobacco trust, however, the market has grown steadily stronger, and with a large crop being harvested the buyers have been falling over one another to contract for the tobacco in the fields. It is the first time in the history of the New England tobacco-growing industry that practically the entire crop has been sold in August. In all the seven years that the tobacco trust was in existence this competitive buying never occurred. At no time in those seven years were such prices paid. If this does not prove that there has been a real dissolution of the trust it does at least show that competition has been restored, and it certainly seems to refute Colonel Roosevelt's assertion that 'not one particle of benefit to the community at large was gained by President Taft's prosecution of the tobacco trust.'"

Daniel Frank & Co., Boston jobbers and retailers, will shortly open a new store at Milk and Congress Streets.

Geo. E. Murphy, of Grand Rapids, Mich., has one of the most up-to-date cigar stores and billiard rooms in that section. He carries a large line of cigars and tobacco and has a finely equipped pool room.

Wm. Ganse, a resident of Lancaster, Pa., has purchased the cigar store and pool room of Charles Nester, 421 De Kalb Street, Norristown, Pa., and took possession immediately.

Window Display in Store of Theo. Schneider, 457 Lexington Ave., New York City

Cleveland Blames It On Weather Man

Shields-Wertheim Company Very Busy—Fred. G. Gollmar Company Refits Stand in Ratskellar

CLEVELAND, O., August 28.

THIS city has again been going through a rainy period. The merchants report business good, but could be a great deal better, if the weather was more normal for this time of the year. Somehow or other we seem to have been hoodooed by Mr. Weatherman. One day you come downtown, complain of the sweltering heat of the city and decide to go out and take a dip in old Lake Erie to get cooled off. The next day the weather has changed and you go home and build a grate fire and try to keep warm by conjuring up visions of the day before.

Mr. Dillingham, of the J. A. Rigby Company, Mansfield, O., was in the city the past week. All the boys were very anxious to shake hands with Dill.

The Shields-Wertheim Company have only one complaint to offer, and that is they can't make goods fast enough. The "La Saramita" is going by leaps and bounds. The "La Saramita 5's," their new creation in five-cent goods are running them a close second.

Mr. S. S. Stein, whose headquarters are in Chicago, is preparing for a trip through to the Coast for them.

Mr. Bert Smith is making things hum in Indiana.

Mr. Fred Shields just returned home from his Pennsylvania trip, and told the writer that everything was booming in the territory.

Mr. J. C. Leverance, after a short vacation, is preparing himself for a real long trip through the Middle West.

Mr. Bill Balasky, the city man of the S. & W. Co., is certainly getting his share of the business in Cleveland. Nothing seems to escape him.

Louis B. Shields, the Grand Old Man, is still the hard hitter as of old. He certainly gets the business.

A. C. Wertheim, the factory man, hasn't got much breathing time. The factory is rushed to its utmost.

James B. Shields is about ready to make his annual fall trip over the entire territory, building up the fences and inspecting things in general.

The S. & W.'s West Virginia man, Mr. W. R. Stevenson, reports a steady increase on "Saramitas."

George Bassett is in Green Springs for a couple of weeks for his health. The trade is anxious to see his smiling face behind the counter again.

Mr. McGuire, in charge of Stranahan's retail stand in the Old Arcade, reports a nice increase in business.

Fred Dewear, the manager of the Standard Drug Company's Euclid and 105th Street store, is on his vacation this week.

Harry Fagin manager of R. & W. Jenkinson's Ninth Street store, just returned from a two weeks' trip up the Lakes.

I. J. Mittelberger is out on a short Western trip and reports business booming.

Mr. Halper, the Ohio Tobie man, is certainly enjoying a big business on the "Uncle Joe" and "Ohio Tobies." Reports from him state that he can't fill his orders.

The Fred G. Gollmar Cigar Company has just refitted the cigar stand in the Ratskeller with very handsome fixtures. The cigar end of the business is increasing. Mr. Jared, who has charge of this stand for the Gollmar Company, is offering the glad hand to all of his friends.

A steady increase in business is reported from Mr. Ben Englander, who has charge of Morris Glickman's Euclid Avenue store.

Mr. Nate Gleichman tells me he, too, is on the outs with the weatherman and could handle a lot more business, if he would be favored with better weather.

Mr. Max Mendelsohn, president of the E. A. Kline Cigar Company, is out West at present, traveling through Kansas City, Des Moines, Minneapolis and Chicago. He expects to return in about ten days. Business is steadily increasing and things look very good for this fall with them.

Business is constantly improving with the London Whiff factory. They report that their "Moses Cleveland" is taking quite a hold in the Middle West. The have started to figure on a new brand, called the "Flora Venice," under eight sizes.

Among the salesman in town the past two weeks were the following: Mr. H. R. Harner, selling "Oxford" cigarettes for the Khedival Company, of New York City; Mr. P. Dolbey, the B. B. B. pipe man, of New York; Mr. Nat J. Rice, general representative of the "Theocaridis Egyptian Cigarettes," of New York; Mr. Goldsmith, representing pipes for the Metropolitan Tobacco Company, of New York; Mr. Harry Boston, representing the Wm. Demuth Company, of New York, and Mr. Baurer of the Surbrug Company. M.

The Home Tobacco Warehouse Company has been organized in Lexington, Ky., to deal in tobacco. It will have a capital stock of $25,000 and the incorporators are James N. Kehoe, James W. Fitzgerald, John C. Everett and John E. Bouldin.

Made in Detroit

UNSEASONABLE WEATHER HURTS TRADE

Customs Service At Lake Ports to Be Reorganized—Large Sales of Revenue Stamps Show Good Manufacturing Conditions

DETROIT, August 24.

WHILE we have enjoyed one or two fairly warm, seasonable days of late, the prevailing weather of the past fortnight has not varied greatly from that with which we have been handicapped since early spring. The temperature has been uniformly cool, sometimes cold, and showers have been frequent and abundant. This city and surrounding territory has experienced an unusual number of violent storms, some of almost cyclonic fury.

Unfavorable and unseasonable weather naturally has a bearing on trade. I understand that the harvest of the majority of our farmers has been delayed from three to four weeks beyond the usual period, which means, of course, a corresponding delay and loss in other fields of industry.

K'chew! The poor hay-fever victim is "getting his'n" now; also one month behind time. K'chew! And for relief he is fleeing to Mackinac, Petoskey, Charlevoix and other Northern resorts. The inflow of the hay-fever brigade will stir the hearts of resort proprietors, whose fortunes, owing to cold weather, have fared illy thus far this season. The volume of cigar and smoking business at the Michigan resorts has been disappointing. With the arrival of the hay-fever hordes a demand might arise for cubeb cigarettes.

If this weather continues I expect we'll get our summer next winter.

A recent petitioning letter from the employes of the Customs Department in Detroit to Secretary of the Treasury MacVeagh, seeking a re-classification and increase in pay for clerks and inspectors, many of whom have been years in the service with no raise in salary, seems not to have been altogether without result. Announcement was made on the twentieth inst. of the reorganization of the customs service at Detroit, Chicago, Milwaukee and other ports. The net increase in salaries allowed here is slightly over $2,000 per annum. This applies to the customs service only.

Revenue stamps, representing probably the largest shipment of cigars ever made in the history of the Eastern District of Michigan, were purchased Tuesday, August 20, by the Spietz & Worch Company, of Detroit. Stamps for 1,075,000 cigars were bought by that company, and shipment of the goods has already been started. The cost of these stamps was $3,225.

The total sales at the Internal Revenue Office on that day represented 2,620,250 cigars, the revenue to the Government being $7,888.35. This is the second largest day in the history of the district, the largest day's receipts being slightly over $8,000.

If the cigars represented by the sales at the Internal Revenue Office on that day were stretched out end to end, they would cover a distance of 101 miles.

The Gustav A Moehs Cigar Company are now manufacturing a londres size of their well-known "King Albert" cigar, which is put up in an attractive, 13 top, package. The "King Albert" is one of the most meritorious five-cent cigars made in this district. It is in the hands locally of the Cadillac Cigar Company.

The recently established factory of Jno. McNee, at Windsor, Ont., is fairly under way, but it does not appear that a startling number of Detroit cigarmakers have been drawn thus far to cross the river in search of employment in Windsor.

Our old friend, Mose Eisenberg, formerly of the Surety Cigar Company, is developing a nice trade in the Canadian provinces through his Windsor factory. Mr. Eisenberg has been, since August 15, on a trip to Winnipeg and Northwest.

Ed Lichtig, representing Phillip Morris & Co., left this week on another special mission, this time to Cincinnati. Ed is getting so he isn't a bit afraid of the cars.

Claude E. Howell and "Ted" Briody returned this week from their fishing trip up in Canada. I am told they brought no trophies with them. Their fish they ate and swallowed their bait. Both are down to brass tacks again, pushing "Royal Circle," "El Mosico," and other leaders.

Aug. Huperz, accompanied by his wife and daughter, is enjoying a well deserved ten days' outing up the Lakes. Meanwhile all orders for Pennsylvania, Broadleaf, Zimmer, Spanish, etc., will be promptly cared for by brother Fred. Mr. Huperz has been in the leaf jobbing business here for some years in a modest way. His affable nature, frank manner and faithful attention to his affairs have made hosts of friends for him and have been instrumental in building up a tidy jobbing trade.

The office and cigar stand of Hotel Sibley, corner of Woodward Avenue and Sibley Street, present a vastly better aspect since the removal of the bar and bar entrance to the rear some time ago. Any one passing by the front can now have an excellent view, through the window, of the cigar case, which is placed very advantageously, facing the front. Among good sellers at the Hotel Sibley are: "First Consul," "Charles VIII.," "Julia Marlowe," "Pastora" and "Judge Durand."

Payette-Walsh Co. continue to sell the "R. B." cigar with much success here and throughout the state. Frequent "R. B." displays are seen in shop windows.

C. H. Brockway, 743 Woodward Avenue, evidently conceived the idea the other day of a cigarette display that would prove a free-for-all with no favorites. The result was a really attractive and well dressed window that included "Piedmont," "Turkish Trophies," "Milo," "Melachrino," "Omar," "Luxury," "Nebo," "Helmar," "Tokio," "Phillip Morris," "Fatima," etc., and then some. "Judging from all those 'pills,'" said a party, gazing into the window, "you'd think it was a drug shop instead of a cigar store." At present Mr. Brockway has a varied smoking tobacco display along the same line; that is, a variety display.

Wherever there is a demand for high-grade Havana goods, it is a reasonably safe assumption that among others on sale will be found the cigars of the Sanchez y Haya factory. Probably no cigar enjoys a wider, more substantial popularity here than this well known brand.

While touching on Sanchez y Haya, I am reminded that Bert Johnson spoke recently of the "Orientals" size of that brand which he tells me is one of his best sellers. It is a ten cent straight, four and one half-inch perfecto, and he has the exclusive sale for this city, making a ten cent leader in a way.

In addition to regular line of Sanchez y Haya heretofore carried at the McMillan Company stand, Bert Johnson has only lately ordered the Rothschild, "Extra Finas," in 10ths, to retail at ten cents. The initial shipment is expected at an early day.

He likewise made the addition to his Havana sizes lately, the Reina Victoria Extra of the "Tuval," made by Marcelino Perez & Co.

Ed Heinemann, manager of O'Brien & Co.'s cigar department, is rapidly developing into a nifty two-handed man, playing cash register and cigar stand at one and the same time. He also covers considerable ground with his feet (not while standing). This week has kept him continuously on the jump, as his young and handsome blonde clerk is away on his (this is no chicken) vacation. Frank Beckhold is the aforementioned y. and h. b. c.

I have learned of but a few travelers being here recently, there being Jacques Planco, Rey, Suarez & Co.; Caspar del Pino, M. P. Lopez & Co.; Frank Horning, H. Anton Bock & Co.; John McBlair, Marcelino Perez & Co.; John G. Spatz, John G. Spatz & Co.; Wm. W. Higgins, Park & Tilford; H. G. Rand, Pollack Stogie Company; Wm. H. Terrill, Balbin Bros., and Carl Kaffenburgh, I. Kaffenburgh & Sons. Today the sun shines brightly. There is a rustle in the trees, a wine and sparkle in the air that speaks of summer weather. Maybe we'll get it after all.

S. F. HEAVENRICH.

Clay Pipe Industry Dead in British Isles

The clay-pipe industry is among those which have been practically killed by the fastidious taste of today. Several Irish centres and the town of Birstall, in Yorkshire, formerly sent clay pipes to all parts of the world. Scores of people were formerly employed in the industry; now employment is found only for two or three at the most. The clay pipe has been superseded by the more elaborate briar or calabash, the lordly cigar, and the more dainty cigarette, one or other of which is indispensable to the modern man. The day of the clay pipe has gone, probably never to return.

Tobacco in East Africa

Referring to the progress of tobacco cultivation Sir Percy Girouard, Governor of the British East Africa Protectorate, stated to a *Financial Times* (London) representative that everything possible is being done in that region to make tobacco growing a permanent crop. But to avoid disappointment, reasonable care must be exercised in the selection of the locality, which it is proposed to put under this crop. "Is not a considerable amount of tobacco already grown by the natives themselves?" "Yes, it is under native cultivation in many districts, and it has, of course, the advantage of being both an inland and a sea-coast crop." For the future of the industry high hopes are entertained, a tobacco expert having now taken up his duties in the Protectorate.

all that's new with JOBBERS and DISTRIBUTORS

M. A. La Fond & Co. Coming Along Fast

Detroit House Pushing "Pinzon" Cigar of M. Perez & Co.

M. A. LA FOND & CO., of Detroit, which just broke into the wholesale business in that city, report an excellent outlook and state that it will only be a matter of time before they "will be along with the best of them."

Van Miller, a representative of A. Valentine & Son, of Philadelphia, was a recent visitor at their offices, and they anticipate shortly taking on the "Flor de Valentine" to add to their seed Havana line.

They are now pushing the "Pinzon" cigar of M. Perez & Co., of New York, and the "Malco Perfecto," Gans Bros., New York, which Charles La Fond predicts will be "their big five-cent noise." He reports a weekly distribution of 20,000 cigars on this brand, not a bad record for a new house. They also handle the lines of H. Anton Bock & Co., and report good returns on these goods.

Pixely to Push Krinsky Cigarettes

W. I. Pixely, the pioneer Pacific Coast agent, has been appointed as representative in that territory for I. B. Krinsky, of Brooklyn, the well-known cigarette manufacturer, and will push the "Lotus" and "Turkish Student" brands of this concern.

I. B. Krinsky reports business as being very good and states that his plant is taxed to its utmost. The "Fifth Avenue" cork tip cigarettes are said to be having a heavy run.

New Jobber for "Flor de Valentine"

The Stickney Cigar Company, of Denver, has taken on the "Flor de Valentine" cigar of A. S. Valentine & Son, of Philadelphia, after it had been handled by a number of jobbers in that city. The Metropolitan Cigar Company wholesaled this brand for several months, and previous to that Harryman & Son were the distributors.

Ehrman Brothers, of San Francisco, are getting things in shape for the regular fall campaign. A special drive will be made on the "Havana Ribbon" five-cent line, manufactured by Bayuk Brothers Company, of Phialdelphia, which has been one of the best summer sellers of the house this year. Gus Orser, one of the live outside men of this house, has just returned from a good trip to Los Angeles and other points in Southern California. He reports that Los Angeles is as live as ever.

Creditors of Archie Horwitz, doing business as the Majestic Cigar Company at 2308 East Fifty-fifth Street, Cleveland, O., filed a petition in bankruptcy in the federal court last week. It is alleged that Horwitz has made a general assignment for the benefit of creditors.

Receiver Asked for Pierson Cigar Co.

A receiver for the Pierson Cigar Company, of Indianapolis, Ind., is asked by the Hernsheim Company in a suit in superior court, that city. It is alleged that the defendant's debts amount to $69,000, and that its assets are worth about $61,000. It is charged that the Pierson Company owes the plaintiff $364.17.

The Pierson Company, it is alleged, agreed to settle with its creditors, saying that it would pay the creditors 25 per cent. of their claims. Such a settlement would be unfair, it is alleged. The plaintiff asks that the receiver keep the company in operation and dispose of it as a going concern.

"Girard" Going Well in Providence, R. I.

F. H. Young, 780 Potter Avenue, Providence, R. I., has taken on the "Girard" cigar of Roig & Langsdorf, of Philadelphia, and will soon inaugurate an aggressive selling campaign on these high-grade goods. The cigar was placed in Providence by Ed. M. Davis, New England representative for the "Girard," who has made this brand a by-word in tobacco circles in that region.

Shortage on "San Felice"

A. S. Goodrich & Co., of Milwaukee, report a shortage on "San Felice" cigars, made by the Deisel-Wemmer Co., of Lima, O. Gonzalez, Fisher & Co., makers of the "La Sinceridad" cigar, are assisting these pushing wholesalers to further popularize this brand and expect to shortly send Nat Rosenheim, one of their travelers, to that territory to stir up things.

"20th Century" Going Well in Washington

W. A. Hall, 603 Pennsylvania Avenue N. W., Washington, D. C., is doing an extremely large business on his brand "Hall's Star," which is made for him by the C. H. Plitt Cigar Company, of York, Pa. Mr. Hall also does a large business on the "20th Century" cigar, a small, clear Havana smoke, made by the same firm.

T. Wright & Co., of St. Louis, have taken on the distribution of the "La Solica," clear Havana cigar of Guedalia y Ca. They will job this brand in ten sizes.

The "Saboroso" cigar is one of the big sellers with the Hancock Cigar Company, of Richmond, Va. This firm is also doing very well with the "44," made by the 44 Cigar Company, of Philadelphia, a number of new accounts on this brand having been opened recently with Richmond retailers.

Jobbing Trade Items

The Sperling Cigar Company have added two wagons to their delivery service in order to accommodate their trade in Wilkes-Barre, Pa.

The "Havana Ribbon" is making great headway with the W. W. Harris Grocery Company, of Richmond, Va. The products of Cuesta Rey & Co. are also duplicating strongly in that territory.

Sanchez y Haya goods are becoming more popular than ever in Richmond, Va. They are jobbed in that city by the Straus Cigar Company, which states this brand is a wonderful seller.

The Wm. A. Stickney Cigar Company, of St. Louis, report having a good run on the "La Mega" cigar, N. Guerra, Diaz & Co., of Tampa. C. E. Terry, the factory representative in that section, has been pushing the "La Mega" hard in that territory with good results.

The Cuba Rica Cigar Stores Company, of Milwaukee, have taken on the "Arimo" cigar of L. F. Weiss & Co., of New York, and report good progress introducing this brand.

The Geo. Allanson Company, of Milwaukee, who have been pushing the "Aragona" cigar of P. Pohalski & Co., New York, recently received a large shipment of this brand.

The United Cigar Manufacturers Company are pushing the "Robert Burns" and "Little Bobbie" cigars in Milwaukee by means of many window displays. The distributors for that territory are the Wright Drug Company.

The "La Famosa" cigars of E. Kleiner & Co. are going strong in Milwaukee. The Badger Tobacco Company, of that city, who are distributors for that section, report a shortage on their goods.

The Hochfeld Bros. Cigar Co., a leading Portland, Ore., wholesale house, is doing a wonderful business on "Fatima" cigarettes. This firm recently received a shipment of 150,000 of these popular little smokes.

The Hart Cigar Company, of Portland, Ore., are putting out small packs of safety matches exploiting the merits of "La Confesion" cigars, Benito Rovira Company, which has made a hit with the dealers and smokers in that section.

The "Rey Oma" cigar of Sig C. Mayer & Co., of Philadelphia, is one of the leading ten-centers with Lang & Co., of Portland, Ore., large jobbers. The manufacturers have been pushing this high-grade product heavily in the West.

S. Lavroff, a well known figure to the trade in Seattle, Wash., will open a wholesale store at 706 Pacific Avenue, Tacoma, about September 1.

Cincinnati Market in Lively Mood

Home Products Featured by Cigar and Tobacco Manufacturers—Dan Wolf Pushing the "El Wadora"

CINCINNATI, August 27.

WITH the return of the summer vacationists and the resumption of normal business conditions, cigar manufacturers are preparing for an active fall and winter. Retailers report trade as being good.

The "Made-in-Cincinnati" celebration the past ten days has been a great success. The idea originated with the Home Products Committee of the Cincinnati Commercial Association, and consisted, in the main, of exhibiting locally made goods in the prominent down-town windows for the benefit of the many visitors who come to Cincinnati in August. The exhibits of locally made cigars were numerous, and included the "Utopia," "Standard" and "Rochelle" of J. S. Hill & Co., "Slim Jim" and "Prudencia" of Peter Ibold Company, "True Ribbon" and "Sonada" of M. Ibold, "Lygia," "Lafayette Hall" and "Marquis de Lafayette" of Rhode & Co., and "Lucke's Rolls," made by J. H. Lucke Company. The tobacco brands of the Eight Hour Tobacco Company, Lambert Rothert's Sons, E. O. Eshelby and Lovell & Buffington were also in evidence.

W. D. Spalding, the well known burley tobacco dealer, was called to Louisville the past week to attend the funeral of his brother, Richard S. Spalding, who for many years represented prominent tobacco manufacturers on the Louisville and other Kentucky markets, and who passed away at Knoxville, Tenn., on August 24th at the age of 73.

A brand of cigars enjoying a large sale at the present time is the "Whynot," of H. L. Kirstein of 2513 Vine Street, who also manufactures several other brands which are in good demand throughout this territory.

President Charles G. Boalt, of The Eight Hour Tobacco Company, reports that the sales of "Eight Hour Scrap" tobacco are showing a nice increase, and that the business done this month is considerable in excess of that of August, 1911.

A. J. Austing, the jobber of Sixth Avenue and Main Street, is rapidly coming to the front as one of Cincinnati's progressive cigar and tobacco merchants. He handles an extensive line of smokes and personally calls on a large trade.

The "El Wadora" cigar, of Sig. C. Mayer & Co., of Philadelphia, is being extensively worked here. Many window displays are in evidence, and large permanent signs are to be found in front of the leading stores. Dan A. Wolf is the local distributor.

J. Nides, the stogie manufacturer of 1329 Vine Street, has worked up quite a trade on his "Mercer" brand of this popular form of smokes. He is also manufacturing stogies for several jobbers and distributors.

Charles A. Bridges, one of the most popular tobacco warehousemen of Louisville, Ky., died in that city last week. On the day of his funeral business on the burley breaks was suspended as a mark of respect. He was identified with the tobacco interests of Louisville for fifty-five years.

Thirty-four cases of cigar leaf were sold in the local market at auction on Saturday last. Included in the lot were six cases of Spanish, which brought an average of $4.98, and twenty-eight cases of seed, which brought $5.85 per 100 pounds.

Good-sized offerings prevailed in the Cincinnati burley market last week, 916 hogsheads being sold at an average of $8.87, as against $8.21 for the previous week, and $8.63 the coresponding week last year.

HULL.

John Schueler

John Schueler, one of the well known tobacco men of Baltimore, died in that city last week at the age of seventy-one years. Mr. Schueler served through the Civil War, being in the United States Navy, and entered the tobacco business in the Monument City after he was mustered out of service. He had been at his last location on East Baltimore Street for more than forty years, where he had a good trade. He leaves a widow, two sons and four daughters.

Adolph Son died at his home in Ross on the north side of San Francisco Bay, last week at the age of seventy-three. He was at one time one of the leading wholesale cigar and tobacco men of San Francisco. He began in the trade in the retail business, but soon went into the wholesale trade. Later he retired from the cigar business and engaged successfully in the wholesale toy and novelty trade.

Gus Gross, for years proprietor of the Crystal Palace cigar store, at 5 Kearny Street, San Francisco, and before the great fire one of the best known cigar men of the Coast, died there a short time ago at the age of sixty-three. Before going into business in San Francisco, Mr. Gross had a store at Virginia City at the time of the mining excitement there in the early days.

John J. Lynch, a Chicago, West Side, cigar manufacturer, died in that city last week. His factory at West Madison and Morgan Streets is one of the largest in the city. He leaves a widow and three children.

Ernest Egerland, a member of the cigar manufacturing firm of Egerland & Schneider, of 107 Eagle Street, Utica, N. Y., died suddenly in that city last week after he was stricken on the street on his way to his office. The present firm of Egerland & Schneider was organized three years ago. Mr. Egerland was forty years of age.

Louis Hahn, engaged in the tobacco business in Athens, N. Y., for a number of years, died at his home in that city recently, aged seventy-four years. He leaves a widow, a son and four daughters.

William A. Masseno, a former cigar manufacturer of Reading, Pa., died at his home in that city at the age of sixty-six years. He leaves a widow and four children.

Charles S. Mather, a wholesale leaf tobacco dealer of Elmira, N. Y., died at his home in that city a short time ago aged seventy-five years. He leaves a widow and two daughters.

William C. Schneider, for many years a cigar manufacturer, died at his home, Fort Wayne, Ind., recently. He is survived by four children.

Anton Kistenmacher, a cigar manufacturer of Brooklyn, N. Y., died at his residence, 5609 Fifth Avenue, Bay Ridge, recently. He leaves a widow and a brother.

Henry H. Fortier, a cigar manufacturer of Montreal, Canada, passed away in that place a short time ago. He was sixty-three years of age and left a widow and three children.

W. E. Morton, a tobacco grower of North Carolina, died recently at Roxboro, N. C. He is survived by a widow, two sons and a daughter.

Charles L. Goercken, at one time a cigar manufacturer in Brooklyn, died a short time ago at Lindenhurst, L. I., at the age of seventy-seven years. He is survived by a widow.

Tobacco Trade in Germany

CIGARETTE making is one of the chief industries of Dresden, Saxony. In all Saxony there were 204 cigarette factories in 1911, of which 58 operated without hired labor, 73 with less than 5 employees, and 73 with 5 or more workers, several factories employing over 1000 hands each. There were 26 factories working exclusively with machines, 44 with machine and handwork, 134 with handwork only. The output in 1911 was 4,441,000,000 cigarettes, 568 metric tons of cigarette tobacco, 515,000,000 cigarette papers, and 187,000,000 cigarette covers. Of the nearly $50,000,000 worth of cigarettes consumed in Germany each year, 90 per cent. are of German manufacture, and half of these are produced in Dresden. The past year was very favorable for this industry, despite the advance in the price of raw tobacco. The exports of German cigarettes are small, but are gradually increasing. The 1911 tobacco crop was large, but of poor quality, and prices of the raw tobacco are expected to advance still further.

For the cigarmakers 1911 was a poor year. They complain that the new revenue taxes on cigar tobacco are too heavy and that it is impossible to bring new brands on the market without large selling and advertising expenses, etc., and also that it is impracticable to lower the quality of the present brands without losing customers. The payment of import duties when supplies of tobacco are imported also causes a large loss of interest on the capital tied up.—Deputy Consul-General Ulysses J. Bywater.

New Issue of Reynolds' Stock

Stockholders of the R. J. Reynolds Tobacco Company, Winston-Salem, N. C., have ratified a plan for the issue of the remaining $2,475,000 of authorized capital stock. The new stock is offered at par to stockholders of record of August 22nd, and subscriptions and payments are to be made on or before October 1st.

Another "United" Store at Wilkes-Barre

The United Cigar Stores Company have completed arrangements to open their second store in Wilkes-Barre, Pa. This store is located on East Market Street, near the railroad. The building is being remodelled and will be reopened about September 15th.

To Handle "El Dallo"

The Leo Roth estate, of Milwaukee, have received their first shipment of "El Dallo" cigars, which are made by the Baltimore house of Wertheimer Bros. The attractive and unusual packing has been favorably commented upon by the smokers of that city who are taking up this new brand in nice fashion.

"Havana Ribbon" Enters New Orleans Market

NEW ORLEANS, August 25.

BAYUK BROS. have entered this market with their "Havana Ribbon" cigar. The Press cigar stand, Camp and Commercial Place, have an artistically dressed window display on same and say that they are meeting with favor with smokers.

John C. Suarez, who several years ago conducted a cigar factory, has entered the political field and is making the race in the coming election for membership on the School Board.

The Peoples Tobacco Company have placed upon the market a new burley leaf cigarette branded "True Friends," packed twenty to the package, to retail at five cents. All burly cigarettes, except the "Coupon," made by the Irby branch of Liggett & Myers, have been in packages of fifteen for several years, and the "True Friends" will be a big seller. The first four days they were on the market they were placed in eight hundred and sixty-three places in the city and the demand is much greater than the factory can supply.

Joseph Lovenstein, representing the Cortez Cigar Company, spent several days in the city last week. Mr. Lovenstein has the remarkable record of having traveled for the same factory for the past thirty-eight years and is possibly the oldest cigar salesman in continuous service with one factory in the United States.

Sam Stern, a well known local cigar salesman, is now connected with Arnold Falk.

The American Drug Store have been featuring the "Jackson Square" cigar this month, devoting one of their large show windows to a display of that brand.

The Deisel-Wemmer Company, manufacturers of "San Felice," a popular five cent cigar, have sent the Southern Cigar and Tobacco Company two very attractive electric window signs advertising this cigar.

Louis M. White, state agent for Best & Russell, is here after a several weeks' trip through the state. Mr. White reports an increasing demand for "Owl" and "General Arthur" cigars in this territory.

Leon L. Patty, vice-president of U. Koen & Co., with his family has returned after an extended tour of the North and East.

A novel method of increasing their cigar business was put on by the Economical Drug Store for two weeks. To every purchaser of fifty cents' worth of cigars, of any brand, a building lot in St. Tammany Parish 25 by 100 feet was given free.

Ralph Michel, the extremely popular and capable manager of the Gentlemen's Smoke Shop, 118 Royal Street, says he anticipates a brisk fall trade and is getting his place in good shape to take care of the wants of his customers.

PELICAN.

Factory Notes

Antonio Rocho has moved his cigar factory from Jacksonville, Fla., to Tampa, where he will occupy a three-story building on Third Avenue.

The cigar factory of A. L. Moore at Belvidere, Ill., has been purchased by Henry Limberg and Gus Luckow, who will operate the business under the firm name of Limberg & Luckow.

Emil LePage, of Virginia, Minn., recently opened a cigar factory to manufacture the "LePage" cigar in straight ten and three for a quarter sizes.

An addition has been built to the cigar factory of John Laundry at Ogdensburg, N. Y.

Seelak & Hoffman have remodeled and enlarged their retail store at 413 Market Street, Wilmington, Del., where they conduct a wholesale and retail business. Their best selling cigar is the "Escanaba," which they manufacture in their Pennsylvania factory.

One of the oldest cigar factories at Ottumwa, Ia., is that of Pallister Bros.

The Board of Trade of Sistersville, W. Va., have secured a new industry for that city—a large cigar factory.

A cigar factory has been opened at Salina, Kan., by Amos Barth.

The new Allentown, Pa., factory of the 44 Cigar Company started in operation last week. Joel Goldsmith, formerly of Bondy & Lederer, is the superintendent. The building is being enlarged.

T. B. Bowler has purchased the interest of the late Henry Wagner, Jr., in the cigar manufacturing firm of H. Wagner, Jr., & Co. at Fort Plain N. Y. Mr. Bowler was associated with Mr. Wagner for many years and it is his intention to continue the business.

From the Land of Dixie

Arnold Falk, of New Orleans, a Well-Known Independent Cigar Manufacturer

THE truth of the adage "great things from small beginnings grow" can well be said of the independent cigar factory of Arnold Falk, of New Orleans, La. Twenty years ago Mr. Falk started to manufacture cigars with just two cigarmakers, and today he has over one hundred and twenty at work and continues yearly to enlarge his factory. Mr. Falk is not only an experienced cigarmaker, but is considered one of the best judges of tobacco leaf in the South. Being affable and considerate towards his employees, he is held in high esteem by every man working for him. He employs only union labor.

Occasionally he tires of the sedentary life of his factory and takes a selling trip to the nearby towns. Wherever he goes his leading brands of "Alisa," ten and fifteen-cent Havanas and his five-cent brands, "Olena," "El Ferdie" and "Tulane College" are very much in evidence. The "El Ferdie" has not been on the market for very long, but has proven a decided favorite with the trade where it has been placed.

Bavarian Regiment Manufactures Cigars

Reporting on the tobacco trade of Bavaria, Mr. L. Buchmann, the British Consul for that country, states that the Prussian Minister for Commerce and the Bavarian War Office have, owing to peculiar circumstances prevailing in Metz (Alsace-Lorraine) sanctioned the manufacture of cigars by a Bavarian infantry regiment, quartered in that town. The cigars are for the exclusive use of the regiment, and it is not contemplated to extend this special permission for the manufacture of cigars to other troops, as the representatives of the trade protested against this innovation, as they considered that it would interfere with their interests. It is complained that Bavarian cigarettes cannot be exported to Austria-Hungary on account of the high duty, while the cheap Austro-Hungarian "Sport" cigarette is still imported into Germany, and more especially into Bavaria, in considerable quantities. With regard to this matter it may be stated that whilst cigarette smoking is increasing in Bavaria the pipe is more and more declining in popularity, a fact of which certain tobacco manufacturers complain bitterly. Compared with former years palatinate tobacco was now exported only in small quantities, chiefly to the German colonies. Snuff production in Bavaria amounted in round numbers to about 39,000 cwts. There were five large factories, about sixty smaller ones and from 800 to 1,000 small works engaged in the trade. Altogether the consumption of tobacco and snuff has decreased in Bavaria since the introduction of higher taxation, that of Austro-Hungarian cigars by over one-half.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Latest Happenings in York and Vicinity

York, August 23.

THE pessimists around here who were complaining a short time ago that the tobacco trade was going to the bow-wows, are no longer to be heard. All the factories, large and small, are working hard, and expect one of the best fall seasons in years. The wholesale leaf and retail trades also look bright, and have more than reached their normal state.

The factory of Herman Warner & Co., which was purchased several months ago by B. S. Taylor, of Yoe, has been sold by him to Robert Granat & Co., of Lancaster, who will use it as a leaf warehouse. Mr. Taylor is using the Warner brands and expects to push them heavily. He reports conditions for the fall season for his business as very good.

The Gallagher stogie factory in Dallastown is busier than ever at present. They have been so hampered for room in their present plant on account of increasing business, that E. S. Sechrist, a member of the firm, states they will within a week or ten days open another building, adding twenty-five more hands to their force.

Sterling Cohler, representing the "La Superior" factory of York, left several days ago on a business tour of New York and Ohio.

The Hanover Cigar Company, of Hanover, which recently commenced business in the Newman Building, Bank Lane, is working full time, with fifty-two hands.

Young & Busser are having some extensive changes made to the corner property adjoining their store, and will shortly have one of the finest and most up-to-date stores in this part of the state. Some of the fixtures and show cases will be re-arranged, allowing for more room on the first floor, which will be especially appreciated by those patrons who have been in the habit of meeting their friends at this deservedly popular smoke shop. These improvements will give them one of the best locations for any business in York, and should soon prove itself in an increased business. Young & Busser report conditions as very favorable, there being a pronounced improvement in August over the same month last year.

The hailstorm which visited this locality the other day did little damage.

The Monarch Cigar Company reports a good business on the "Lord Northcliff," their leading five-cent cigar, which they have been pushing hard. They report an encouraging outlook for the fall season.

The Luxfer Cigar Company, of Hellam, is busy turning out orders on the "Old Chatsworth" cigar, their five-cent leader. "Lux," a good ten-center, is also duplicating nicely wherever it has been placed.

C. N. Foreman Company, T. E. Brooks Company, the McGuigan Company, the Monarch Cigar Company, H. L. Haines, Daniel Spangler and A. Scott Frey, Red Lion cigar manufacturers, have increased their working forces.

Lancaster Working for High Record Output

Lancaster, August 23.

WITH the approach of the busiest season of the year all branches of the tobacco trade are on the alert working hard on incoming orders and reaching out for new business. Manufacturers all expect a good fall trade and are making preparations for it. The leaf men also are more optimistic and expect to reap a liberal harvest ere long. Both the wholesale and retail branches also show encouraging progress and with the advent of cooler weather should reach their normal condition.

Simon Shissler has had sketches made by an architect and will shortly rearrange the entire interior of his store. A new humidor and interior woodwork will be put in place, which should make it the most modern and attractive store in this hustling city. Mr. Shissler has secured additional space in the rear of his establishment, which will allow him to make the interior larger.

The Imperial Cigar Company reports a fast increasing business. The "Havana Master" is now being pushed with gratifying results. Dan Manheimer, who recently took a Western trip, pushing their goods, secured some desirable connections for the firm.

The S. R. Moss Cigar Company is kept busy supplying the demand for the "Flor de Moss," which is duplicating heavily in the Middle West and Pacific Coast territories. S. R. Moss is still sojourning in Europe and is expected home about October 15th.

The rain and hail storm which passed over this county several days ago is reported to have done slight damage, it being noticed only in several localities.

It has been reported that the United Cigar Manufacturers Company will soon open a plant in Lancaster County. According to this source of information the Galt machine shop in Terre Hill has been rented and after extensive improvements have been made will be opened with about 150 hands.

E. L. Nissley & Sons, of Florida, are building what will probably be one of the largest warehouses in the country. It will be 40 x 150 feet in size and of brick and concrete construction. The building will be three stories in height and will also have a fine basement.

Jacob G. Shirk, the jobber, is offering his present place of business for sale. Mr. Shirk purchased his present building several years ago and by reason of his rapidly increasing business is forced to seek more commodious quarters.

P. H. Hildebrand Buys Eshleman Factory

Reading, August 20.

READING tobacco men, whether they be manufacturers, wholesalers, retailers or leaf men, all give more promising reports of local conditions and forecast a prosperous fall season, possibly the best in years. This hustling little city has not been overburdened with trade, in this line of business at least, for several years, and as one man put it, "it's about time it's coming to us."

P. H. Hildebrand, who, it was announced exclusively in the last issue of The Tobacco World, had resigned as manager of the Porta Vana Cigar Company, the manufacturers of the "Sheik" cigar, will go into business again, but not in Reading. Mr. Hildebrand had made preparations to open up in the same building in which the Porta Vana factory is located, but later decided to purchase the John J. Eshleman factory in Mohnton. This he did last week, and the plant is now running under his supervision. His brother, who was with Mr. Hildebrand in the Porta Vana plant, is foreman of the newly acquired establishment. The Eshleman brands will be manufactured as before, he having purchased those also, and in addition several other cigars, among them the "Minority Stockholder."

Wm. Yocum has gone on a motoring trip north as far as New York State, and will be gone for about a week. Mr. Yocum's time is taken up very closely in supervising operations at the factory and he has been unable to take any extended trips. In about a month he will make his annual journey to Cuba, at which time he looks over the leaf market and selects tobacco for the Yocum products.

Charles Yetter is busy at his plant filling orders for the fall trade. He is much pleased with the Universal tobacco stripping machines he installed in his factory last spring, and reports excellent results.

The E. E. Kahler factory reports a run on the "Tannhauser" cigar, a nickel piece of goods, which is finding its way to the hearts of Middle Western smokers.

W. W. Stewart is working a strong and persistent campaign on the "John Hay" cigar. This has been pushed aggressively in this territory by means of street-car advertising, posters and window displays, and now Mr. Stewart is looking for new increased results from other regions, in which it has recently been introduced. He has negotiations under way now which will be announced when the plans have been completed.

John J. Spatz is on a boosting expedition in the Middle West on the "Heidelberg" and other Spatz brands. He will go as far West as Michigan, returning in about three weeks.

Clarence Slater, a former solicitor for the Bell Telephone Company, has engaged in the cigar business with Clifford Roland, in the manufacture of the "Green Goose" cigar. Mr. Slater will have charge of the sales end. He is a well known member of the Amphion Club.

Retail Trade Items

Albert E. Fowler recently celebrated the twenty-fourth anniversary of his cigar and tobacco business at Newburyport, Mass. He is one of the oldest cigar merchants in that city.

Flannery Bros., tobacconists and news dealers, Waltham, Mass., have purchased an automobile delivery truck for use in their business.

A new cigar store has been opened at Winston-Salem, N. C., in the Wachovi Bank and Trust Company Building by Gray Peddycord.

An up-to-date cigar store has been opened at Muscatine, Ia., by R. E. Bauer, who for many years was a traveling salesman representing F. M. Lyten & Co., of Clinton, Ia. In addition to his retail business, Mr. Bauer expects to do considerable jobbing. The new stand is located at 204 East Second Street, in a very desirable neighborhood.

Tobacco Improvement By the Department of Agriculture

Washington, August 19, 1912.

ALTHOUGH the average annual production of tobacco in the United States reaches nearly one billion pounds, for which the farmer receives about $100,000,000, the net profit to the farmer is much smaller than it should be. Among the principal causes for small profits from such an important crop are failure to follow sound cultural methods, use of unadapted varieties or strains, damage by insects and diseases, and imperfect knowledge of the principles that apply to the processes of curing, fermenting and handling the leaf. To remedy these conditions the Department of Agriculture in 1898 began to investigate the improvement of tobacco production.

Cultural Methods.—The early work of the department with tobacco was confined almost entirely to the cigar types, but since 1905 investigations have been in progress in the manufacturing and export districts. In most of these districts the average yield has been much less than could be obtained by better cultural methods. In the Connecticut Valley, where the soils are maintained in a high state of fertility, yields of 2000 pounds and over to the acre are common, while on similar soils in many of the manufacturing and export districts the average yield is scarcely one-third of what it should be. One of the improper cultural methods to which this lack of yield is largely due is growing tobacco on the same land year after year instead of practicing rotation of crops. The work of the department along this line has been to correct this one-crop system of farming whereby the fertility of the soil is exhausted. These efforts have succeeded so well that the production in Maryland, Virginia and North Carolina has greatly increased, and the Virginia legislature has made an annual appropriation of $5000 in support of this work.

Breeding and Selection.—In developing acclimated strains of Sumatra and Cuban tobaccos by systematic seed selection it was found that the old standard types could be greatly improved in productiveness and other characteristics, and several desirable types were produced. A large quantity of tobacco seed is grown directly under the supervision of the department's tobacco specialists located in the various tobacco producing centers, and is annually distributed. Supplies of seed of the new and improved types are also distributed to those desiring to grow these types.

Scientific and Technical Investigations.—Efforts to introduce the growing of a high-grade cigar filler leaf from Cuban seed in the Southern States have demonstrated that this industry can be made a success. A satisfactory substitute for the imported Sumatra wrapper leaf has resulted by growing Sumatra and Cuban types under artificial shade, and in 1911 over 2000 acres of such tobacco (worth $2,000,000) were grown under shade in the Connecticut Valley. The Cuban bulk method of fermenting has been successfully introduced into Northern cigar-tobacco districts, resulting in a more uniform and better product. Substantial improvements in the methods of curing are now being introduced, notably in the use of artificial heat in curing cigar tobaccos, thus eliminating the loss from pole-sweat, which is estimated to have caused losses in some years amounting to $1,000,000 in the Connecticut Valley alone. Poor burning quality in cigar tobaccos renders them of little value. This subject has been thoroughly investigated and the principal influencing factors have been worked out. A somewhat unique feature of the laboratory methods was the development of the department's automatic cigar smoker, a device for smoking or burning under uniform and controlled conditions a large number of cigars used in the tests. This device has eliminated the necessity of the actual smoking of cigars by those conducting the tests, except for the final test of aroma. The necessity for such a device can only be appreciated by those who have been called on to try smoking a few hundred cigars made from raw tobacco in an effort to find the one good plant needed as the foundation for developing a type satisfactory to the exacting consumer.

Insects and Diseases.—Satisfactory methods have been devised for controlling most of the important insects that attack tobacco, particularly those damaging the crop during the growing period. Tobacco is also subject to a number of destructive maladies, such as the Mosaic disease, which occurs throughout the world, and the root-rot, a disease particularly troublesome in the Connecticut Valley. In 1906 the department perfected a soil-sterilizing device, which has been used very successfully wherever root-rot is prevalent.

Late Trade Items

C. E. Moore has taken over the M. F. Curdy cigar store in Los Angeles, Cal.

John F. Leeper & Son have taken over the cigar business in Chico, Cal., formerly owned by Berg & Druensing.

Fred Ruhl, a cigar dealer at 715 Central Avenue, Cincinnati, has failed, with liabilities of $760 and assets of about $300.

The "Larona" cigar, manufactured by the Hautzenroeder Company, of Mansfield, Ohio, has been taken on by G. W. Bickett's Sons Company, of 822 Main Street, Cincinnati.

L. Newburger & Bro., cigar manufacturers of Cincinnati, are putting out a new brand, a "made-in-Cincinnati" five cent smoke, called the "Monte Leon." A number of Cincinnati manufacturers are using the "made-in-Cincinnati" slogan at present in boosting their goods.

Automobile Delivery Car of Klingenstein Company of Los Angeles, who are making a strong campaign on "Y-B" cigars made by Yocum Bros., Reading, Pa.

Incorporations and Changes in the Tobacco Trade

Felix J. Holden Cigar Company, Incorporated, Bristol, Conn.; capital stock, $10,000; to begin business with $8200. Incorporators: James F. Holden, of Forestville; Felix J. Holden, of Bristol, and Benedict M. Holden, of New York.

George F. Pfeiffer (Incorporated), Chicago, $2400; trade in wines, liquors and cigars. Incorporators: Henry M. Goldsmith, George F. Pfeiffer and Benjamin P. Reuhling.

Alexander-Whalen Cigar Co., of Battle Creek, Mich.; capitalization, $10,000. Besides conducting a retail store, they will manufacture cigars.

American Retail Cigar Dealers' Company, of Chicago, Ill.; capital stock increased from $5000 to $100,000.

The South Cigar Company, Wapakoneta, Ohio; wholesaling and retailing; $10,000, 1000 shares of $10. Incorporators: Dwight A. South, Sebastian A. Weis, Arthur L. South, Clayton South and David Brown.

The Pure Gold Tobacco Company, Greenville, Tenn.; capital, $200,000. Incorporators: C. R. Daily, C. Austin and Roy Armitage.

The Farmers' Loose Leaf Tobacco Warehouse Company, Augusta, Ky.; capital, $15,000. Incorporators: R. P. Hamilton, B. F. Barkley, John O'Neil, R. Hook, L. Wolfe, C. L. Hook, Jr., C. Hunter, Ben Harbeson, Edgar Milner and F. M. Fulkerson.

The Auburn Park Pharmacy, Incorporated, Chicago, Ill.; capital, $10,500. Incorporators: Charles A. Williams, Erna Geewe and James F. McMillan.

The Planters Loose Leaf Tobacco Warehose Company, Augusta, Ky.; capital, $20,000. Incorporators: J. T. Marrow, C. E. Satterwhite and J. J. Rux.

The Senex Company, Fort Wayne, Ind.; capital stock, $10,000. Incorporators: W. L. Waltemath, C. H. Waltemath and H. F. Franke, Jr.

The Brunswick Company, Bridgeport, Conn. To deal in tobacco, cigars, etc. Capital, $4500. Incorporators: Joseph I. Thackwray, William A. Arnold, Alice E. Thackwray, William H. Frederick and Walter E. Goddard.

Abraham Levy, Incorporated, Brooklyn, N. Y. To deal in tobacco, etc. Capital, $4000. Incorporators: Abraham Levy, Florence L. Turnquet and Robert J. Mayer.

The Pacific Coast Cigar Company, Stockton, Cal. Incorporators: J. L. Creig, E. J. Warner, M. M. Packard, Fred Giottonini, A. Kavanaugh and J. H. Murphy.

The Fuller Tobacco Company, Jersey City, N. J.; capital, $100,000. To deal in tobacco. Incorporators: Frederick W. A. Fuller, Frederick W. Fuller and Daniel Griffin.

The Twin City Drug Company, North Tonowanda, N. Y. To deal in drugs, etc. Capital, $13,000. Incorporators: John E. Wallace, Frank E. Wallace and Jacob V. Gottlieb.

The George F. Pheiffer, Incorporated, Chicago, Ill. To deal in liquors and cigars. Capital, $2400. Incorporators: Henry M. Goldsmith, George F. Pheiffer and Benjamin J. Ruehling.

The Scottsbluff Cigar and Tobacco Company, Scottsbluff, Neb.

The Dixie Cigar and Tobacco Company, Jacksonville, Fla. Capital, $10,000.

Considerable Improvement Noted in San Francisco

Bercovich Company Takes Over Dignan Store—Steamer Manchuria Brings Four Million Manila Cigars

San Francisco, August 21.

THE city cigar trade has picked up a little within the last week or two, due to the ending of the vacation season and the return of absentees to town. In most country districts, there is also an improvement in business. There is still a good deal of talk about the spread of the temperance movement and the closing of saloons in a number of good country communities. In the larger towns where there are regular cigar stores, the shutting up of the saloons does not affect the trade so much, but in the smaller places where the cigar and tobacco business is identified with the saloons the effect is decidedly bad for the time being. Doubtless, when the change is actually and permanently made, the selling of cigars will pass into other hands and the trade as a whole will not suffer permanently, but in the meantime nobody is happy. In fact, the agitation of the dry or wet question is bad, even if the dries win in the end. Wholesalers as a rule are not anxious to sell to a saloon man who may be closed out within a few weeks, and they are naturally more particular as to credits.

The biggest deal in retaildom for some time was the buying out by the Bercovich Company of the Dignan Cigar Company's store, at the corner of Market and Powell Streets. This store is in the very center of the theatre and hotel district and has one of the best night trades in the city. The Bercovich Company already had one of the three corners at the junction of Market, Powell and Eddy Streets, and the new acquisition gives them a long lead with the trade of that section of the city. The store will be conducted for the company by Mark Jacobson. Mr. Dignan, who has long been identified with the cigar trade of San Francisco, will now abandon it and devote his attention to the café business.

H. Bercovich has been spending most of the time this week at San José, where he owns one of the leading stores.

It is hard to realize that there was ever a slump in Manila cigars when, in spite of the receipt of about four million cigars by the steamer Manchuria this week, the distributors assert that there is still a scarcity of the popular makes of Manilas in the hands of the San Francisco jobbers. M. A. Gunst & Co., the Edward Wolf Company, E. M. Elam, and most of the other leading jobbing houses got in good big shipments on the Manchuria.

The hot weather in the interior and the fine cool weather on the Coast has been bringing a number of interior cigar merchants to the city within the last few days. C. Rothholz, of Sacramento, and Max Fleischmann, of Bakersfield, two of the best known men in the trade of the state, are here on business and pleasure this week. Another visitor is P. Appel, of Cheyenne, Wyo., who reached town about a week ago.

The Boquet-Cohn Cigar Company has completed the remodeling of their fine store at the corner of Fifth and Market Streets. A change was made necessary by the withdrawal of the license of the saloon which had formerly occupied the rear of the room, and the saloon has now been replaced by a candy store. The Boquet-Cohn Company reports a good trade, with a steady improvement from week to week.

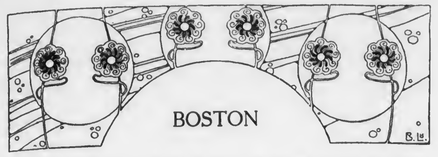
F. W. Spencer, who has now returned from a trip to Eureka and other points in Humboldt County in the interest of the Tobacco Company of California, says that he found the cigar men very generally discouraged by reason of the county's going dry at the recent election. Of course, there were important exceptions, and Mr. Spencer is inclined to think that in the end Humboldt County will consume as many good cigars as ever.

The feature of the Gunst business this week was the arrival by express of the first shipment of "Little Bobby" cigars since the supply was shut off by the recent strike. A hundred thousand of these cigars came in by express and efforts are being made to get out others at once, as there are a lot of accumulated orders to be filled. Fred Welch, of the Gunst office force, is taking a vacation this week. He will spend his time in the wilds of Mendocino County, where the game is most plentiful.

The well-known stand of George Walker, at Los Angeles, Cal., has been sold to Harry Beck, who was formerly manager of the cigar department of the wholesale house of Mason, Ehrman & Co., at Portland, Ore.

O. K. White, Coast representative of the Compeer Cigar Company, of Indianapolis, is now in the Pacific Northwest, doing missionary work in the interest of the "Plantista" cigar. This line is distributed locally by Hoffman & Robinson.

T. Cohn, Western representative of the American West Indies Sales Company, has left San Francisco for a trip through his extensive northern territory. Somewhere in the North he will meet M. J. Levy, president of the company. Mr. Cohn does not expect to get back to San Francisco before the latter part of October.



All Lines of Tobacco Business Fair—Flynn & Crulin Purchase Pittfield Store

Boston, August 24.

THE tobacco industry in Boston and vicinity is fairly good considering the people being away to summer resorts, but the tobacco leaf trade has never been better than the last month.

At the Boston Tavern trade and business has been more than good. Havana and domestic cigars being about even in the demand.

At the United Cigar Stores business has been very good. The marked-down prices has caused a large trade in tobacco goods, cigars, cigarettes, &c.

At Daniel Frank and Company's store business is very good and fair for the summer months.

At Young's Hotel business is good, but the call is for the highest grade cigars and of the finest flavor.

At Hamilburg's Cigar Box on Essex Street business is good, the box trade growing every day. The people seem to be finding out where they can get a good cigar at a moderate price.

At the Castle Square Hotel foreign and domestic cigars, cigarettes, &c., have a large sale. The "O. C.," ten cent cigar, and the "Flor De Capilaro," Key West, seven cents straight, are favorites.

Thos. F. Flynn and Chas. H. Crulin have purchased the drug store belonging to Edward F. Fahey in Pittsfield, Mass., and will have a large stock of cigars and accessories for sale at reasonable prices.

Felix J. Holden Cigar Company, Incorporated, was organized in Bristol with a capital of $10,000. A fine grade of Havana and domestic cigars will be carried.

Messias, the Dover Street tobacconist, wholesale and retail dealer, reports business as good for the summer months.

At the Farmers on Tremont Street more "Bull Durham" smoking tobacco is sold than all the other brands put together.

At Holland Bros.' wine, cigar and cigarette store, 45 Boylston Street, business in the cigar trade is good. Havana and domestic cigars are about even in the demand for smokers by the people.

L. Jeselsohn, 128 North Street, wholesale tobacconist, says that business is good and "B. L." tobacco has the call, there being more demand for that brand than any other.

At Maxim's Hotel, Harrison Avenue, trade in the cigar and cigarette business is good, large demands being made for domestic cigars at a fair price.

The new store of George L. Storm & Co. on Federal Street was opened last week, being on a street where people have to go from the South Station to the postoffice. They will have a good business on the "Bank Note" cigar.

"St. Leger" little cigars, which are given gratis with "Between the Acts" little cigars, have a most novel insert in the shape of a miniature rug of high coloring and very attractive.

During the last month the "Sovereign" cigarettes have taken on quite a boom and the jobbers are being pressed with orders.

Ed. Davis, who has made the "Girard" cigar famous in New England, is on an auto trip through New York, Atlantic City, Baltimore, Washington and Philadelphia.

"La Integridad" cigars were used by the "Ancients" last week at the banquet held in honor of their safe arrival at Faneuil Hall.

J. F. Callahan & Co. on Federal Street has just received a full line of sizes of N. Guerra, Diaz & Co.'s clear Havana cigars.

The Copley-Plaza Hotel on Copley Square, the finest and most luxurious hotel in New England, and under the management of New York parties, will be opened August 19th. The cigar stands, three in number, are finished in oak and will be operated by the S. S. Pierce Company on a grand scale, and will be appreciated by the ones that know a good cigar.

Wm. T. Henderson.

The Miles Guarantee Cigar Company will erect a concrete factory at the corner of Mineral and Jasper Avenues, Joplin, Mo.

John Bean has succeeded to the cigar business of Bean & Brown, at Lewistown, Mont.

James Thompson has opened a cigar store at Albion, Neb.

Price Limit for Wisconsin Binders Probably Reached

So Much Being Paid in Some Localities That Small Operator Has No Show

(From Edgerton Reporter of August 23.)

The buying of the new crop in the fields goes on apace though to many it seems that the limit for the price for Wisconsin binder leaf has about been reached. The effect of boosting the prices in some localities has been to drive out of the field all but the representatives of the large manufacturing firms who buy from first hands. The small operator certainly has no chance for his "little white ally" if he stays in the game. Much of the tobacco contracted for since the market opened has been on a basis of 20 to 21 cents cost a year, hence without any profit or some of the carrying charges added. It is possible that the figures paid in the northern sections may have the effect of blocking the market for the time being, at least some of the conservative tobacco men consider the entire movement the wildest gamble ever undertaken in this state. Some, however, undertake to account for it on the theory that the firms interested are taking a long bet that not over 25 per cent. of the crop would ever reach a satisfactory harvest, in which event outside figures might be justified. Certainly the prices being paid growers are the highest ever handed out for the choice selections in Wisconsin.

The bitter experience with the 1906 crop is not so far away that dealers have entirely forgotten it, and yet the average prices paid for this season's crop are higher than those that prevailed that year when the entire crop looked promising. Neither is the craze of field buying confined to Wisconsin. Already the bulk of the New England crop is under contract at higher prices than any crop in recent years has brought. It requires no astute reasoning to foretell what might happen if things do not turn out well before delivery day. If for any reason the crop does not come up to expectations there will be a surprisingly large number of sick buyers or disgruntled growers, according to whether the former carry out or repudiate their contracts. At least it is the farmer who is not taking the long chances on the gamble, for he cannot lose so very much is compelled to take low grade prices for his crop if it does not come up to contract requirements, while if he makes the promised delivery he is sure of fat returns. Trust the Wisconsin tobacco grower to know when his best interests are concerned.

Unique Souvenir of Detroit Retailer

U. S. CAPEN, who conducts three high-class cigar stands under the euphonious title, "Smok-Boutique," in Detroit, Mich., is presenting to his customers interesting advertising souvenirs in the shape of booklets entitled "The Presidency of the United States." These booklets contain a vast amount of information in regard to the presidential elections of other years and give the vote for each president from Washington down; also interesting information in regard to the various presidents and their idiosyncrasies. The booklet is particularly timely during the campaign months and should prove a helpful advertisement for the Capen business.

Among the leaders of the Capen cigar stands are the "Don Antonio," "Lozano," "Webster," "Solace," "Ruy Lopez," "Sanchez y Haya," "Pastora," "El Verso," "William Penn," "Robert Burns" and "Royal Banner." In addition to these Mr. Capen handles a big line of imported goods and a large assortment of cigarettes and smoking tobacco.

TOBACCO CROP OF 1912 IN FINE SHAPE

Florida Has Highest Condition, 94 Per Cent.—Acreage for Cigar Leaf Shows Slight Decrease Over 1911

In his report to the Department of Agriculture on the domestic tobacco crop for 1912, J. P. Killebrew, special tobacco agent for the department, states:

The 1912 area of cigar-leaf tobacco is 172,400 acres against a final estimate of 177,400 in 1911, a decrease of 5000 acres, or about 3 per cent.: Pennsylvania and the Miami Valley each show a decrease, while every other district shows an increase, the largest being 20 per cent. in Georgia and Florida. The highest condition (94 per cent.) is reported in Georgia and Florida, while the lowest (88 per cent.) is in New York. The average for the cigar-leaf territory is 91.4 per cent., compared with 93 in 1911.

Of the chewing, smoking, snuff, and export types the acreage is 1,012,300 acres, compared with a final estimate of 819,500 in 1911, an increase of 192,800 acres, or 23 per cent. The largest increase (30 per cent.) is in the Henderson or Stemming district. All districts show an increase except the Perique—Louisiana—and the Maryland and Eastern Ohio Export, each of which has the same area as last year. The average condition is 87 per cent. A full acreage was planted on an average a week or 10 days late.

The following table shows the 1912 area, by States, with the condition for July 1, 1912, 1911, and the 10-year average:

Area and Condition of Tobacco in the United States July 1, 1912, by States, With Comparisons.

State..	Area, 1912. Per cent. of last year area.	Area, 1912. Total, 1912.	Condition July 1. 1912.	1911.	10-year average.
New Hampshire	105	100	88	95	94
Vermont	100	100	88	97	95
Massachusetts	103	5,800	94	96	94
Connecticut	103	17,500	93	96	96
New York	104	4,000	88	93	93
Pennsylvania	96	44,200	92	92	91
Maryland	100	26,000	93	80	87
Virginia	115	184,000	83	75	85
West Virginia	105	15,800	91	67	87
North Carolina	125	175,000	88	61	80
South Carolina	250	34,000	81	72	81
Georgia	120	1,400	95	80	88
Florida	120	3,100	94	90	91
Ohio	98	86,200	91	80	88
Indiana	85	18,700	81	78	86
Illinois	90	900	89	70	88
Wisconsin	105	42,200	89	100	95
Missouri	100	5,000	85	50	84
Kentucky	125	431,200	88	69	82
Tennessee	125	96,200	89	65	81
Alabama	125	300	81	78	85
Louisiana	100	500	85	80	83
Texas	80	200	80	60	83
Arkansas	100	800	83	65	86

Below is given the areas by districts for 1911-1912, and for the years 1908 to 1912, with conditions:

Type and district.	Area. 1912 acreage compared with 1911.	Area. 1911 (revised).	Condition. 1912	1911	1910	1909	1908
CIGAR TYPES.							
New England	103	23,500	93	96	96	97	95
New York	104	4,000	88	93	96	97	94
Pennsylvania	96	44,200	92	92	91	90	88
Ohio, Miami Valley	90	54,000	92	85	89	96	85
Wisconsin	103	42,200	89	100	82	93	95
Georgia and Florida	120	4,500	94	87	88	91	95
CHEWING, SMOKING, SNUFF AND EXPORT TYPES.							
Burley district	120	228,000	85	70	84	91	75
Dark districts of Kentucky and Tennessee:							
Paducah district	125	93,800	89	65	91	89	81
Henderson, or stemming dist.	130	96,200	93	70	92	92	86
Upper Green River district	119	35,700	91	62	87	82	81
Upper Cumberland district	124	23,300	91	60	80	85	91
Clarksville and Hopkinsville dis.	125	112,500	90,000	87	65	92	90	84
Virginia sun-cured dis.	120	14,400	12,000	82	80	88	80	93
Virginia dark district.	115	69,000	60,000	83	75	88	93	96
Bright yellow district:								
Old belt, Virginia and N. Carolina	119	203,500	171,000	86	65	80	85	90
New belt, eastern N. Car. and S. Car.	155	165,100	68,000	85	65	74	79	89
Maryland and eastern Ohio export	100	31,000	31,000	93	80	90	90	81
Perique, Louisiana	100	500	500	85	80	87	85	90
Scattering	...	9,500	15,900	..	..	..	..	..

I. CIGAR TYPES.

NEW ENGLAND.

The acreage is 3 per cent. larger than that of last year. Plants were plentiful and early, and transplanting was accomplished in good time. More than usual damage was done by cutworms, and cool, dry winds caused many plants to die, thereby necessitating heavy replanting. A good stand was finally secured, but growth has been slow; cool weather and lack of rain has retarded the progress of the crop a week or ten days, and the growing condition is not so good as at the same date last season. The area of shade tobacco is smaller than last year.

NEW YORK.

The acreage shows an increase of 4 per cent. over that of 1911. Cold weather in May and early June in the Onondaga district made plants scarce and late, and transplanting was from one to two weeks later than usual; in fact, the plants were not all in the field when reports were sent to the bureau. Continued cool, dry weather destroyed many plants in the field and made it difficult to get a stand. In the Big Flats district conditions were more favorable; the crop was planted in good time, and a good stand secured. The prospect in this State, as a whole, is not so good as in 1911.

PENNSYLVANIA.

A decrease in price and slow sales during the winter and spring have caused a decrease of 4 per cent. in the acreage. The spring was cold and backward. Plants in the beds made slow growth and were not ready for the field until a week or ten days later than usual. Transplanting, favored by good weather, went forward rapidly. Some damage was done by cutworms, but a good stand was eventually obtained. The condition on July 1st indicated a good crop.

OHIO, MIAMI VALLEY.

The area is 10 per cent. less than in 1911. Dry weather during early June prevented proper preparation of the soil and delayed transplanting. Favorable conditions expedited planting, and the crop went into the field in good time. The stand is excellent, growth uniform, and condition July 1st better than in July, 1911. The promise is for a good crop.

WISCONSIN.

There is an increase, compared with 1911, of 3 per cent. in the area. Planting, though later than last year, began about the usual time, was carried on under satisfactory conditions, and completed in ample time. With but little insect damage a good stand was secured. While the condition on July 1st was not so high as last year, a good crop is indicated.

GEORGIA AND FLORIDA.

A more active market and higher prices have induced a 20 per cent. increase in acreage. Unseasonably low temperatures followed by heavy rains delayed planting two or three weeks. The work, however, was eventually effected under favorable conditions and the stand is good. Harvesting began in June and crop promises to be good.

II. CHEWING, SMOKING, SNUFF, AND EXPORT TYPES.

BURLEY DISTRICT.

The acreage is 20 per cent. larger than last year. Plant beds were prepared late on account of cold weather followed by excessive rain. While the planting was late in some sections, it began, as a rule, about June 1st and was completed about the usual time. The plants have made rapid growth. No unusual damage has been done by cutworms and the stand is good. The condition, higher than that of the same time last year, indicates a better crop.

DARK DISTRICTS OF KENTUCKY AND TENNESSEE.

Paducah District.—The expansion in acreage, compared with the previous season, is 25 per cent. Cold weather and subsequent heavy rains caused plant beds to be prepared late. The plants grew rapidly, however, and auspicious weather conditions enabled transplanting to be done about the usual time and a good stand was secured. Heavy rains in June did some damage in low lands, but this is thought not to be serious. The condition on July 1st indicated a good crop.

Henderson or Stemming District.—The increase in acreage over that of last season is 30 per cent. Plant beds were prepared and sown late because of unpropitious weather at the usual time of sowing. The plants developed rapidly and, being ready for the field early, a larger per cent. than usual of the crop was planted in May. Transplanting was finished early. The crop has been cultivated and, in general, has made uniform growth. The condition is much higher than last year and the promise is for good results.

Upper Green River District.—The acreage is 19 per cent. larger than in 1911. Plants were plentiful and although planting began early, dry weather ensued and about 25 per cent. was planted late. The stand and growth are satisfactory and, if favorable conditions prevail until harvest, a good crop is promised.

Upper Cumberland District.—The acreage has been increased 24 per cent. About half the crop was set early, but the remainder, because of the stoppage of planting operations by dry weather, was not set until after mid-June. The stand is good; growth and condition on July 1st indicated a good crop.

Clarksville and Hopkinsville District.—The acreage has been increased 25 per cent. Plants, though scarce in some localities, were, on the whole, sufficient to plant the intended acreage. Wet weather during the first ten days in May interrupted the preparation of the land; at that time only about two-thirds of the intended acreage was ready, but about May 20th an improvement in the weather permitted that part of the crop to be set. Wireworms and cutworms did more damage than in years, and dry, cool weather killed many plants, making a bad stand. After good rains, about mid-June, the remainder of the acreage was set, the earlier fields replanted and a good stand secured. Because of extensive replanting the early planted fields are irregular in growth, and the crop as a whole, while in better condition than last year, is not so promising as in average years.

VIRGINIA SUN-CURED DISTRICT.

An addition of 20 per cent. has been made to the acreage. Cool weather retarded the growth of plants in the beds and dry weather prevented planting at the proper time, so that the crop was set late. Wireworms and cutworms seriously injured the stand in some fields. While the condition does not indicate a fine crop, it is better than last year.

VIRGINIA DARK DISTRICT.

An increase of 15 per cent. in the acreage is reported. Plants were plentiful but, planting having been delayed by dry weather, the crop was set unusually late. Cutworms and wireworms did considerable damage in some localities, and a bad stand resulted. Excepting 1911, the condition on July 1st is the lowest reported in several years.

BRIGHT YELLOW DISTRICT.

Old Belt, Virginia and North Carolina.—The acreage is 19 per cent. larger than last year. A part of the area was planted in May, but the plants made slow progress on account of dry weather, which also prevented the full area being planted early. Conditions in June were more gratifying. The remainder of the crop was planted and the early plantings were much improved by copious rains. Damage by insects on a limited area has been a source of some complaint, but the general stand is good. The condition on July 1st was much better than at the same date last season.

New Belt, Eastern North Carolina and South Carolina.—A 55 per cent. increase in acreage is recorded. Plants were plentiful but late. Transplanting, though begun about ten days behindhand, progressed rapidly and was finished about the usual time. In some localities heavy rains and cool weather in June damaged the growth and caused plants to have small leaves and to bloom low. In other places the present promise is for a fine crop. The condition on July 1st was much better than a year ago.

MARYLAND AND EASTERN OHIO EXPORT.

The acreage is about the same as last year. Plants being plentiful and the weather favorable for transplanting, the crop in Maryland was set in good time. In Eastern Ohio planting, delayed by drought, was two weeks late. Some damage in the field has been done by cutworms. As a whole, the stand is good and the condition better than at the same time in 1911.

PERIQUE, LOUISIANA.

The acreage is the same as last year. The stand is good and condition better than at the corresponding date last season.

Valloft & Dreux Company Reorganized

Will Again Do Business With Increased Capital—L. E Valloft, President—Old Officers Retained

NEW ORLEANS, August 21.

THE firm of Valloft & Dreux Company, for whom a receiver was appointed some six weeks ago, has been re-organized with increased capital, retaining the brands that they formerly had the agency for. The new company will have a working capital of $150,000, of which $75,000 is represented by preferred stock and $75,000 common stock. L. E. Valloft is president, and the officers of the old company will serve in the same capacity with the new company. All of the employes have been retained.

T. G. Thompson, receiver for the Valloft & Dreux Company and the Independent Cigar Stores Company, has filed his final account with the court. The assets of the Valloft & Dreux Company are given as $77,846.13, liabilities the same amount. The sale to L. E. Valloft netted $36,464.13 and two notes for $18,232.06, due in three and six months, paying the creditors twelve and one-half per cent. of their claims. The receiver's fee and court costs amounted to $4,917.87. The assets and liabilities of the Independent Stores Company are shown to be $78,684.86.

PELICAN.

Retail Trade Notes

John J. Bagley, tobacconist, Milwaukee, Wis., has filed a voluntary petition in bankruptcy with assets amounting to $394 and liabilities $200.

Thomas B. Sutliff, who conducted a retail cigar stand at Fifteenth Street and Broadway, Oakland, Cal., has disposed of it to Joseph Croter. This is considered one of the best locations in the city. Mr. Croter has been in the cigar business for fifteen years.

Brady & Oliver, who have a retail stand in the Yeon Building, Portland, Ore., have opened another in the new Journal Building, that city. The first cigar sold was a "Webster," Y. Pendas & Alvarez.

LEAF TOBACCO MARKET

Manufacturers Scouring New York Market---Growing Weather Good in Pennsylvania---Buying of Wisconsin Crop Under Way

NEW YORK.

New York City, August 26.

THE leaf market is beginning to take on its customary fall appearance. Many manufacturers are in town and scouring the warehouses for desirable stock, which it is reported is none too plenty. A number of large purchases were noted, principally in Sumatra.

The inquiries have been chiefly for binders, the supply of which is sadly depleted. Dealers are looking forward to the new Wisconsin tobacco, and the scramble out there for good leaf shows that a number of them are determined to procure a large supply.

Sumatra also, which was slow in taking hold, is selling very well as is the shade grown wrapper leaf. There has been quite a bit of sampling on New England broadleaf, and judging by the hurried buying of the crops in the field, it is of a very good quality.

There has been some activity in Pennsylvania, but as there are three crops of this leaf on the market and plenty of it in sight in the fields. manufacturers are not worrying much about being able to get any amount of this tobacco when needed.

PENNSYLVANIA.

Philadelphia, August 24.

LOCAL leaf dealers are all doing a fair amount of business, but of course at this time cannot expect to be breaking records.

There are a number of out-of-town manufacturers now in Philadelphia and the dealers are kept busy showing them their goods.

There are inquiries for all lines of leaf, the new Sumatra appearing to move nicely, as is the new Pennsylvania. Havana is also doing well, as is Connecticut. The manufacturers are all working hard now on incoming orders, which will be reflected in increased business before long in the leaf market.

Lancaster, August 23.

Conditions in local leaf tobacco circles are the same as they have been for some time past—dull—and there has been nothing doing so far as trade in old goods was concerned. The tobacco in this and neighboring counties is doing extremely well.

The growing weather the past week has been ideal. There has been plenty of rain, the nights have been warm, and as one grower remarked, the tobacco has grown more since last Saturday than it did in the two weeks previous. There was more cutting this week in different sections and some pretty nice tobacco was harvested. The bulk of the Havana leaf has been cut.

The hail storm of Monday afternoon did some damage to the tobacco crops in the vicinity of the city, but the damage was not so great.

The cigar business continues to improve and all the factories are running full-handed.

York, August 23.

Growing conditions have been ideal the past two weeks. There has been a fair amount of rain and the plants are fairly shooting up. The growth in some districts is rather irregular, yet even the backward plants will grow to a good size.

There has been a little cutting, but it has not yet become general in this locality. The tobacco experts have been cautioning the growers in York County about this, claiming that too many growers, in a desire to have their crops under cover before frost, were harvesting it too early and were getting a poorer leaf than they should have.

CONNECTICUT.

Suffield, August 20.

ACCORDING to estimates, this year's tobacco crop will be the largest ever raised in the town. There are about 3600 acres cultivated, an increase of over 200 acres over that grown last year. Of this about 800 acres are being picked or primed, and the amount of outside help required to do this is nearly double that of last year, when less than 500 acres were picked. Growers this year are raising but little under cloth, with the exception of W. S. Pinney, who is raising 25 acres of Cuban tobacco under a tent and 65 acres of Havana in the open fields, all of which will be picked.

At present Mr. Pinney is experimenting with a curing system which he has installed in one of his buildings, the building being 90 feet long by 36 feet wide. Two hot air furnaces were built in the ground, one at each end of the shed, from which large galvanized iron pipes run on each side of the building. The fuel used is soft coal and the hot air is drawn through the pipes with a suction blower run by a gasoline engine, which keeps the heat at an average temperature, regardless of weather conditions. The work of installing the plant, which is the only one of its kind in this section, was under the supervision of Mr. Pinney and E. G. Reinhart, of the Bureau of Plant Industry at Washington, D. C., it being the intent of the government to perfect a flue system using soft coal for fuel that would be inexpensive and get results which will do away with pole sweat, which for many years has been a serious drawback to the growers.

At present the results obtained are better than expected, the building has been filled sixteen days and the new system has cured the leaves almost perfect in regard to color and quality, and the crop is ready to take down and the building filled again. A building of this size will hold five acres of picked tobacco and with Mr. Pinney's new system could be used for hanging three different pickings or fifteen acres of tobacco. The work in regard to curing was started during the season of 1905 by Dr. W. W. Gainer, of the Agricultural Department at Washington, and the work until this year has been under his supervision. Mr. Pinney stated that next season he would equip all his buildings with the present system and increase his acreage, especially that raised under cloth.

Windsor, August 20.

It is estimated that fully 90 per cent. of this year's crop of tobacco has been bought in the field, which is unprecedented in the history of tobacco culture in this place. The reason for the brisk demand has not been explained. The prices at which the crops have sold have averaged between 18 and 21 cents a pound in the bundle, which is considered a fair selling price for crops of late years. The first tobacco to be sold was the Havana seed leaf tobacco, but it was reported that the buyers were looking for the crops of Connecticut broadleaf which have not been sold.

The tobacco harvest is now at its zenith and all the help which can be had for miles around is being sought in order to harvest the crop.

WISCONSIN,

Edgerton, August 23.

THE buying of the new crop in the fields has gained considerable headway in the southern growing sections during the week where the large operators have their men posted, and contracts for a good many hundred acres of the most promising crops have been made. Prices range largely from 12 to 13 cents for bundle delivery, which growers quite generally are willing to accept. We possibly might fill a column with sales, but the following will show about the range taken:

Atwood Bros., 16a at 13½&3c.
Lars Lien, Jr., 10a at 13&4c.
Elmer Thornson, 9a at 12¾&4c.
Thos. Houfe, 8a at 12&4c.
Ed Smithback, 8a at 13½&3c.
Martin Halverson, 7½a at 13&4c.
Eph. Hippe, 10a at 12&4c.
Spaf. Allen, 8a at 12&3c.
E. Haylack, 6a at 12½&3c.
Phil. Ullius, 14a at 10&3c.

The harvest is just fairly under way, but we are told that considerable tobacco recently contracted is being hurried to the sheds rather prematurely. The first hail storm of any moment this season covered quite a portion of the best growing districts of Crawford County on Sunday last, causing a good deal of damage to the crop in the path of the storm. Weather conditions of the week have been favorable for the growth of the later tobacco which is making a satisfactory sized leaf and needs only a late fall to bring to maturity. The return of warm weather has sent forward the late tobacco fields amazingly during the week, and if such conditions continue there is an excellent chance for the development of plenty of fine, medium late tobacco. A very small fraction of the crop is now about ready for the harvest. The market for old leaf has developed but little news.—*Reporter.*

Viroqua, August 23.

Really chilly atmosphere for two weeks, with almost daily showers or downpours of rain, has retarded tobacco development, continued uneven conditions of growth and delayed operations in the fields. The showers have not been so detrimental as has the coolness. The effect is to delay harvest a fortnight, or later than anticipated. In many fields there is remarkable growth and fine outlook, but as a whole, is uneven and apparently stunted. Ten days of bright and hot weather would perform miracles in the tobacco fields. Regardless of the unevenness, topping is proceeding rapidly.

Concluded On Next Page

Leaf News of Interest

Suffield Tobacco Shed Burned

A LARGE tobacco shed 35 x 400 feet on the farm of W. S. Pinney, of Suffield, Conn., was burned to the ground about five o'clock, August 22. The shed was filled with primed tobacco that was nearly cured, and was equipped with furnaces for regulating the curing in the experiments conducted by the government here. The loss is estimated at $17,000—$7000 for the building and heating system and $10,000 for the tobacco. The building and its contents were partially covered by insurance. One of the gasoline engines used in operating the suction blower was destroyed and the other taken out and saved. The large tent which covers the shade-grown tobacco close by caught fire and quite a portion was burned before the workmen could put out the blaze.

The origin of the fire is not known, as there had been no fire in the furnaces during the day and the shed was closed by one of the men about an hour before the fire was discovered.

A large and enthusiastic meeting of Todd County tobacco growers was addressed at Elkton, Ky., last week by General Inspector Radford, of the Planters' Protective Association. At the close of his speech many took advantage of the occasion to sign the three-year pledge, and it was announced that a house to house canvass would be made for other signatures.

At the regular annual meeting of the Tobacco Board of Trade, of Rocky Mount, N. C., on August 16, held at the office of the secretary, the following officers were elected for the ensuing term:

Mr. C. W. Lea, president; Mr. C. C. Cooper, vice-president, and Mr. E. W. Smith secretary and treasurer. It was decided to begin sales at Fenner's warehouse on the 20th of August, and to put on double sales as soon as necessary, certainly by September 1. It is thought that the bulk of the crop will be cured by the 20th of August, the date of the opening, and that sales will be full from the start.

Preparations are being made to erect two loose leaf tobacco warehouses in Augusta, Ky., for the handling of the 1912 crop of tobacco. Both are incorporated for $15,000 and one will be controlled by Augusta business men and farmers, while the other will be under the management of North Carolina people.

The American Tobacco Company bought of Timothy Geary on Thursday the last remaining crop of tobacco near Poquonock, Conn., the price paid being twenty-one cents in the bundle. The highest price paid this year was twenty-three cents, this being obtained by two planters whose names the purchasers refused to disclose.

Shipments of Porto Rico-American Tobacco Company to the United States are averaging 8,000,000 big and 2,000,000 little cigars a month. This represents the entire output of the company's factories, except a comparatively small local consumption. Plans have been perfected whereby area to be planted under shade in 1913 will be increased 15 per cent. over 1912. This means planting 2500 acres in all.

At a meeting of merchants and citizens of Centerville, Miss., on August 19, George Howard, of Kentucky, a tobacco expert, addressed a large audience on the subject of devoting a good acreage next year to growing tobacco. From an analysis of the soil, Mr. Howard says that tobacco can be profitably raised at Centerville. A number of farmers were pledged to plant tobacco in 1913.

The Frankfort Tobacco Warehouse Company, of Frankfort, Ky., which has been operating in that city the past year under the above title, will dissolve by agreement and do business as heretofore, as two firms. They are the Geary Tobacco Warehouse Company and the Farmers' Tobacco Warehouse Company. Their sales last year amounted to several million pounds.

The members of the Baltimore Leaf Tobacco Association have not been meeting during the summer months, but they have kept in touch with all matters of interest to the body and will hold a meeting in October to elect officers. It is reported from that city that the French buyers who have been purchasing the leaf for that government are taking things easy by reason of a strike in France on several steamship lines which has affected prompt shipments of their goods.

It is intended to shortly open another large tobacco factory in Winston-Salem, N. C., for the manufacturing of plug and twist tobacco. The organizers of the movement are J. L. Casper and J. T. Smithdeal, who now have a large building in readiness in Winston-Salem.

Leaf Tobacco Market

Continued from page 36

Many handlers of the weed have been traveling over the growing districts, taking observations of general conditions, but we have not learned of a crop having been contracted for. That field buying will soon follow seems but natural, if past custom prevails. The *Hillsboro Sentry* tells that an inspector went through that region offering a shilling straight for weed.—*Censor*

KENTUCKY.

Lexington, August 18.

TOBACCO growers in Kentucky this year can buy automobiles and run them, according to a report of the Department of Agriculture at Washington. This shows that on July 1, 1912, there was a total tobacco acreage of 431,000 in Kentucky, or one-fourth again as much as the acreage of 1911. Its condition was 88 per cent. compared with 69 per cent. on July 1, 1911, and with 83 per cent., the ten-year average. The total acreage in chewing, smoking, snuff and export types throughout the United States is 1,012,300 acres compared with 819,500 (final estimate) for 1911, an increase of 192,800 acres, or 23 per cent. The largest increase, 30 per cent., is in the Henderson, or stemming district. All districts show an increase except the (perique) Louisiana and the Maryland and Eastern Ohio export.

The total of cigar leaf tobacco is 172,140 acres as against a final estimate of 177,400 in 1911, decrease of 5000 acres, or 3 per cent.

OHIO,

Cincinnati, August 22.

ABOUT $2,000,000 is now being apportioned as a final payment to some 30,000 members of the 1909 Burley pool. The new Burley Society is pushing the erection of its plant at Lexington, Ky., and the general development of the system which it is thought will be fully able to cope with the American Tobacco Company, alias the four divisions decreed by the supreme court. The outcome of this will determine, to a large extent, prices for years to come.

The Department of Agriculture reports tobacco prospects at 82.2 per cent. of normal compared with 87.7 last month, and 63 the same time last year. The indicated yield per acre is 820.6 pounds, compared with 893.7 last year and 828 as normal. Kentucky places the acreage at 91.9 per cent. of normal and condition at 73.3. Tobacco harvest has begun in the South, where one reporter states that "a little of the crop is good and much is bad in quality." In Virginia drought has injured the crop.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

ROYAL CLUB:—24,780. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 9, 1912. Kraus & Co., Baltimore, Md.

SIMBRA:—24,781. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 9, 1912. The D. & K. Cigar Company, Dallastown, Pa.

MOSCHEE:—24,782. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 9, 1912. National Lithographic Company, New York.

FRANCES DE MONTEREY:—24,783. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 9, 1912. M. Perez Company, New York.

AGUILA REY:—24,784. For cigars, cigarettes, cheroots. stogies, chewing and smoking tobacco. August 9, 1912. Roland Alexandria Cigar Company, Tampa, Fla.

EAST BRANCH:—24,785. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 10, 1912. Katahdin Cigar Company, Millinnocket, Me.

WIELKOPOLANIE:—24,786. For cigars, cigarettes, cheroots. August 12, 1912. Sliwinski & Iwanowski, Chicago, Ill.

LA CRETESSA:—24,787. For cigars, cigarettes, cheroots, stogies, chewing and and smoking tobacco. August 14, 1912. The D. & K. Cigar Company, Dallastown, Pa.

GOOD CARD:—24,788. For cigars, cigarettes, chewing and smoking tobacco. August 14, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

RIGHT GIRL:—24,789. For cigars, cigarettes, chewing and smoking tobacco. August 14, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

ARDENIA:—24,790. For cigars, cigarettes, chewing and smoking tobacco. August 14, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

NAPANEE:—24,791. For cigars. August 15, 1912. Grommes & Elson, Chicago, Ill.

GOLDEN ROSETTE:—24,792. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. August 15, 1912. Sig. Strauss, New York.

DUKE AL FIN:—24,793. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1912. Roland Alexandria Cigar Company, Tampa, Fla.

JULES MASSENET:—24,794. For cigars, cigarettes, chewing and smoking tobacco. August 16, 1912. Chas. Stutz Co., New York.

HAVANA FLAVORETTES:—24,795. For cigars, cheroots, stogies. August 16, 1912. Union-American Cigar Company, Pittsburgh, Pa.

PETTY CASH:—24,796. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 16, 1912. P. H. Hildebrand, Reading, Pa.

PORT-O-SPAIN:—24,797. For cigars, cigarettes. cheroots, stogies, chewing and smoking tobacco. August 16, 1912. P. H. Hildebrand, Reading, Pa.

TWO OF TWO:—24,798. For cigars, cigarettes ,cheroots, stogies, chewing and smoking tobacco. August 16, 1912. Frank M. Snyder, Trenton, N. J. In use prior to 1900.

LITTLE DEAR:—24,799. For cigars and cigarettes. August 17, 1912. Randall-Landfield Co., Chicago, Ill.

COPLEY PLAZA HOTEL:—24,800. For cigars, cigarettes, chewing and smoking tobacco. August 17, 1912. Chas. Stutz, Co., New York.

J. C. M.:—24,801. For cigars. August 19, 1912. J. C. McGrath, Caribou, Me.

MAGBO:—24,802. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 19, 1912. Magidson Bros., Chicago, Ill.

DICTOGRAPH:—24,803. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 19, 1912. Michigan Cigar Box Company, Detroit, Mich.

CAROLINA'S PRIDE:—24,804. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 20, 1912. G. Preston Holden, Wilmington, N. C.

AFTER THE HUNT:—24,805. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 20, 1912. W. M. Smith, Reading, Pa.

JASPERS:—24,806. For smoking tobacco. August 20, 1912. Jasper A. Boyer, Philadelphia, Pa.

LA NINA CIGAR COMPANY:—24,807. As a firm name for cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 20, 1912. La Nina Cigar Company, Tampa, Fla.

ALL TENS:—24,808. For cigars, cigarettes, chewing and smoking tobacco. August 20, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

ALL JACKS:—24,809. For cigars, cigarettes, chewing and smoking tobacco. August 20, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

ALL QUEENS:—24,810. For cigars, cigarettes, chewing and smoking tobacco. August 20, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

ALL KINGS:—24,811. For cigars, cigarettes, chewing and smoking tobacco. August 20, 1912. The Moehle Lithographic Company, Brookly, N. Y.

ALL ACES:—24,812. For cigars, cigarettes, chewing and smoking tobacco. August 20, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

WHITE BOW:—24,813. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. August 20, 1912. Sig. Strauss, New York.

COUNTESS OF BALTIMORE:—24,814. For cigars, cigarettes, cheroots. August 20, 1912. Elliot, Ottenheimer & Elliot, Baltimore, Md.

CENTER STAR:—24,815. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1912. F. R. Hiester, Reading, Pa.

SHAR-EL:—24,816. For cigars. August 21, 1912. F. C. Emery, Battle Creek, Mich.

LA KATOBA:—24,817. For cigars, chewing and smoking tobacco. August 21, 1912. F. C. Emery, Battle Creek, Mich.

KALIDA:—24,818. For cigars, cigarettes and cheroots. August 21, 1912. A. C. Henschel & Co., Chicago, Ill.

PEELER:—24,819. For cigars, cigarettes, chewing and smoking tobacco. August 21, 1912. Chicago Box Company, Chicago, Ill.

NO-CROOK:—24,820. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1912. W. H. Raab & Sons, Dallastown, Pa.

LAKE TO THE GULF:—24,821. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1912. John Roth, Vandalia, Ill.

RIVERA:—24,822. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1912. Juan Rivera Co., Tampa, Fla.

DOROTHY GREY:—24,823. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1912. Blumenthal & Co., New York.

COL. A. BECKER:—24,824. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1912. Blumenthal & Co., New York.

BUCKEY NOME:—24,825. For cigars. August 22, 1912. Blumenthal & Co., New York.

FIRST PRIDE:—24,826. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1912. Kaufman, Pasbach & Voice, New York.

CONSEQUENCE:—24,827. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 23, 1912. Kaufman, Pasbach & Voice, New York.

SQUAW:—24,828. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 23, 1912. The Mueller & Son Co., Milwaukee, Wis.

WICONISCO:—24,829. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 23, 1912. John Philip Erwin, Perkasie, Pa.

GENANNO:—24,830. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 23, 1912. John Philip Erwin, Perkasie, Pa.

SAN FAMO:—24,831. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 23, 1912. Kaufman, Pasbach & Voice, New York.

ORDER OF ST. MICHEL:—24,832. For cigars, cigarettes, chewing and smoking tobacco. August 24, 1912. Moehle Lithographic Company, Brooklyn, N. Y.

ORDER OF ST. ANDREW:—24,833. For cigars, cigarettes, chewing and smoking tobacco. August 24, 1912. Moehle Lithographic Company, Brooklyn, N. Y.

ORDER OF ST. GEORGE:—24,834. For cigars, cigarettes, chewing and smoking tobacco. August 24, 1912. Moehle Lithographic Company, Brooklyn, N. Y.

ORDER OF ST. GREGORY:—24,835. For cigars, cigarettes, chewing and smoking tobacco. August 24, 1912. Moehle Lithographic Company, Brooklyn, N. Y.

ORDER OF THE THISTLE:—24,836. For cigars, cigarettes, chewing and smoking tobacco. August 24, 1912. Moehle Lithographic Company, Brooklyn, N. Y.

RIGHT QUALITY:—24,837. For cigars, cigarettes, chewing and smoking tobacco. August 24, 1912. Moehle Lithographic Company, Brooklyn, N. Y.

THE WHOLE SHOW:—24,838. For cigars, cigarettes, chewing and smoking tobacco. August 24, 1912. Moehle Lithographic Company, Brooklyn, N. Y.

BONASORT:—24,839. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Klingenberg Bros., New York.

CERTI-FACTS:—24,840. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

SIR LANDRY:—24,841. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

ESTADO MAYOR:—24,842. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

SIR MARCELO:—24,843. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

JOLAINE:—24,844. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

FLOR ARJOLA:—24,845. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

FELIZ DEL MUNDO:—24,846. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

GOLDEN SONG:—24,847. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

FORETOLD:—24,848. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

SIGLO DE ORO:—24,849. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

LA MERSNIA:—24,850. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

YLONA:—24,851. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

ANAWAHO:—24,852. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

PUENTO DE ORO:—24,853. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

ROYAL ESSEX:—24,854. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

ROYALDORA:—24,855. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

EL CASAGO:—24,856. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

LA GUSTOROSA:—24,857. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

LA HOJA PERFECTO:—24,858. For cigars, cigarettes, cheroots. stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

GOLDWEIGHT:—24,859. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood, Strasser & Voigt Lithographic Company, New York.

TRANSFERS.

LA VINTO:—20,502. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered July 11, 1910, by N. Isaacs Cigar Company, Cleveland, Ohio. Transferred January 25, 1911, to M. E. Loeb & Co., Cleveland, Ohio. Transferred July 29, 1911, to N. Isaacs & Co., Cleveland, Ohio. Transferred August 13, 1912, to H. Shlesinger & Co., Cleveland, Ohio.

REP:—20,469. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered July 5, 1910, by N. Isaacs & Co., Cleveland. Ohio. Transferred January 25, 1911, to M. E. Loeb & Co., Cleveland, Ohio. Transferred July 29, 1912, to N. Isaacs & Co., Cleveland, Ohio. Transferred August 13, 1912, to H. Shlesinger & Co., Cleveland, Ohio.

VON TILZER:—20,168. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered July 5, 1910, by N. Isaacs & Co., Cleveland, Ohio. Transferred January 25, 1911, to M. E. Loeb & Co., Cleveland, Ohio. Transferred July 29, 1911, to N. Isaacs & Co., Cleveland, Ohio. Transferred August 13, 1912, to H. Shlesinger & Co., Cleveland, Ohio.

MELCO:—21,938. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 3, 1911, by M. E. Loeb & Co., Cleveland, Ohio. Transferred July 29, 1911, to N. Isaacs & Co., Cleveland, Ohio. Transferred August 13, 1912, to H. Shlesinger & Co., Cleveland, Ohio.

CANCELLATIONS.

CLIFTON PARK ROSE:—24,695. For cigars, cigarettes. cheroots, stogies, chewing and smoking tobacco. July 19, 1912. H. Schugart, Chicago, Ill. Has been cancelled.

HI-UP:—24,657. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1912. Kaufman, Pasbach & Voice, New York. Has been cancelled.

B. V. D.:—24,698. For cigars, cigarettes. chewing and smoking tobacco. July 19, 1912. The Salvador Suarez Company, Tampa, Fla. Has been cancelled.

Recent Patents of Interest to Tobacconists

1021442, Tobacco pipe, John Bachmann, Chicago, Ill.
1021602, Match box, Frederick C. Holkum, Pocahontas, Ill.
1021529, Tobacco-bed steaming apparatus, John H. L. Johnson, Springfield, Tenn.
1021530, Steaming tobacco beds, John H. L. Johnson, Springfield, Tenn.
1021194, Cigarette packer, Manasse Karger, New Orleans, La.
1021273, Matchholder, Fred C. Sparks, New Sharon, Iowa.
1021080, Combined cigar-tip cutter and lighter, David A. Thomas, Denver, Colo.
1021963, Smoking pipe, Frank Ansley, Spokane, Wash.
1021849, Cigar case, Adolf Schweiger, Hanover, Germany.
1023029, Match receptacle, Martin Ohrt, Melvin, Ill.
1023054, Combined cigarette box and match holder, Arthur Q. Walsh, New York, N. Y.
1023276, Trick cigar case, Frank L. Rouse, Somerville, Mass.
1023288, Cigar holder, James L. Welleson, Pittsburgh, Kans.

Labels.

16259, "Loyal Moose," for cigars, Saginaw Specialty Company, Saginaw, Mich.
16267, "Mathues Brothers' Maat," for cigarettes, Wm. F. Mathues, New York, N. Y.
16273, "El Ginero," for cigars, C. B. Henschel Manufacturing Company, Milwaukee, Wis.
16278, "Kaiser Club," for cigars, Moehle Lithographic Company, New York, N. Y.
16285, "El Favo," for cigars, C. B. Henschel Company, Milwaukee, Wis.
16283, "Black Shield," for cigars, A. C. Henschel & Co., Chicago, Ill.
16284, "Kirst's J and L Special," for cigars, C. & L. Kirst, Buffalo, N. Y.
16294, "King Rags," for cigars, Robt. Whiteley, Jr., Carlinville, Ill.

Copies of the above patents may be obtained for fifteen cents each, by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

Retail Trade Items

Henry Karberg has opened a new cigar store near the Liederkranz Club, in St. Louis. This is considered a very good location.

M. L. Salyards purchased the cigar store of Charles Gantert, 1504 Second Avenue, Rock Island, Ill.

Meitzler's cigar store, Danville, Ill., has been remodeled and re-decorated and opened for the fall business with a largely augmented stock.

James Feeney, Jr., has admitted to partnership Patrick J. Fleming in his cigar and pool store at Gloversville, N. Y.

Elmer S. Nelson assumed charge of the Oshkosh, Wis., store of the H. C. Jenkins Cigar and Tobacco Company. He will be succeeded at Antigo, Wis., by H. L. Finch.

Selby & Bogardus, who plan to operate a chain of cigar stores and billiard halls and bowling alleys throughout Central Ohio, making their headquarters at Marion, have just purchased the store of D. M. Flanagan & Co., retailers, at Kenton, O. The Kenton branch will be managed by Paul F. Markert. They expect to open several other branches in the near future.

Reports From Foreign Tobacco Centres

Machine-Made Cigarettes Replacing Hand-Made in South Africa—English Industry in Good Condition

Cigarette Making in South Africa

THERE was a time in Johannesburgh, says the Johannesburgh *Sunday Times*, when a skilled cigarette maker could make his £6 per week regularly. There was a time in Johannesburgh when there were at least half a dozen schools of ten to fifteen workmen earning an average of £5 per week per man, making Transvaal cigarettes by hand.

Again, there was a time in Cape Town when about 150 cigarette makers—skilled men and women—were earning from £4 to £6 per week making Turkish (Egyptian) cigarettes.

Today the sale of Transvaal cigarettes in South Africa has increased twenty-fold, and the sale of Turkish cigarettes has also increased wonderfully, thanks to the many uses of advertisement. But the schools of cigarette makers have dwindled and deteriorated.

Where men were working four years ago for 7s. 6d. and 8s. 6d. per 1,000, girls are now working for 3s. 6d., and some few men for 4s. 6d. and 5s. 6d. per 1,000.

Answering the question why this state of affairs has come about, the writer says that a state of disorganization brought about industrial troubles and a necessary change. The founder manufacturers had accumulated the necessary capital to enable them to take a bold step—the introduction of the best machines in the world to do the work which was formerly done by hand. Their example was followed by the representatives of the tobacco kings, and within a few months Cape Town—in 1906—was stocked with cigarette machines as few towns in the world are stocked. Transvaal tobacco, Blantyre tobacco, Rhodesian tobacco, Turkish tobacco and Virginian tobacco went to the machines. A few manufacturers of all sorts struggled on with the hand work, and are still struggling, in all the South African towns; but the blow has fallen.

The argument is used that the hand-made cigarette is superior to the machine-made. Undoubtedly, for the skilled hand packs better and cannot work the dust. But two things militate against the hand work asserting its supremacy here. One is that the average South African smoker has become accustomed to the machine-made cigarettes, and the other is that most of the really skilled and expert workers have gone back to the Greek, Turkish and Jewish centres of the industry.

Another argument raised is that the Customs rates are unfair, and that the duty on imported cigarettes should be raised. But the effect of this would be to increase slightly the output of the South African machines, and possibly lower the output of the oversea cigarettes, for there is no duty on Transvaal tobacco or cigarettes. It is further argued that the duty on imported leaf should be lowered, the effect of which would be also good—namely, to increase the profits and output of the South African machines and bring foreign tobacco within the reach of the small manufacturer who employs hand workers.

Growing Tobacco in Ceylon

In Ceylon there are, approximately, 15,000 acres under tobacco. The yield per acre in cwt. could not be ascertained but on an average one acre will bear 4,000 plants, yielding about 40,000.

Samples of the tobacco were submitted to two firms of manufacturers in 1906. One of these, describes the tobacco as of a very low type, of a nondescript character, and hardly of any commercial value for the European market. The other firm reported that, "This tobacco is of excellent flavor and burns well with a white ash. The strength of the flavor, however, is a little too pronounced and the colors of the leaf are blotchy and uneven, so that the appearance of the cigar is prejudiced. A little care in cultivation and curing should enable the district from which these samples were taken to produce a really high-class tobacco, which would compare in quality with almost any other growth."

Various kinds of cigar tobaccos, i. e., Sumatra, Java, Cuba, etc., were cultivated at Peradeniya twenty-five years ago. The Ceylon Agricultural Society in 1910 instituted a series of experiments at Maha Huppallana. Twenty acres were planted with Sumatra and Java tobaccos on soil where a preliminary experiment with an acre of land had shown that tobacco grew well. The experiment was carried out under expert supervision and, although the growth of the tobacco was satisfactory, the crop obtained was stated to be insufficient in amount for proper fermentation, and in the end the tobacco was imperfectly fermented.

France Rewards Humane Drivers With Cigars

Members of societies formed in France to prevent cruelty to animals, have hit on a happy means of lightening the burdens of the horse. A special brand of cigars, known as "Caballos," and having on the band a horse's head, together with an inscription to show the object of the cigar, is carried by members of the societies, and is given away to cab and truck drivers as a reward for the apparent good condition of the animals in their charge. The smokes are of good quality, and the drivers of vehicles in Paris are more than pleased to obtain the reward.

Growth of Industry in Russia Interesting

The growth of the tobacco industry and cultivation in Russia, says a recent foreign report, presents a very interesting study in the life of the country. The imposition of an excise on the products of the tobacco factories constitutes a valuable contribution to the national treasury. There is a growing demand for the superior sorts of Russian tobacco, both in Russia and abroad, so that the planters have been constrained to increase the area of land put under the plant. The area under tobacco of various kinds in the year 1906 was 53,703 dessiatines, and in 1910 it was 66,809 dessiatines. The increase in the area put under tobacco is devoted entirely to the growth of the superior sorts—that is, cigarette tobaccos. The quantity of such grown in the year 1906 was 1,391,117 poods; but in 1910 it was 2,410,775 poods—a pood weighs 36 pounds. Of cigar leaf and machorchy (low quality) gathered in 1906, the respective quantities were 231,380 and 2,803,985 poods, and in 1910 192,305 and 2,800,683 poods.

The leading district for the production of the cigarette tobacco is Kuban with its 983,634 poods in 1910, against 597,556 poods in 1906. During the last few years large quantities of Kuban tobacco have been exported, the last three years accounting for the value of 5,000,000 roubles in exported tobacco from that region. Still, although there is this progress to be noted, the later tendency is for the cultivation of tobacco in the Kuban Province to decline, due, it is said, to the lack of technical knowledge on the part of the growers, who do not manage to keep up the progress of the growers in other countries. Presumably the decline is only felt in the export movement. Want of money is one of the reasons given, but this appears a poor reason for the decline of a prosperous industry. A similar tendency is observed in the foreign demand.

It is with peculiar satisfaction that the better demand for Russian tobacco on the foreign markets is observed. We find that in 1906 the quantity of leaf tobacco made 507,222 poods, and in 1910 578,510 poods, of the respective values of 2,132,105 roubles and 3,363,610 roubles. Russia easily supplies her own needs in tobacco, except, of course, in the exceptional sorts.

Industry in England Growing

The completed figures for the first half of the year show that the tobacco industry in England is making satisfactory progress, notwithstanding the unprecedentedly heavy duty of 3s. 8d. per pound. The deliveries for consumption at home during the six months, according to the *Standard*, total 50,876,598 pounds, which compare with 49,090,143 pounds in the preceding corresponding period, and 46,517,711 pounds in the corresponding period of 1910. The improvement has been progressive, and continued down to the end, June alone showing an increase over the corresponding month of 415,000 pounds. The proportion of leaf to strips being used is very much larger than in 1910, the consumption of the former being 36,869,000 pounds to 14,007,000 pounds of the latter. The imports of unmanufactured tobacco during the six months total 52,079,529 pounds, as compared with 50,532,420 pounds in the corresponding period of the previous year, and 48,360,664 pounds in the first half of 1910.

The United States continues to supply by far and away the greater portion of the raw material, and the only feature outside of the steady increase in the total imports is the greater proportion of strips being used. In 1910 the strips imported totalled only 12,595,000 pounds, as compared with 20,854,000 pounds in the corresponding period of the current year, while the imports of leaf have fallen from 35,765,000 pounds to 31,224,000 pounds. It is noteworthy, however, that whereas the leaf imports from the United States have declined from 31,836,000 pounds to 25,479,000 pounds, those from other countries have increased from 3,928,000 pounds to 5,744,000 pounds. Notwithstanding the larger consumption, the stocks continue steadily to decline, the total in bond being now 190,726,000 pounds, as compared with 195,906,000 pounds at the corresponding date of last year, and 199,578,000 pounds in 1910.

The Austrian Tobacco Monoply

The number of employees of the Austrian Tobacco Monopoly in 1910 was 40,339, less than 10 per cent. of whom were under twenty years old. The average wage was $143 per annum. In 1890 there were 33,296 employees receiving an average wage of $70. The low wages are explained by the fact that many factories employing large numbers of laborers are situated in the country districts, in small towns where wages are very low, and to the fact that nearly six-sevenths of the employees are women. Of the total number of employees in 1910, 38,525 worked in factories and the balance in offices and stores.

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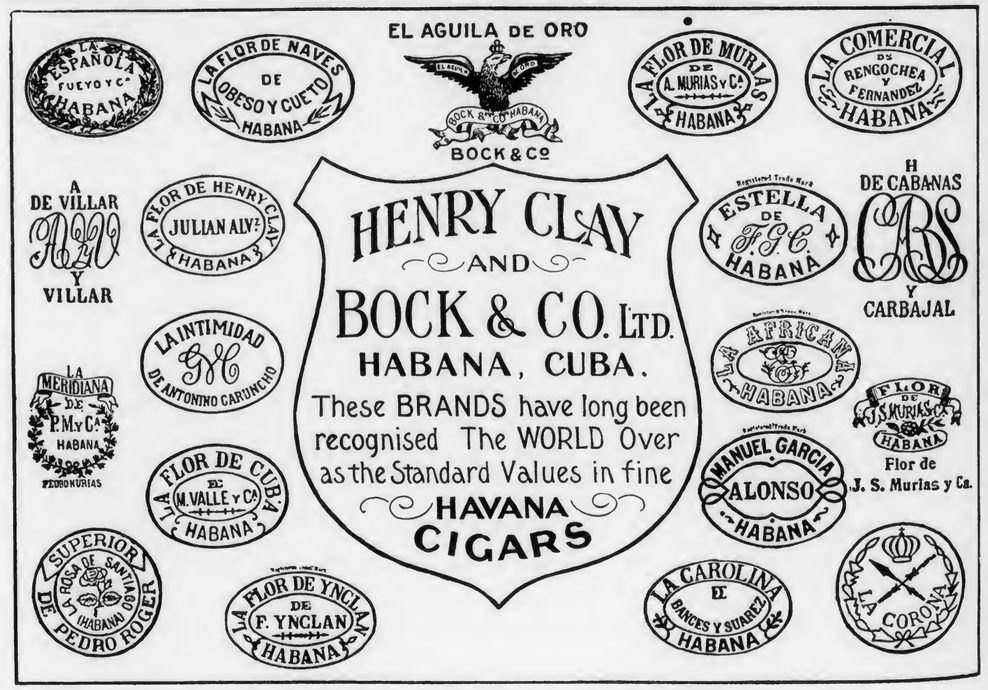

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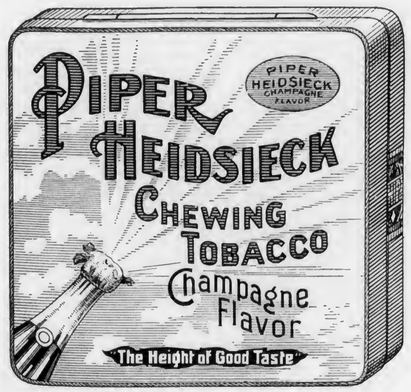

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Write for particulars

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20th CENTURY 5c. CIGAR
LA ALTOONA, Perfecto and CASILDA, 10c. Cigars
Are standards of high quality. They will interest progressive houses
Made by
C. H. Plitt Cigar Company, York, Pa.

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
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"TOBACCO LEAF"
The Leading Authority in Book Form
All about Tobacco From the Plant to the Finished Product
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Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
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CIGAR LABELS
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NEW YORK.
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"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

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H. UPMANN HABANA

Strictly Independent Manufacturers

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Sole Agent for United States and Canada

82 Wall Street - New York

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Bank Note *The Best* CIGAR *for* 5¢

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General Agent for United States and Canada

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SEPTEMBER 15th 1912

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Large Cigar Exporters and Importers of the World

New Leaf Tobacco Law Explained

News of the Ninth Pennsylvania District

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 18

PUBLICATION OFFICES: 102 South 12th St., Philadelphia; 41 Union Square, New York

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

S. FERNANDEZ & CO., Tampa, Fla.

ADMIRATION
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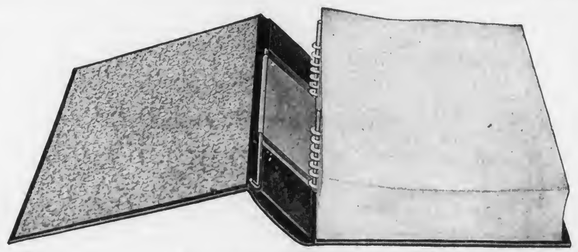
Price for twelve - - - 10.00 prepaid



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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great
FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

Made by
Salvador Rodriguez
at
Tampa, Fla.
Offices: New York Warehouse: Havana

REY EDUARDO
Clear Havana Cigars
Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on
REY EDUARDO
An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

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Fifth Ave. and 26th Street, New York

BEHRENS & CO.
HAVANA, CUBA
Manufacturers of the "SOL" Brand

SOL
HABANA

Finest Vuelta Abajo Tobacco Exclusively
No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

We doubly inscribe our new brand
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("Token")

¶ To our Founder as a memory-tribute—(See label).

¶ To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

Juan F. Portuondo
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1110-12-14-16 Sansom Street, PHILADELPHIA

Established 1857
M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

San Felice
CIGARS
The Deisel-Wemmer Company
LIMA, O.

Central Union
No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

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PRICE, 5c.
United States Tobacco Co.
RICHMOND, VA.

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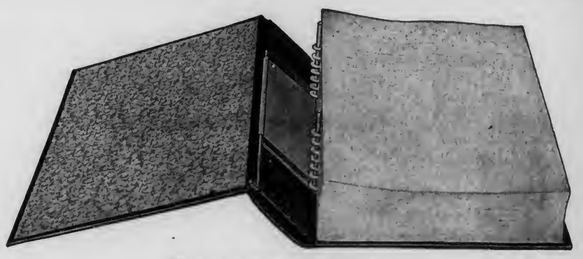

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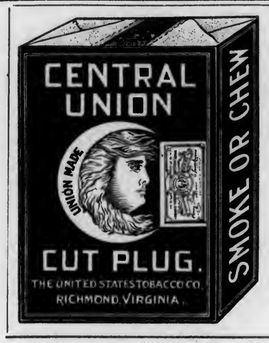
The Deisel-Wemmer Company
LIMA, O.



Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S

Cinco

CIGARS.

PHILADELPHIA

Counsellors Keep Customers

Wise Dealers Know That

"Just Out" of Counsellors
means soon out of customers

Order TO-DAY Order

ALLEN R. CRESSMAN'S SONS, Mfgrs.
PHILADELPHIA, PA.

FIVE OF HARTS

BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

Piedmont sales will double

Right this minute Piedmont is the biggest-selling 5-cent cigarette on the market.

But we are not satisfied to let Piedmont remain THERE. We believe in pushing a WINNER.

We are going to DOUBLE the present big sales of Piedmont.

And that's why Piedmonts now have a coupon in each package.

Get on the bandwagon.

Liggett & Myers Tobacco Co.

Piedmont

Cigarettes

10 for 5¢

The New

5c Cigarette

A Silk Novelty in each package

Cigars of Distinction Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers
TAMPA, FLA.
"THE TRULY HAVANA HOUSE"
New York Office and Salesroom: 136 Water Street

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

POINTS

that stand out most prominent in the

BOLD AND DISCRIMINATOR

are the consistency of their quality, the rich, neat attractiveness of their packing and the fact that they are manufactured under the watchful eye of Mr. Harry Bobrow (senior member of the firm), a recognized leading expert of the cigarmakers' craft in the First District of Pennsylvania, where more and better cigars are made than in any other part of the world.

Are these products worthy of your thorough investigation?

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

the package

that is competitive and does sell.

Union Made

The tobacco that's sweeping the Pacific Coast from Mexico to Canada.

Pure Gold Tobacco Co.

Greeneville, Tennessee.

successors to Merchants Tobacco Mfg. Co.

C.R. Daily, Chairman & Gen. Mgr. C. Austin, Pres. M.R. Armitage, Secty & Treas.

LA TONIA

A Clear Havana Sumatra Wrapped Cigar

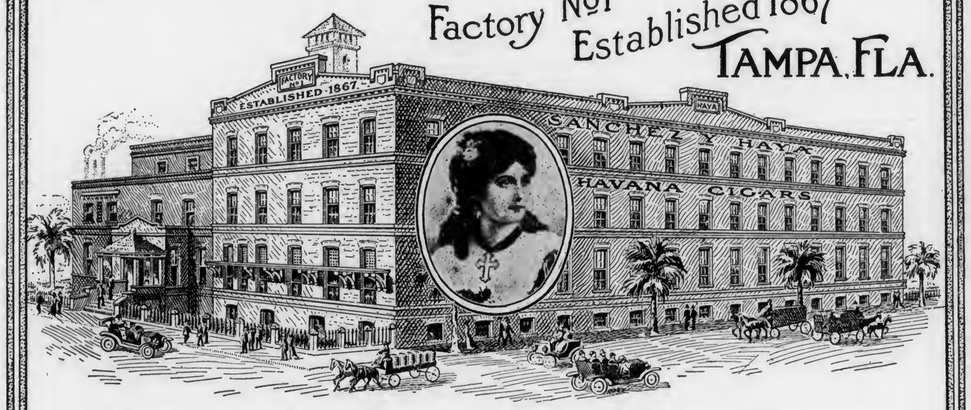
¶ Made in sizes and shapes that appeal to men who appreciate **Quality.** It is that particular Cuban blend and aroma that wins favor among the judges of quality cigars.

JOHN STEIGERWALD & CO., Inc., Philadelphia

Makers of EL BORITA and WAHANETAH **20th and TIOGA**

The NEW HOME of SANCHEZ y HAYA

Factory No1 Established 1867 TAMPA, FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

Last Call

Get Your Share of These Manila Cigars at 20% to 35% Below Cost of Importation.

Recently we announced our intention of discontinuing certain standard brands of **Manila cigars.** We offered what we had on hand for from 20% to 35% less than they cost us. Hundreds of dealers have already bought, but we have ample left to supply a few others who act at once.

Mail the coupon today and we will send you our special offer—no obligation.

Tear Along This Line and Mail

CARLOS, FERNANDEZ & CO., 42 E. 23d St., New York

Send me your special Manila offer, without obligation.

Name_____

Street_____

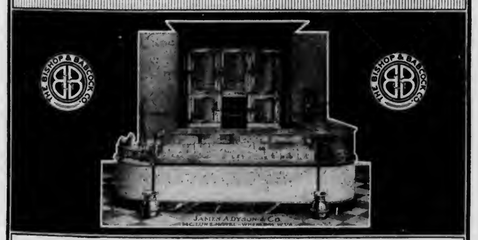
City_____ State_____

"EL JAFFE"—THE FINEST BROADLEAF AND HAVANA CIGARS MADE ARE THE BEST PROPOSITION FOR THE MAN THAT WANTS TO BUILD UP A TRADE THAT WILL STAY WITH HIM—A TRADE THAT WILL GROW FROM DAY TO DAY
"EL JAFFE," CIGARS WILL BUILD UP YOUR REPUTATION AND WIN TRADE FOR YOU THE SAME AS THEY ARE DOING FOR US.

10c. AND UPWARDS
WRITE FOR SAMPLES

BAUM-JAFFE CO.
115-117 N. THIRD STREET
PHILADELPHIA, PENNA.

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

Here is the Cigar That Repeats

Guaranteed Hand-Made, of selected tobacco, and attractively packed. "Old Chatsworth" is positively one of the very best Five-Cent Cigars on the Market.

Write for Prices and Territory

A Live Proposition for Live Distributors

Luxfer Cigar Co., Manufacturers, Hellam, Pa.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' F.Ry Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

London Trophies ARISTOCRATS

PITTSBURG BOOSTERS

London Trophies are now packed two in a pouch, which insures the cigars holding their right flavor.

We have also a full line of 3 for 5 cent stogies, in cigar shapes and long filler.

Samples sent on request to reliable jobbers and brokers.

Wabash Cigar Co., Pittsburg, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotch

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.C.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST — KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations.

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau
102 South Twelfth Street, Philadelphia

15¢ 2 FOR 25¢

"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.
108 La Salle Street, Chicago, Ill.

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt
Offices & Factory, 2786 Broadway, New York, N. Y.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

Each Cigar Wrapped in Tin Foil and Tissue Paper

EL DALLO

5c. 5c.

The cigar is right, because it is made of the right kind of tobaccos in the right way.

The special wrapping is right, because it keeps the cigar **fresh** and **clean** from **maker** to **smoker.**

PRODUCED BY

Wertheimer Bros., Baltimore, Md.

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

Royal Lancer

The Cigar Distinctive

Made in 21 Sizes
10c. and upwards

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

If you want an uncommonly good Segar, try this brand, nothing better can be made.
¶ *They make trade for you—they make money for you—also some for the makers.*

Segar de Luxe.
His Connoisseurs' Edition de Luxe
Rubaiyat
was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba
Under the personal supervision of
Thos. W. Merriam

JOHN W. MERRIAM & CO.
139 Maiden Lane, New York

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

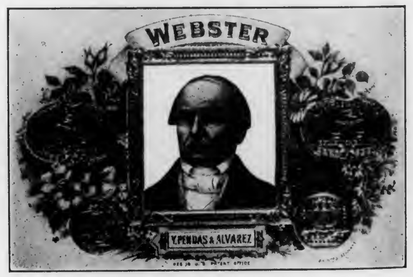
PEDRO MOREDA
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, SEPTEMBER 15, 1912. No. 18.

Death Takes Leonard H. Neudecker, Veteran Baltimore Tobacco Manufacturer

Founder of Well-Known Concern Drops Dead From Heart Trouble. Aged 75 Years—Had Sold Out His Interests to the American Tobacco Company

(Special Despatch to The Tobacco World.)

BALTIMORE, MD., September 12.

LEONARD H. NEUDECKER, founder and former president of the Neudecker Tobacco Company, of Baltimore, and one of the oldest tobacco manufacturers in the country, died at his home in this city today, as the result of heart trouble. Although not confined to his bed, Mr. Neudecker had not been in good health for some time. While combing his hair today and talking to his wife, he suddenly swayed and fell to the floor dead.

Mr. Neudecker had not been actively identified in the tobacco business for the past seven years. He had sold out his property to the American Tobacco Company and retired from active business.

He was born in Bavaria 75 years ago, being brought to this country when only four years old by his parents, who settled in St. Louis. It was in St. Louis that he opened his first tobacco factory, at the age of twenty-one. He prospered so fast that he branched out in other cities, where he established other factories. Ten years after starting in St. Louis he went to New York, where he established the central office for the L. H. Neudecker Company, of which he was president.

In 1872, he went to Baltimore, where he opened his factory at Marsh Place and Lombard Street, which was regarded as one of the largest tobacco plants in that city.

Upon his selling his interest to the American Tobacco Company, Mr. Neudecker moved to Lockport, N. Y., where he resided several years, but afterwards returned to Baltimore. He held interests in several tobacco factories and was a personal friend of James B. Duke, former president of the American Tobacco Company. He was a member of the Merchants and Manufacturers' Association of Baltimore, Tobacco Board of Trade and President of the Central Business Men's Association.

Besides a widow, he is survived by one daughter and a brother. His funeral will take place Saturday, September 14, interment being private.

Storm Damages Connecticut Tobacco

$100,000 Loss Sustained by Farmers from Rain and Hail

NEW HAVEN, CONN., September 11.

EASTERN Connecticut was swept this afternoon with an unusually heavy hailstorm, accompanied by severe thunder and lightning. In the tobacco growing districts damage so far estimated at nearly $100,000 has been done to full grown tobacco in the fields.

The principal damage done was at Windsor Locks and Warehouse Point. A score of barns and houses were struck by lightning and burned to the ground.

Veteran Salesmen of Patterson Organization Suddenly Dropped

Well-Known Men Let Out By Big Tobacco Manufacturers to Make Way for New Men and New Policy—A List of the Men Affected

(Special Despatch to The Tobacco World.)

RICHMOND, VA., September 13.

AS a result of the change in policy in the marketing of their brands, which has been in the process of evolution for some time, the R. A. Patterson Tobacco Company, manufacturers of "Lucky Strike" and "Tuxedo," of this city, have just dismissed a number of their best known salesmen; in fact, they have completely wiped out their old sales organization to make way for new methods.

The change will cause a sensation among the many friends of the head salesmen of this company, who have come to regard the salesmen and the brands as one.

Among those affected by the change are E. E. Steeves, who for fifteen years represented the Patterson line in New England, with a branch office in Boston; B. W. McIntosh, who for eleven years served the Patterson Company on the Pacific Coast and was there regarded as the dean of their sales force; Mr. Harris, who served about the same length of time and held a similar position in the Chicago territory; J. W. Timberlake, representative in Pennsylvania and New Jersey for about eight years; W. H. O'Keefe, who covered Tennessee, the Gulf states, and E. R. Patrick, who made his headquarters at Kansas City and traveled Texas, Oklahoma and Kansas. All of these salesmen are regarded as "top-notchers" in their line and are well-known and well-liked in their fields.

About the only one of the old Patterson sales organization to remain is W. W. Moss, the New York City repre-

Continued on page 14

Heavy Hail Damage in Pennsylvania

York County Tobacco Farmers Sustain $50,000 Loss on Crops From Severe Storm

NOT since tobacco has been grown in York County have farmers sustained such a great loss to the crop as was experienced on Saturday afternoon, September 7th, when a severe hail storm wrought havoc, causing at the least $50,000 worth of damage. A prominent tobacco buyer estimates that a loss of fully $30,000 will be sustained by the farmers in Druck Valley and Smyser's Valley.

This locality is the best tobacco section in the county, and many of the farmers have made the assertion that they will not trouble to harvest the crop, as it is not worth the while. The hail was so large and fell in such quantities that the leaves were stripped clean, only the bare stems standing up to show where the plant had been.

In many respects the storm showed peculiarities, for while one field was practically cut to pieces, probably a short distance away another field was barely touched by hail.

HOW TO HELP THE DEALER HELP HIMSELF

Much Wasted Money and Energy of the Cigar and Cigarette Manufacturer—Improved Methods of Store Keeping and Accounting the Real Need

By James M. Fordyce

FROM all sides nowadays one hears the cry of the cigar manufacturer, "How long will this continue? How much must I do before the retailer and jobber are satisfied?"

Looking at it from a purely disinterested standpoint one is impressed with the enormous outlay now appropriated by cigar and tobacco manufacturers upon introducing any new goods or on exploiting old brands. Is this not being overdone? Will it not go on until a number cannot stand the pace and must drop out?

Take a cigar manufacturer for instance. He introduces a new brand. First there is a heavy outlay for labels, bands and the other preliminaries. Then if he wants to get his goods well distributed among the really worth-while retailers and jobbers he does some extensive advertising, both in the trade papers and the dailies. To reach the consumer he must again reach into his pocket and put out more money for bill posters, expensive signs, perhaps also some electric sign advertising. He puts it up to the wholesaler, induces him to take on his goods, promises to scatter signs around the town and sends a missionary to assist the jobber to popularize the cigars or cigarettes or tobacco. He next tackles the retailer. We will not go into any detailed description of the various methods now in vogue to induce this important link in the chain to do his part, but it is sufficient to say that in their endeavors to reach him many manufacturers are going the limit, particularly in the gratis deals, which are ridiculous not to say suicidal in many cases.

So between the money needed for advertising, for bill posters, expensive signs, premiums, high salaried missionaries, and the thousand and one other incidentals necessary to the successful introduction of new brands, the manufacturer is in many cases hard put to figure it out just where he is going to get off. It is doubtful whether the manufacturer is earning a fair dividend on his capital—or whether he is only in business nowadays for the fun of it.

A certain retailer in a Western town was persuaded by a big manufacturer, a national advertiser, to stock up heavily on his cigars. This dealer carried a fairly good line at the time, but was prevailed upon to sell the goods because of the window cards and displays, and upon the promise of a campaign in the newspapers of the city to help push the cigars. On the strength of these inducements the dealer stocked up heavily on long time credit.

The advertising was good, up-to-date methods were used, methods which had been in practice in other places and had made good, and everything went lovely for a time. But before the bills came due, the dealer found himself financially embarrassed. Being unable to get further credit or to borrow from his bank, he went broke.

Now here was a case of a manufacturer doing everything within reason to assist the retailer in distributing his products—and much perhaps which was beyond reason. He had co-operated with him in every way possible and had gone to a heavy expense. In spite of this the dealer had failed to make good and the manufacturer had come out a heavy loser.

It wasn't window displays, free advertising, nor demonstrations, however, which this dealer needed most. What he needed was better methods of knowing the condition of his business. He needed to be educated into being a merchant who knew just how he stood in his business each day, how to sell goods, how to exploit them—not the man who is merely a distributor of other men's products.

Another retailer, who was doing a fair business, but was far from satisfied with his progress, got to thinking about his business and of the reason for his poor progress in comparison with a number of his strongest competitors. He didn't try to attribute it to conditions of the trade, nor to luck, as so many merchants do at times. He knew there was something radically wrong.

He got as far as finding out that he knew little or nothing about his store—or just how he stood.

This retailer handled the goods of a large national advertiser. He knew that this firm was up-to-date or they would never have attained the position they then held in the business world. After sounding a salesman of this house he got in touch with the head of the establishment which resulted in the manufacturer sending him one of his expert accountants, who assisted the dealer in every way possible and installed an entirely new system. They got the system into operation at last, and the dealer had accounts that did account.

Dealers are not incompetent as a class. On the contrary most of them are shrewd, sensible, able fellows. The trouble is that they don't know how to apply their efforts. They waste their energy. They work in a circle and never get anywhere—except in a rut.

If the manufacturers and wholesalers would give the dealer a real business service, they would get more co-operation from him. He would push their goods with all his might and he would be in a better position to push them. Dealers do not need tailor-made window displays, premium inducements and all the various methods practiced so much nowadays as they need co-operation in pushing the goods. In other words they need to be educated into doing the thousand and one things which the manufacturer thinks it incumbent upon himself to carry through.

Why don't the manufacturers' association either as a national organization or as state or district organizations maintain some sort of service department to educate the dealer into helping to find himself—to educate him to a point where he is not only a small link in the chain, but where he is a strong link and can do his part.

Will not a system of educating the retailer to find himself do a great deal toward solving the great problem now before the cigar manufacturer? Will not this do away with the immense amount of money now expended on signs, missionaries, window display material, premium inducements and the score or more other methods the manufacturer is now using to get rid of his loose change?

What do you think about it, Mr. Manufacturer?

Over 17 Per Cent. Increase in Tobacco Acreage

THE Agricultural Department at Washington reports the United States tobacco crop on September 1, as being 99.4 per cent of the average condition of the same date of recent years.

The acreage of tobacco this year, according to the latest figures, is 1,104,200, representing an increase of 17.9 per cent. over 1911 acreage. The estimated yield this year will be 817.1 pounds per acre, compared with 893.7 in 1911 and 828 pounds per acre in 1906. The total production of tobacco this year has been estimated at 976,000,000 pounds, compared with 905,000,000 pounds in 1911.

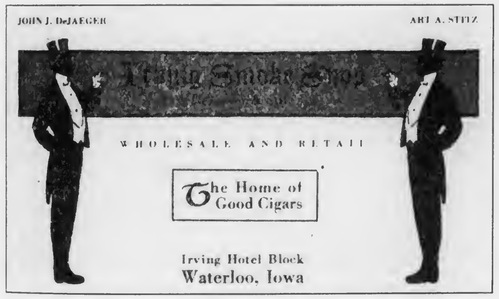
PROBLEMS of the RETAILER

Use Distinctive Stationery

APROPOS an article which recently appeared in these columns calling attention to the poor business stationery now in use by many cigar firms, we wish to again emphasize this phase of business. Much of the correspondence now reaching this office is poor in every sense of the term—poor paper, inferior printing, badly written and, we regret to say, in most instances makes a bad impression indeed.

No one realizes it more keenly than a hustling newspaper scribe how valuable time is to many an overworked tobacco man, whether he be retailer, jobber, leaf dealer or manufacturer. But that does not excuse him from putting it up to the printer, and telling him that he wishes something good—stationery which is head and shoulders above the ordinary run in universal use.

As an example of a letter head, which is original and one which we take pleasure in reproducing, we illustrate one recently received in "The Tobacco World" office. This is printed in two colors, a dark brown and dark red on India tint (pale yellow) paper, and is a good instance of up-to-date typographical work. The cut is centered at the top of the sheet.



An Attractive Cut for a Letterhead

The next time you need more stationery, and feel that you can use another style for it, call in the printer, ask him what he can do, put it up to him, and if he is not a "dead one," but one who is alive to the interests of his patrons, your new stationery will be an improvement over old, no matter how good that may have been at one time.

The fellows that pull together get the best results. No good comes from pigheadedness. Get on the right side. That side is easily decided. It's the side that shows the store's interest. All arguments should be settled on that basis. The bigger and broader and better natured the man, the quicker he is to see that point. There is a certain grocery store in Asbury Park, where the pull-together spirit is beautifully and profitably exemplified. The fellows act like brothers. There's no quarreling; no jealousy. Same conditions may exist in your store.

Suppose you paste this paragraph on a piece of cardboard and tack it up somewhere in the rear—away from the general public eye.

Neglecting Small Bills

THAT many persons neglect the prompt payment of small bills is true, but few realize the suffering that is caused thereby. This is especially the case at the vacation and holiday seasons. As the summer approaches, people make ready to go away for trips of various duration, and often either forget to pay small accounts or else neglect them intentionally, thinking that the money may be needed for their own expenses while away; and, after all, the amount is too small to inconvenience their creditors, so they say to themselves. It is surprising that many are saddened by those who selfishly defraud others in so thoughtless a way. It may seem hard to use the word, but it fits the case well; for those who are generous before they are just use other people's money which they have no right to do. Those who use their position to neglect small bills are entitled to be termed tyrants, for they would not delay the payment of bills to larger creditors—they would thereby risk suits to enforce payment; but the minor creditors, who are afraid to lose custom, must be humble and wait the convenience of patrons for payment. These people who procrastinate in meeting their financial obligations are not really bad at heart; they are thoughtless, and something should be done to cause a moment of thought and give them a correct idea of their duty.

Window Bulletin Suggestions

GRID-IRON HEROES

will soon have their day; but the ———— cigar is in the public eye every day—AND IT STAYS THERE.

TYPIFIES PERFECTION IN QUALITY.

Our ———— cigar is becoming better each day, if that is possible. Our customers appreciate that. It's the ACME OF GOODNESS in a two-for-a-quarter smoke.

FOR "HIS" AFTER DINNER SMOKE.

When buying cigars for him, do not fail to get the best. We handle the best. Our ———— cigar has held customers for years.

ASK THE MAN WHO SMOKES THEM.

Grievances to Be Aired At Baltimore Convention

Delegates to Cigar Makers' Union to Discuss Working Problems—Three Weeks' Session Likely

(Special Despatch to The Tobacco World.)

BALTIMORE, MD., September 14.

DELEGATES to the first convention in sixteen years of the Cigarmakers' International Union, are arriving in this city from all parts of the country. The convention will begin in Maennerchor Hall, Monday, September 16, and it is likely that the sessions will last for three weeks.

George W. Perkins, international president, is on the ground, and when interviewed by "The Tobacco World," stated that he expected the convention to develop a very lively discussion of some important trade matters, and he also looked for a good representation of delegates from all sections of the country.

"I anticipate," he said, "that this will be one of the most interesting conventions we have ever held."

From other sources, it was learned that a number of delegates are coming prepared to force some of their grievances before the convention and, unless cooler heads prevail, some radical and menacing action affecting the cigar manufacturers is likely to be taken.

President Perkins is just about finishing his report, which he will submit at the opening of the convention.

Large Increase in Country's Output

All Lines of Trade Better, Except Little Cigars Which Show a Decrease

The output of cigars, cigarettes, tobacco and snuff of the country for the month of July, as given out by the Internal Revenue Department at Washington, shows a remarkable increase in the production of cigarettes and cigars both over June of this year and over July of last year.

The figures follow:

	July, 1911.	July, 1912.	Increase.
Cigars	584,100,230	634,131,303	50,031,133
Little Cigars	103,574,200	93,411,653	*10,162,547
Cigarettes	816,492,896	1,268,318,752	451,825,856
Cigarettes, at $3.60	1,291,600	1,482,616	191,016
Snuff, Pounds	2,545,358	2,709,310	163,952
Tobacco, Pounds	30,304,625	33,270,403	2,965,778

* Decrease.

'Frisco Retailers Launch New Association

SAN FRANCISCO, September 9.

At a meeting of a number of prominent retailers, held in Eagles Hall, a new organization was launched under the name of the San Francisco Retail Cigar Dealers' Association. The following officers were elected: Dan P. Carter, president; Robert Donahue, vice-president; A. A. Knox, second vice-president; Fred. N. Prince, secretary and treasurer, and James Byrne, financial secretary.

The work of increasing the membership will be started at once under the direction of President Carter.

Fire in Winston-Salem Factory District

Fire in the factory district of Winston-Salem several weeks ago for a time seriously threatened that section of the city. The loss was estimated at $100,000 largely covered by insurance. The principal damage was sustained by the Ogburn-Hill Company, The Gorrell Tobacco Company and the J. G. Flint Tobacco Company, all tobacco manufacturers or leaf tobacco dealers.

Thaddeus Graves, New England Grower, Dead

One of Best Known Tobacco Men Down East, Succumbs At Age of 77

THADDEUS GRAVES, former president of the New England Tobacco Growers' Association, and one of the best known tobacco growers in New England, died at his home in Hatfield, Mass., September 11th, at the age of 77.

For nearly half a century Mr. Graves has been engaged in tobacco farming having relinquished his law practice in New York because of his health. He began the culture of tobacco at an early age and soon became one of New England's prominent and most successful growers. He served six terms as president of the New England Association. In 1892, the banner year in the history of the New England tobacco growing, Mr. Graves was accredited with raising the most profitable crop in the Connecticut valley.

He was regarded as an expert in tobacco growing and also in tobacco matters and has always been a staunch advocate of high tariff on wrapper tobacco. Frequently he was called for expert testimony by the government.

Liggett & Myers to Open Factory in New York

LIGGETT & MYERS TOBACCO COMPANY have just leased a six story and basement building, Seventh Avenue and Sixteenth Street, New York City, which they will convert into a cigarette manufacturing plant. The main office of this company is located in St. Louis, and it has other branch factories in Richmond, Va., Durham, N. C., New Orleans, La., and San Francisco, Cal.

The rapid growth in the brand of "Fatima," "Piedmont," "Clix" and other brands of cigarettes manufactured by this company, has necessitated the quick enlargement of their facilities. It is understood that the company proposes to establish a distributing depot at their new New York factory, where, in addition to cigarettes, they will carry a big stock of plug and smoking tobacco for the convenience of patrons in the Metropolitan territory.

A large tobacco barn owned by Charles Austin, of Springfield, Mass., was destroyed about ten days ago in that town. The loss was placed at $3500. The shed contained a quantity of fine quality tobacco.

The Nelson Cigar Company, of Denver, which recently sustained a heavy loss in the floods in that city, is now located at Nineteenth and Welton Streets. They are now campaigning on their well known "Mile High" cigars, for which brand they predict a bright future.

Patterson Company Drops Salesmen

Continued from page 11

sentative, who will have charge of a special campaign on "Lucky Strike" roll-cut tobacco. It will be remembered that Captain John Landstreet retired as sales manager of the Patterson Company several months ago to engage in the spring water business in Virginia.

These men constitute what is regarded as the finest tobacco sales organization in the United States. Most of the men are of the highest type and experience.

While no official statement has been issued by the Patterson Company explaining this move, it is said to indicate that the company intends inaugurating a new sales policy, which finds its basis in publicity rather than in personality, and calls for utilizing signs, window work and newspapers and a few men of the canvasser type, rather than the experienced salesman, the day for whom seems to be rapidly passing.

ON THE ROAD

One of New York's Best

One of the best known salesmen around New York, and one who has served his time in that calling from A to Z, is William Catlin, a representative of the old established firm of T. J. Dunn & Co.

WM. CATLIN

Mr. Catlin has been a member of the traveling fraternity for more than twenty-four years, and can give many other men in his line of work pointers on the art of salesmanship. He has been with T. J. Dunn & Co. for the past seven years and has earned a reputation for square dealing, aggressive and up-to-date methods of business, and, for the crowning climax of every good salesman, a reputation as an order getter. He covers New York, Pennsylvania and New Jersey for his firm and takes occasional trips further South.

While Mr. Catlin is proud of his record in business life, he is equally proud of his wife and two children who live with him at their cosy home in Flatbush.

We extend our greetings to one of the best and trust he will remain so for many years.

William Frisch, who has been connected with A. Santaella & Co. for some time, is now representing Gans Brothers, of New York, and will work on their "William the Fourth" and "Gansbro" cigars. Mr. Frisch has a host of friends in New York, who wish him success in his new venture.

Gordon Bailey, of the John Surbrug Company, is now working in Detroit, Mich., pushing "Milo" cigarettes. He has had a number of attractive window displays around town and says he will not be satisfied until every worthwhile stand in that city is carrying "Milos."

Steve Herz, the popular representative in New England of Bustillo Bros. & Diez, has been covering that region with great success lately. Mr. Herz expects soon to take a short time off from his strenuous duties to become a benedict.

A. A. Ruen, of the Patterson Tobacco Company, of Richmond, Va., is working on "Tuxedo" tobacco in Detroit with splendid results. He has paid special attention to a number of window displays around that town in this brand.

Frank Maisonville, formerly connected with Spaulding & Merrick, of Chicago, is now assisting Harry W. Watson & Co., of Detroit, in the capacity of salesman.

Tex Hamilton, a representative of the P. Lorillard Company in Detroit, has been transferred to Philadelphia, which will be his headquarters hereafter.

Edward Lichtig, Detroit representative for the Philip Morris cigarette, is again back at his desk in that city after a three weeks' trip to Indianapolis. He expects to leave for Cincinnati in a few days.

TAMPA TIPS

Rain Interferes With Business, Being Heaviest Downpour in Twenty Years—News From the Different Factories

TAMPA, September 11.

IT has been raining steadily here for four days, with the biggest continuous downpour in twenty years. The suburbs are flooded, and the damage to date has been placed at $300,000. The rain will probably do more damage before it abates, but at this writing there has been none sustained by the cigar-manufacturing firms. Unless it soon stops the stocks will be too damp to work.

Everyone, as usual, took a day off on Labor Day. The cigar factories were not running with their full complement of hands, a number of them closing up altogether. The parade of workers was a fairly large one, the cigarmakers as usual taking a leading part. There were about 4,000 men in line.

The manufacturers are all busy as far as can be seen. If there are any exceptions, we have not noticed them. The volume of business is increasing every day and there is no doubt that the fall season will be a good one. One thing which is troubling the factories is the scarcity of hands. There are cigarmakers to be had, or as one factory man put it, "alleged cigarmakers," but expert workers are a rarity. A number of factories are trying to secure men from Cuba, but have not had any great success.

V. Guerra, Diaz & Co., are busy at present filling orders for all sizes, although the finer sizes have more call now than usual.

Calls to the larger factories show them all busy. The Berriman plant is one of the busiest, and so is the Sanchez & Haya establishment.

Sanchez & Haya report having secured an unusually fine assortment of tobacco for their goods, the best in years, and are well pleased with the shipments already received. Simon Gonzalez, of the firm, has been in Tampa, and is soon leaving for Spain, where he will visit his friends and relatives.

Things at the "Charles the Great" factory are moving along in great shape. Don Salvador Rodriguez is supervising operations, which should insure everything going along right. There is no occasion for commenting upon the hustle around this establishment, for one finds it almost always the same. The people who smoke the "Charles the Great" are the kind who smoke it the same the year around, so the trade never changes to any extent.

B. J. Mays, the office manager of Cuesta, Rey & Co., has gone for a two weeks' vacation. He has gone to Florida.

Odet Grillon, the veteran customs house storekeeper, has resigned after a service of nineteen years. Mr. Grillon has received a letter from Collector M. B. MacFarlane, speaking highly of his services and expressing regret at his resignation.

Frank H. Scoby, a district sales manager in New England for the Melachrino Company, has succeeded Mr. Fishack, who was transferred to southern territory. Mr. Scoby will have charge of Massachusetts and most of New England.

H. Upmann, of the well known clear Havana cigar house, was a recent visitor in the Pacific Coast cities with his general representative, Charles Landau. Mr. Upmann expects to make an extensive tour through western Canada before his return to the Havana factory.

Joe Landfeld, the popular representative of Theobald & Oppenheimer Co., of Philadelphia, is working an active campaign in Chicago on the "William Penn" cigar.

First Fall Inscription Not Very Lively

At the first fall inscription held at Amsterdam on September 13th the American buyers took about 600 bales. The tobacco did not appear to attract them and as a result they bought lightly.

Among the American firms purchasing leaf were: H. Duys & Co., 300 bales; Otto Eisenlohr & Brothers, 100 bales; L. Schmid & Co., 200 bales.

I HAVE heard of cigars that "soothed the nerves and knit up the ravelled sleeve of care," but the "Atwar" cigar does this and more. It collects bills.

The "Atwar" is made by Luckett, Luchs & Lipscomb, of Philadelphia, and is distributed exclusively by Terry & Duncan. It is a fine piece of goods, but I did not know its true merit 'till I learned of the following incident:

It appears that an insurance man, a personal friend of Mr. Luckett, bought his first "Atwar" the other day, and with two in his pocket he called to collect a delinquent account from a fellow insurance man. The bill was $83.76, and the debtor disavowed the bill, saying that he did not owe it and did not intend to pay it. "Very well," said the insurance collector, "I'll sue you for it, but before I bring suit I want you to think the matter over carefully and give me your final answer." As he departed, he pulled out an "Atwar" cigar, saying, "Here is a new cigar which I just bought today. It is called the 'At War.' Smoke this and think over what a law suit means and then let me know whether you want war or peace. I'm going to get the money."

So saying the insurance collector departed leaving the debtor smoking his "Atwar" cigar.

A few hours later the collector happened to pass the door of the man who owed the money and was greeted with "Hello! Come in here a minute; I have been smoking that cigar you gave me and thinking over whether I want to fight you or not, and I have concluded that any one who would give me such a good cigar ought to be treated right. Just wait a moment and I'll write you that check."

Needless to say the insurance collector is now a steady smoker of "Atwars."

* * *

He wondered miserably why such a fate should have lain in wait for him. He felt that it was out of proportion; that he did not deserve it; that it was more than a just retribution for any wrongdoing of his own.

The longer he thought of it the greater grew his wretchedness. And it was so commonplace, almost fatuous! He felt so futile. With all the culture of centuries of civilization, he was more helpless than the veriest savage. His aeonsdead barbaric ancestors could have confronted—had confronted—some such problem and solved it with primeval ingenuity. His civilization bound him hand and foot. He was helpless in the face of an archaic triumph.

At this thought the self-control gave way. "X—X?—X 7#?—" he shrieked to the listening forest. "The dumbest aborigine can start a conflagration, even if he has forgotten his match box, **but I can't light my cigar!**"

I noticed an interesting account in a newspaper recently, of conditions during the Civil War in Louisville, Ky., written by a private soldier. Among other matters he spoke of the scarcity of tobacco. He said:

"Most of the recruits had lots of money, while we old vets had only our $13 per month to get along on, and we did not lay awake nights because of a guilty conscience whenever an opportunity arose for us to get the better of these bounty jumpers.

"I invested $10 of my share of this money in 'Navy' tobacco, which I took down to Corwin later, to Company B, and gave it to the boys. They were then paying $2.50 per pound for this tobacco at the sutlers. I gave my tent mate, Twain Marcella, of Ansonia, a one-pound plug and he was the happiest man in the regiment, as he had not had a bite of tobacco for over two weeks. I did not at the time use tobacco, but those who did appeared to feel very lonesome when they were deprived of it, and would spend their last cent for a taste of it. The sutlers took advantage of this and charged the boys about three times what it was worth, but it is only fair to say that the boys generally got even, as to cheat a sutler was not looked upon as being a very heinous crime."

* * *

"I'll soon be able to show you some of those lemon pipes," said a tobacconist the other day, to a regular patron of the place. "More properly, they are lemon-skin pipes. They are a fad in London now, and I've sent for some. They are made of the rind of a lemon, carefully dried, in the proper shape and lined with fine clay.

"The best of them, indeed, have meerschaum linings, the rind being coaxed around it before it has dried out. They say these pipes are sweeter than any other, and that those who have smoked them once will use no other. In London such a pipe is called a 'lembash.'"

* * *

Wife—"So you really imagine smoking is beneficial to you."

Husband—"Imagine? I know it is. Your mother leaves the room every time I light my pipe."

* * *

I saw two cigar men dining the other day who asked for a certain two for a quarter brand. Instead, the waiter handed them the three for a quarter size, expecting to drop the odd cigar in his jeans. Nothin' doin'. The mistake was rectified and the tray pusher hung around looking for a tip. One of the cigar salesmen, noticing the waiter's apparent anxiety, told him to go on the river and get tipped by a motor boat. Not bad. This is a practice that is worked daily, and more smokers should demand what they order and pay for.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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One of the notable features of the statistics of the tobacco industry for the fiscal year ending June 30, 1912, has been the increase in the quantity of manufactured tobacco. At first glance, the increase of more than 2,000,000,000 in cigarettes looks to be of overshadowing importance, and as a matter of fact it is, but the gain in smoking tobacco in that period should not be overlooked because of its significance.

The Gain in Smoking Tobacco Consumption

The figures for 1912 show the production of 392,785,146 pounds, as against 380,794,673 pounds in 1911—a clean gain of 12,990,473 pounds—which is three times as many pounds of tobacco as there was a gain in the number of individual cigars.

The gain in manufactured tobacco is primarily in smoking tobacco and not in plug nor chewing. This is due in a large measure to the educational advertising that has been used during the past year, and by some of the leading tobacco manufacturers. This publicity campaign has stimulated the demand for smoking tobacco, especially in the popular-priced packages and has converted many smokers, heretofore exclusive users of cigars or cigarettes, to the virtues of pipe smoking, and the rolling of their own cigarettes.

Besides the educational advertising, there have been other contributing causes which have led many to use the pipe this year, notably the business depression in many sections of the country and a lack of the wherewithal to buy the usual package of cigarettes or box of cigars. This, no doubt, has been one of the big factors in the situation, but by no means been the predominant one.

The increased use of smoking tobacco has also had a very noticeable effect in the increase of the manufacture and sale of pipes. While we have no figures at hand to indicate the growth of the pipe industry, we are certain that it has kept pace with the growth in the use of smoking tobaccos.

The deduction that the retailer should draw from this increase is that he should devote more time and attention than ever before to his smoking-tobacco department, since in that end lies a great opportunity for the development of his business.

When the Census Department sent out its first lot of forms to gather statistics on stemmed and unstemmed tobacco, as provided by the Cantrill law, many cigar manufacturers and leaf dealers were taken by surprise. In fact, many of them were entirely ignorant that such a law had been passed, and this in spite of the fact that "The Tobacco World" and other leading trade papers had printed the bill and all the news relating to it while it was pending in Congress.

Some Light on the New Tobacco Law

The circulars had scarcely reached the trade when this office was called upon by dealers and manufacturers, asking for information and assistance in making out their reports to the Government. The Editor of "The Tobacco World" immediately wrote to Director of the Census Durand and explained the dilemma of the manufacturers and dealers and asked for light on certain questions. Mr. Durand's reply is printed in full elsewhere in this issue. It will, no doubt, clear up many hazy points.

As to the merits of the law itself, it is too early to pass judgment, but we believe that many loop holes will be discovered, which it will be necessary to stop up with amendments. Besides, the manufacturers and leaf dealers, who are jealous of the innermost secrets of their business, will be anxious lest their reports of tobacco on hand, may be used to their disadvantage.

Certain it is, that the Government intends to enforce the new law, dating the first reports from October 1, and manufacturers and dealers had better take immediate steps to comply with the new provisions and fight out the objectionable features later.

The decision of a chain-store drug company, with headquarters in New York, to cut loose from its alliance with a company operating a chain of cigar stands, and to hereafter buy and sell brands which the public demand is significant.

Open Door Policy in Drug Store Stands

The scheme to control the cigar business in certain drug stores has been an experiment that has been looked upon with much apprehension by independent manufacturers in cigars, cigarettes and tobaccos. These stands have been selling almost exclusively cigars manufactured under the private brand of the chain company and while business has grown from time to time, it was found impossible to confine the stock entirely to brands of this factory.

No favorites, by reason of corporate affiliations are to be played in the future, but the goods are to be sold entirely on their merits, and only those lines for which there is a demand will be handled. This is one of the first evidences throwing open a wider market for the cigar manufacturers and as such is full of hope and promise.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York

Greater New York Output Shows Increase

More Large Cigars and Cigarettes Manufactured in August Than During Same Month Last Year

THE output of the three districts of Greater New York, as compiled from the revenue statistics during the past month and compared with the same month last year, is as follows:

	August 1911.	August 1912.
Cigars	66,918,270	70,982,670
Little cigars	11,019,400	6,959,000
Cigarettes	559,703,170	624,022,120
Cigarettes at $3.60	998,550	1,076,802
Mfd. tobacco, lbs.	647,144	476,537
FIRST DISTRICT.		
Cigars		11,518,480
Little cigars		5,217,000
Cigarettes		242,511,800
Snuff, lbs.		220
Mfd. tobacco, lbs.		51,013
Cigarettes at $3.60		700
SECOND DISTRICT.		
Cigars		13,268,500
Little cigars		1,171,200
Cigarettes		176,885,520
Cigarettes at $3.60		285,602
Snuff, lbs.		1,449
Mfd. tobacco, lbs.		400,982
THIRD DISTRICT.		
Cigars		46,195,690
Little cigars		571,000
Cigarettes		204,624,800
Cigarettes at $3.60		790,500
Snuff, lbs.		4,243
Mfd. tobacco, lbs.		18,630

W. W. St. John Secures New Location

W. W. St. John, the prominent retailer who was compelled to remove from his stand at Madison Avenue and 22nd Street, when it was leased by the United Cigar Stores Company at a larger rental, has leased the store at 26 East 42nd Street, where he will move about October first. The new store has a floor space of 14 by 22 feet.

Mr. S. Hamberger, of Hamberger Bros. & Co., the Havana tobacco importing house, sailed for Havana on Saturday, August 31st, where he will look over the market with a view of buying leaf for his house.

Salesmen's Association to Use New Scheme

THE Independent Tobacco Salesmen's Association met in the Hotel Marie Antoinette on Friday, September 6th, and decided upon an entire change of policy in their dealings with their employers. The plan, which has not as yet been adopted, will consist of the appointment of a committee or board which will assist salesmen to get in touch with manufacturers who desire their services, and the board will also help the manufacturer to get the particulars regarding any salesman who wishes to connect himself with the firm.

This scheme should assist both the salesman and the employer, and judging by the reception it received, will be adopted at the next meeting. The association is also considering the advisability of holding two meetings a month, instead of one, as heretofore. The plan is to transact business at each alternate meeting and to have a general good time at the other.

The following officers were nominated for the ensuing year: Oscar Veit, for president; William Frisch, for secretary; Sig. Weil, treasurer; Jesse Powell, vice-president. The Board of Directors also includes Joseph Dublon, Albert Scholz, Sydney Powell, C. E. Bernd and W. H. Norden. The election will take place in October.

Riker-Hegeman Stores Discontinue Brands

Considerable surprise was manifested recently when it was learned that the Riker-Hegeman Drug Stores Company had withdrawn its patronage from the National Cigar Stands Company. This withdrawal has not been the result of a hasty determination, but has come after a thorough weighing pro and con of the advantages to be gained by so doing. The Riker-Hegeman Company has decided that by breaking away from the National Cigar Stores Company that it will have a wider scope for its business than ever before, thereby enabling them to operate on broader and more extensive plans.

A look at cigar cases and show windows will give one an idea of what the company intends doing in the future. House brands consisting of clear Havanas and domestic goods, made at the Jaynes factory in Boston, will be featured as well as a number of other high-class clear Havana brands including "Jose Vila," "Optimo," "Kings Club" and others.

J. Wald has taken over the cigar and stationery store at 2861 Eighth Avenue which was formerly owned by Morris Cohen.

New York City Items

Dave Eschmendia, of the Cardenas Co., left on Saturday, 7th inst., for Newport News, Virginia. He will be gone for about two weeks, and will make a number of stops on the way back, at trade centers on behalf of the "Castenada" cigars.

R. Peck, who already has a stand at Seventh Avenue and 117th Street, recently opened another at 3570 Broadway, where he is carrying a complete line of smokers' requisites.

L. H. Fisher, formerly of Fisher y Glecia, manufacturers of cigars at 122 Livingston Street, is now located at 367 Fulton Street, where he carries on a business in equipment for cigar stores, under the name of the Fisher Equipment Company. Mr. Glecia is conducting the business of the Danton Cigar Company, at 122 Livingston Street, Brooklyn.

Albert Terbuin, a cigar dealer of Brooklyn, has purchased the cigar stand in the Silversmith Building, 17 Maiden Lane, New York, which has been operated by William P. Dodd. Mr. Dodd expects to shortly travel for one of the big cigar manufacturers.

The schedule in bankruptcy of John J. O'Connor, the former cigar manufacturer at 202 E. 27th Street, New York, was filed in the United States Circuit Court, on September 9th. It shows liabilities, $33,137, of which $26,000 secure, and assets of $10,203. Assets comprise $1,000 in stock, $1,700 in machinery and book accounts of $5,000.

A cigar war is now on in Waterbury, Conn. As a result of the reductions smokers are now able to get three ten-cent cigars for twenty cents, and at some stores four ten-centers for a quarter. Some of the stores in the war are the United, Rikers, Apothecaries Hall and the Brown drug stores. Much window space is being devoted to advertising the cut throat bargains.

E. M. Loeffler, manager of the La Rosa Cigar Factory Manufacturing Company, 445 Broome Street, made a brief trip to Chicago last week, looking to the introduction of "La Rosa" Manila cigars.

The Interstate Tobacco Company, 1397-1399 Avenue A, have increased their capital stock from $1,000 to $50,000. They are doing a large business at present and call the attention of the trade to the fact that they are always in the market for cuttings, scraps, siftings and dust, for which they pay promptly.

P. A. Becker, 132 Cumberland Street, manufacturer of Humidors and other patented cigar appliances, reports a very thriving business.

F. Francisco and Mr. Duttleson, representatives of the United Cigar Manufacturers' Company, were recent visitors on the Denver trade, looking up their many distributors. Mr. Francisco, who has a wide acquaintance throughout Colorado, has turned over this territory to Mr. Duttleson, and will hereafter have charge only of the region east of Chicago.

Joseph A. Cervieri, a confectioner and cigar dealer of Suffern, New York, has filed a petition in bankruptcy. His liabilities are placed at $10,000, with assets of $5,500.

Arthur Bettner, 17 South Avenue, Rochester, N. Y., has disposed of his cigar store to Arthur Thompson.

B. Blumenthal has opened a new and up-to-date cigar store at 1757 Southern Boulevard.

Albert Zieling, who is conducting several cigar stores in New York City, has opened another at 589 Ninth Avenue. This is a first class location, and Mr. Zieling states that it will be one of the best stores in that locality, both in appointments and in stock. His headquarters are now at his stand in the S. K. James Drug Store, Forty-sixth Street and Broadway.

"La Rosa," a Leading Manila Smoke

EVERY one who is at all in touch with the trade will remember the unfavorable reception the Manila cigar first met in this country as compared with the domestic and Cuban goods. Taking this question up thoroughly and noting the reasons for this condition of affairs, the La Rosa Cigar and Cigarette Factory of Manila discovered that the dissatisfaction on the part of the American smokers was due to the fact that too little attention was paid to the proper curing of the tobacco, almost none to the blending nor to proper workmanship.

This firm is said to be the only factory in Manila under American management. In 1910 a reorganization of the concern took place and their goods are now among the best coming out of the Philippines. They manufacture three grades of cigars, which retail at five cents, ten cents and two for a quarter. The New York office of the firm is at 445 Broome Street.

Salvation Match Sales Company Incorporates

A charter of incorporation has been issued to the Salvation Match Sales Co., with headquarters at Passaic, New Jersey, who intend to manufacture matches and match selling devices.

The new concern has a capitalization of $100,000 and the incorporators are A. S. Corbin, Edward S. Sackett and Robert B. Kent.

Committee to Probe Tobacco Customs

A special committee appointed by Secretary of the Treasury MacVeagh, to investigate and improve the methods of appraising imported tobacco, will shortly make a tour of the United States starting at the Pacific Coast and returning through the South, covering such important points as Tampa, Key West and New Orleans. Mr. Halstead, Chief of the Customs Divisions, recently investigated conditions at Detroit and Chicago and reported them quite satisfactory.

Dates for Fall Inscription

The dates for the fall inscriptions of Sumatra tobacco in Amsterdam are as follows: September 13th and 20th and October 11th and 18th. In Rotterdam, the only inscription announced is for October 5th.

Enormous Increase in Pennsylvania Output

First District Made Over 2,800,000 More Cigars in August Than in Same Month Last Year

THE production of cigars, cigarettes and manufactured tobacco of the First Pennsylvania District for the month of August as compiled from the revenue statistics show a large increase in large cigars and cigarettes. In cigars there was an increase of more than 2,800,000 over the same month last year and an increase of more than 1,700,000 over last July.

The figures are as follows:

	August, 1911.	August, 1912.
Cigars,	63,173,600	65,997,470
Little Cigars,	42,445,000	24,040,000
Cigarettes,	7,916,000	9,644,600
Cigarettes at $3.60,	12,700	12,000
Tob. Mfgd., lbs.,	95,120	93,675

Increase.

Cigars,	2,823,870
Cigarettes,	1,728,600

Decrease.

Little Cigars,	18,405,000
Cigarettes at $3.60,	700
Tobacco,	1445

"Pure Gold" Man Visits Philadelphia

T. R. DAILY, chairman and general manager of the Pure Gold Tobacco Company, of Greeneville, Tenn., which company has succeeded the Merchants' Tobacco Manufacturing Company, and manufacture the one-ounce granulated smoking tobacco "Pure Gold," was in Philadelphia during the past week on business. Mr. Daily states that the sale of "Pure Gold" is increasing at a surprising rate wherever it has been introduced, stating that the merit alone has done this and not missionary work and extensive advertising.

On the Pacific Coast, where "Pure Gold" has obtained a strong foothold, there is scarcely a retail or jobbing house that is not selling this brand. In other sections of the country where the goods have been placed, repeat orders tell the tale of its success.

Mr. Daily has in contemplation an unique sales scheme which he is working out and which he hopes to announce in the near future. It promises to be different from anything ever proposed in the tobacco trade and will be well worth the watching.

Theobald & Oppenheimer Opening Reading Factory

Will be Twelfth Plant For This Concern — To Employ About 200 Hands

THEOBALD & OPPENHEIMER COMPANY has leased from Samuel D. Diebert, of Reading, the factory at the corner of Washington and Thorn Streets, that city, for a term of years. After a number of alterations, the factory will be opened with a force of from 150 to 200 hands. The building is admirably suited for a cigar manufacturing plant. It is three stories in height and should the business warrent it Theobald & Oppenheimer will, before long, lease the adjoining property.

They are now operating eleven factories and the Reading plant will make the twelfth. They have two in Philadelphia, one each in Quakertown, Trumbauersville, Milford Square, Telford, Pottstown, Pennsburg, Shelly, Coatesville and Perkasie. Their business is enormous and is constantly growing. The T. & O. brands are especially strong in the Middle and Far West. It has not yet been definitely decided, but the Reading factory will probably manufacture nickel brands.

Receiver Appointed for C. Shull & Company

Nelson Eberbach, of A. B. Cunningham & Company, has been appointed receiver of C. Schull & Co., 1619 Federal Street. He will attend to looking up the assets and the business will be closed up. A number of the larger wholesale firms in town were involved in the failure of this house, which has been in business for fourteen years. The liabilities of the firm are said to be about $8,000 with assets of $750.

The Gomez Cigar Company, which was located on Drury Street near 13th, until recently, and before that at 1229 Chestnut Street, have secured new quarters at 1220 Filbert Street where they are again showing a window display on cigarmaking.

Benjamin Grabosky, of the G. H. P. Cigar Company, is leaving town for a long trip. He reports fine progress on the G. H. P. brands, especially the "Dakum," which is doing extremely well around town, where there have been a number of attractive window displays.

Ed Marshall, the Pacific Coast representative of Sig. C. Mayer & Company, of this city, is now opening up a campaign in Seattle after a long stay in Los Angeles and San Francisco. He is working on the "Rey Oma."

Quaker City Items

H. E. Seidmann has closed his cigar store at 154 N. Broad Street.

W. D. Duncan will be back in town again by September 16th. Mr. Duncan has been sojourning in Ocean City, where he has been spending his vacation with his family.

The first meeting of the creditors of the bankrupt Marie Garden Cigar Company will be held in the office of the referee, Alfred Driver, on September 17th.

Felix Eckerson has gone on a trip to Havana where he is selecting leaf for his customers.

Jacob Labe, of Benjamin Labe & Sons, who is on a trip through the West, is sending in some exceptionally good orders to the home office.

Brown Brothers, of Arch Street above Second, are now well settled in their new factory at 163 North Third Street, to which they removed a short time ago. The new location is a much more convenient and larger one.

The Juan Portuondo Company are putting out some attractive signs on their "Chico" brand, which has been making a big hit among discriminating smokers everywhere.

E. B. Bowen, of 220 Arch Street, has taken on the "Nestor" cigarette and will shortly push them heavily in this territory.

Harry Boston, representing William Demuth & Co., the New York pipe concern, was in town recently. Another visitor was E. C. Smering, of Pavon Alvarez & Co., also of New York.

A new size of "Atwar" cigars the "Invincible" is being marketed by Terry & Duncan. The "Atwars" are made by Luckett, Luchs & Lipscomb.

Mr. Hilbronner, of Hilbronner & Jacobs is on an extended trip through the South and reports a bright prospect in that territory for his firm. He will travel as far as Texas. He will be back again about October 15th.

Louis Halpern reports gratifying results on his "As You Wan" cigar which he has recently introduced to the trade. Smyser & Scott, at Germantown and Chelten Avenues, Germantown, have taken on this nickel brand and are doing very well.

T. H. Hart & Co., 12th & Walnut Streets, had an attractive display in their Walnut street window on the "Five of Harts" cigar. They have been pushing this popular piece of goods and are more than pleased with results. The majority of the more prominent stands in the central section are featuring this brand at present.

Gumpert Brothers report increasing orders on their brands. They have been using tin cans to pack some of their goods and are well pleased with the reception they have received.

The 44 Cigar Company announce that they are doing the biggest business of their career. The new factory in Allentown will relieve the congestion which has hampered them for some time. They are now working about 115 hands in this plant and expect to increase this number to 250 before very long. Progress on the new addition to the Philadelphia plant is going along satisfactorily and the building will be probably ready for occupancy about November 15th.

The new factory of Theobald & Oppenheimer, in Allentown, Pa., has been put in first class shape and was opened several weeks ago. It is in the Security Building and is under the management of A. R. Brown, who has been connected with the Fleck Cigar Company, of Reading.

Campbell Cigar Company Organized in Akron, Ohio

Mr. John T. Campbell, sales manager of the Luhrman & Wilbern Tobacco Co. for the past ten years, has resigned his position and has incorporated the Campbell Cigar Co. to be located at 34 N. Main Street, Akron, O. This concern will start in business October first and will feature the "El Tello," ten-cent cigar, and the "White Knight," five-cent cigar, made by the Neumann & Mayer Co., of Philadelphia.

Cincinnati Manufacturers Advertise for Cigar Makers

Large Increase in First Ohio District for August—George A. Voige Company Featuring, "Cubalettes," S. R. Moss brand

CINCINNATI, September 11.

MANY of the local cigar manufacturers are advertising in the daily press for cigar rollers and other factory hands, which is a sure indication of accumulating orders.

The Campbell Cigar Company, of Akron, Ohio, was incorporated at Columbus a few days ago by John T. Campbell, Thomas W. Quirk, E. W. Brouse, L. H. Smith and L. J. Oswald. The concern will do a wholesale and retail cigar and tobacco business, and it is understood that a number of former employes of large tobacco corporations will be interested in it.

The internal revenue collections in the First Ohio District for August were the largest thus far this year, amounting to $300,045.94. The cigar production was 18,308,500, being an increase over the corresponding month of 1911 of 271,700, or about two per cent. The smoking and chewing tobacco output was 3,063,956 pounds, a decrease of 165,612 pounds, or five per cent.

The George A. Voige Cigar Company is featuring "Cubalettes" cigars, which are of triangular shape, packed five in a bundle, which retails at twenty-five cents. The brand is manufactured by S. R. Moss & Co., of Lancaster, Pa. Another excellent seller with the Voige Company is the "Sales Agent," which is made of Havana clippings.

Sales in the local burley tobacco market were held on two days only last week, when 736 hogsheads were sold at an average of $9.10 per 100 pounds, as against $8.56 for 768 hogsheads the previous week and $7.12 for 500 hogsheads the corresponding week last year. Trashes, lugs and colory leaf were in good request, while bright red grades, selling at over 10 cents, were firm. Rejections totalled twenty-three per cent. of the offerings.

The cigar leaf market on Saturday disposed of only nineteen cases, all being seed of rather low quality. An average of $4.81 was obtained.

Isaac Keilson, the cigar jobber of 1519 Central Avenue, reports business as being excellent and predicts a busy fall season for the local trade.

Julius Brinkman, city salesman for the Pinkerton Tobacco Company, met with a painful accident last week, when he slipped and broke his knee-cap. He will be confined to his home for at least a month.

W. H. Leonard, local representative of the Climax plug department of the P. Lorillard Company, has just returned from a successful business trip to Dayton and Springfield, Ohio, and reports Climax, Union Leader and the other brands made by his concern to be enjoying a good sale in that section.

HULL.

all that's new with JOBBERS and DISTRIBUTORS

"El Dallo" for Dusel & Goodloe

Philadelphia House Takes on Popular Baltimore-Made Cigar—Will Also Push "Earl Marshall"

DUSEL & GOODLOE, the prominent Philadelphia wholesalers, have taken on the "El Dallo" cigar of Wertheimer Bros., of Baltimore, and will soon open up a wide campaign in that city and vicinity on these popular goods. The first shipment of the cigars arrived in that city last week and with them was also sent a fine assortment of window cards and hangers. The "El Dallo" has taken a strong hold on thinking smokers and is making great headway wherever it has been placed. The wrapper which is put around each cigar, prevents anyone handling the smoke before it reaches the consumer and the fact that it costs no more than bands is strongly dwelt upon by the makers in pushing these goods.

Dusel & Goodloe have also received another cigar from Wertheimer Brothers which is manufactured for them alone. This is styled the "Earl Marshall" and like the "El Dallo" retails at five cents. It is also a wrapped cigar. The makers sent some attractive advertising material with this smoke also, which should greatly assist in putting it before the eyes of the consumer.

Delavina Company Celebrates "44" Anniversary

The Delavina Cigar Company, of Portland, Me., is celebrating their first anniversary on taking on the "44" cigar of the 44 Cigar Company, of Philadelphia, by opening up a campaign in that city on the brand. They claim that the sales of the cigar have been enormous. They are now carrying retail advertisements in the Portland dailies.

The Rothenberg & Schloss Co., of Denver, Colo., is working a strenuous campaign in that city on the "Charles Denby" cigars, for which nickel brand they are the distributors. They have had some very beautiful window displays all over that city on this popular brand.

The Nave-McCord Grocery Company, of Denver, may soon be compelled to change their quarters as this progressive firm has been doing such a large business that they are hard put to take care of their customers in a way satisfactory to themselves.

The Cordove Cigar Company, leading wholesalers of Denver, report a shortage in many of their brands of cigars. Many of their goods are manufactured for them by Seidenberg & Co., who are hard put to supply the demand for the Cordove brands in Denver.

Some fine window displays of the "San Felice" cigar, made by the Deisel-Wemmer Company, of Lima, Ohio, are being shown in Denver. This cigar is being jobbed in that city by the Niles & Moser Cigar Co.

"Henry the Fourth" Brand for Michalitschke Bros.

An announcement of considerable interest is to the effect that Michalitschke Bros. & Co., of San Francico, who have for many years had the distribution in the San Francisco territory of the "Alexander Humboldt" brand, made by Bustillo Bros. & Diaz, and have handled it with great success, have taken the agency for the same company's "Henry the Fourth" cigars, which has so far been known better in the East than on the Coast. The standing already enjoyed by the "Alexander Humboldt" assures a warm welcome for the other brand. The first shipment is expected in about a week. Arthur Meyer, Coast representative of Bustillo Bros. & Diaz, is now in Washington on another tour of his territory.

Shields and Morely Company Changes Title

The Shields and Morely Company, which has been in the wholesale cigar and grocery business in Colorado Springs, Col., for more than twenty years, has changed its title and will hereafter be known as the Shields-Metzler Grocery Company. Frank Metzler is the president.

"La Entrada" Popular Porto Rico Smoke

The retail stores in San Francisco of M. Gunst & Co. have been so successful with their "La Entrada," a Porto Rican cigar, that this firm has decided to commence jobbing these goods. They claim that the "La Entrada" is one of the finest pieces of Porto Rican goods coming out of that island.

George B. Scrambling Company Pushing "Abbey"

The George B. Scrambling Company has just finished a successful campaign on the United Cigar Manufacturers' "Abbey" ten-cent cigar. J. M. Bauer, representative of the latter company, spent several weeks with the Scrambling Company in Cleveland assisting in the placing of the brand.

Campaigning On the "Reynaldo" in Louisville

The Robinson-Pettet Co., Louisville, Ky., have just taken on the "Reynaldo" cigar, made by Luckett, Luchs & Lipscomb, of Philadelphia. Mr. Luchs, of the firm, recently visited Louisville where he succeeded in placing the "Reynaldo" in some of the best stands of the city.

The Rey Moore Co., of Altoona, have taken on the "Coiner" brand, made by the Baum-Jaffe Company, of Philadelphia.

The William Hoelscher Cigar Company, of St. Louis, report a fast growing business. This jobbing house is now handling the "San Telmo Record," "Pastora," Lipschutz's "44," "Havana Ribbon," and "William Penn" cigars with splendid results.

Only Exclusive Jobber of Manila Cigars in Country

Wooley & Company of Seattle, Founded in 1910, Who do Large Business on Philippine Products, a Coming Concern

OUT on the Pacific Coast is to be found one of the youngest wholesale houses in the country and one which also has the distinction of being the only concern of its kind in the country to do an exclusive Manila cigar and cigarette business. It jobs and retails the Philippine goods only.

This house, Woolley and Company, of Seattle, Washington, went into business on July 1, 1910, and was incorporated a year later. From a very small beginning they have grown until Woolley and Company are now handling the products of six Manila factories. These brands are "La Insular", "Flor de Mananga", "La Maravilla", "La Prueba", "El Tamarinda" and "Los Angeles." They control their distribution in the states of Washington, Montana, Idaho and of Alaska. In connection with the Murray Commercial Company they control the "Los Angeles" brand in the entire United States. Five salesmen are employed at present by this hustling house.

H. S. Woolley, manager of Woolley and Company, has great faith in his goods and predicts a bright future for the Manila cigar. He broke into the cigar game at a time when the Philippine smoke had received a black eye everywhere, but Mr. Woolley felt sure that the setback was only temporary and the fast strides made with these goods within the past year has borne out his predictions.

He came to the Coast several years ago and saw an opportunity to get a shipment of 45,000 Manila cigars which were lying on the dock at Seattle. They were a drug on the market in the estimation of many cigar men, and although Mr. Woolley was derided and informed that they would be a white elephant on his hands, he took the shipment, and within two weeks had taken orders for 100,000. That was the beginning of a business which now extends from Portland, Maine, to Los Angeles, California.

"Everybody laughed at me when I first started handling Manila cigars," said Mr. Woolley. "Now there is not a house in town which does not sell them. The Manila cigar business is just a question of educating the people. They grow just as good tobacco in the Philippines as in other places, and discriminating smokers are beginning to find that out. Furthermore, we pay no import duty on our cigars as they must on the Havana product."

H. S. WOOLLEY

Mr. Woolley is still a young man, being only thirty-nine years of age, and is bound to be an important factor in the trade on the Coast. He is a specialist. He knows his business, he is a hustler, he has confidence in his goods, and if those qualities do not go pretty far in making a success, we wish someone would give us the key to the solution.

Latest Happenings in New Orleans Trade

"United" to Make Extensive Alterations to Their Stands—Valloft & Dreux Company Pushing "Ruy Lopez" Cigar—"Bank Note" Another Big Seller

NEW ORLEANS, September 10.

CHARLES MEYER, of the Hub Cigar Store, who has been ill for some time, is still confined to bed and his condition is not as favorable as his friends would desire.

Blanchard Kiern has entered the employ of the Reynolds Tobacco Company and is doing good work locally on "Schnapps."

It is reported that the United Cigar Stores Company will shortly make extensive repairs to their five stores, installing handsome display cases, artistic wall decorations and shelving.

G. L. Mamey, representing the Federal Cigar Company, is here on his regular sixty-day visit to his trade.

"El Principe de Gales" are meeting with a great sale all over the state. Augustus Bloch, with the Havana-American Company, is well pleased with his past month's business.

Henry Mathe, with the Southern Cigar and Tobacco Company, has devoted the last two weeks to calling on the city trade in the interest of the "Cortez" brand. He has made a number of new customers and the "Cortez" is becoming immensely popular.

Charles Dreux, vice-president of Valloft & Dreux Co., has just returned from a very successful trip. His sales of "Ruy Lopez" cigars were highly satisfactory.

The Gulf Cigar Factory, recently opened at Gulfport, Miss., has met with unusual success. They have had to advertise for more cigarmakers.

George Mayer, of P. D. Mayer & Son, has all the work his factory can do in filling orders for "El Cuba" cigars. Mr. Mayer says he will have to enlarge his factory to take care of his increasing business.

The "Bank Note" five cent cigar, manufactured by the United Cigar Manufacturers' Company, is being well distributed in this territory and is meeting with favor.

L. A. Lindheim and George Chenet, of the traveling force of the Crescent Cigar and Tobacco Company, have left for their territories to push the sale of "El Far" and "Estatua," Porto Rican cigars, and their regular sellers, the "Cremo," "El Belmont" and the Hernsheim brands.

Milton Weil, a New Orleans cigar salesman, is now with Casey, Swazey & Co., Fort Worth, Tex.

Meyer Brothers, Canal and Rampart Streets, have been featuring "Gato" and "Bacchia" brands. Their demand for them has been very brisk.

Henry Keith, who has for several years had an excellent wagon trade among the retailers, states that his trade is quite active.

PELICAN.

Charles Jaynes, Drops Dead in Boston

Charles Jaynes, the founder of the Jaynes Drug Stores, in Boston, dropped dead, in that city, on Saturday, September 7th. He had not taken any active part in business since 1907, at which time he sold out his holdings in the stores to the Riker-Jaynes Company. The Jaynes stores were among the first cut-price stores in that city, selling many of the best known cigars and cigarettes at much below regular prices.

President Hill Talks On the Cigar and Tobacco Situation

Optimistic Over Trade Outlook Upon Return From the West—His Opinion of Havana Cigar Conditions

UPON his return from a Western trip during which he visited Chicago, St. Louis, Kansas City, Denver, Los Angeles, San Francisco, Portland, Seattle, and other prominent cities in the West, Percival S. Hill, president of the American Tobacco Company, expressed himself as being optimistic over the trade outlook.

"The most impressive fact in regard to the tobacco trade," said Mr. Hill, "is the serious effort that is being made by all manufacturers, including the tobacco companies, growing out of the disintegration of the former combination, to advance their own brands. Merchants and dealers throughout the country say that there never have been before competitive conditions such as exist now. Manufacturers are advertising extensively, and are canvassing for business with the greatest energy."

"So far as increased profits are concerned," said he, "It is not yet established that profits have been increased. All the companies are spending more money in advertising and pushing the sale of their respective goods. This has undoubtedly resulted in an increased consumption of tobacco, and the volume of business is considerably greater. Whether this will mean increased profits or not cannot be determined until there has been time for the effects of this increased activity to show itself. It is a fact, however, that more business is being done and there is consequently more opportunity for profits. I attribute the growth in the business entirely to the increased activity and expansion."

Speaking of the cigar business, Mr. Hill said, "I am glad to report that we are progressing at a substantial rate, both in this country and in Cuba, and this, in spite of the fact that the consumption of cigars as a whole in this country seems to be standing still. It is remarkable that while all other tobacco manufactured products should increase so tremendously in output, that cigars should not keep the pace. The population is constantly increasing and it would seem that the increase in the use of cigars should be proportionate, but this is not the case. It is undoubtedly a serious matter and one that contains food for thought for everyone in the industry."

Questioned about the securities market Mr. Hill said:

"The higher prices of the securities representing the property formerly owned by the American Tobacco Company, including that retained by it, are due chiefly to the fuller public realization of their value. Another influence is the removal of the cloud that hung over the old securities because of the Government prosecution. The American Tobacco Company merger was effected in October, 1904, and in 1905 the Government litigation began, so that practically throughout the life of the merged American Tobacco Company its securities sold in the shadow of that lawsuit."

Mr. Hill said he had heard nothing of any plans for the formation of a new tobacco company to compete with the old ones. Reports that one was to be organized by James B. Duke, former president of the American Tobacco Company and new chairman of the British-American Tobacco Company, and the First National Bank interests, were recently denied by both Mr. Duke and Francis L. Hine, president of the First National, New York.

Walter Heyneman has resigned as president of the Tobacco Company of California and has been succeeded by T. W. Harris of the same concern. Mr. Heyneman has accepted a position with the American Tobacco Company.

Milwaukee Dealers Enjoy Fine Trade

H. W. Lewis, of Fay Lewis & Brother Pleased with Cuban Crop—The Bever Cigar Company, Marshfield, Incorporated—Many Changes Through the State

MILWAUKEE, September 12.

MILWAUKEE retailers are enjoying a very good business in spite of the excessive heat, which has continued for some time. Many thousands of visitors are in the city to take in the Wisconsin State Fair, which lasts from September 10th to 14th. Next week more visitors will arrive to take in the Vanderbilt Cup races, which are run September 17th and September 20th and 21st.

The F. F. Adams Company, which has operated as a Wisconsin corporation for years, manufacturing Peerless, Nigger Hair, Excelsior, etc., has filed notice with the Secretary of State dissolving the corporation. The president of the firm could not be met by the writer, but it is learned that the business will now be operated as the Milwaukee branch of the American Tobacco Company.

The death of Bernard Liedersdorf, the pioneer tobacco manufacturer, has caused great regret among his friends and acquaintances in the trade. There is an account elsewhere in this issue of THE WORLD.

Another new building, which will affect one of the large retail stores in the center of town, is being planned. Negotiations are under way to erect a twelve story building on the site of the Merrill Building, the ground floor of which is occupied by the United Cigar Store.

At the annual meeting of the National Association of Retail Druggists, which was held here last month, and which was largely attended, Mr. Henry W. Merritt, of Plains, Pa., was elected president. Mr. Sol A. Eckstein, president of the Wright Drug Company of this city, was elected first vice-president.

Harry W. Lewis, of Fay Lewis & Brother Co., who has just returned from Cuba, states that the Cuban tobacco this year will have a better flavor and that the yield is much larger than for many years past. He states the new crop will be mixed gradually with the tobacco of the last year.

The Cuba Rica Cigar Stores Company are doing their usually good business, all lines moving well. A display is being made of "El Planco Secundos." The Wright Drug Company are doing a nice business with the "Robert Burns," "La Violetta," "Jose Vila" and other brands handled by them. A large display is being made of the "Jose Vila," a picture of Berriman Brothers factory being part of the display.

Leo Abraham continues to do a good business. The "Van Dyke," "Rosa de Mayo," "Lovera" and "Don Corello" are moving well in ten cent goods, while the "Charter," "El Werth" and "Emseco" hold up well in five cent lines. Pipes, which are marked at reduced prices, are moving especially well. The firm did an immense business with the "Sport," a small briar wood pipe, which sold at ten cents. It is believed more women entered the Caswell Block store during the past few weeks buying this article than usually enter a cigar store in over a year. Eddie McKercher, the genial clerk at the Caswell Block store, is becoming better acquainted with the Cream City, and is now almost willing to admit that Milwaukee is as good a place as Des Moines, Iowa, from which place he came a short time ago. Wm. Hamaer, of DeMuth & Co., and Sam Mannheimer, of Kaufman Bros. & Bundy, were recent callers on the firm. Joe Feiger has again recovered sufficiently from his ailment to take his regular turn at the Caswell Block store.

John J. Bagley, a small dealer in cigars and tobaccos at 312 Chestnut Street, filed a voluntary petition in bankruptcy. Liabilities, $304.53; assets, $200.

Dadds are doing a nice business in the cigar department of their store. The display window features the "Betsy Ross," made by Valentine & Son.

Fay Lewis Bro. & Co. report an active business both wholesale and retail. A new salesman has recently been put in Illinois, L. F. Webster, who will make his headquarters at Springfield.

J. F. Pendergast, of Galesburg, Ill., and J. Eder, of Aurora, Ill., were recent callers at headquarters, being in conference with heads of departments.

The Pabst Building store is making a display of the "Tom Moore" and the "Harvester." Mr. Gilbert Smith, of Y. Pendas y Alvarez, was a caller during the past week. The sale of the "Webster" in this territory must be very gratifying to Mr. Smith.

The Bever Cigar Company, of Marshfield, has been incorporated as a partnership under the laws of Wisconsin, to continue the cigar manufacturing business left by the last Peter Bever. The members are Mrs. Peter Bever and her three sons, Arthur A., John and Arnold Bever. Several new brands will be added, including the "Royal Bond," a five cent cigar.

Chas. Hutchinson, cigarmaker at Wausaukee, Wis., sold out to Knute Anderson. The N. E. Murphy cigar business at Eau Claire, Wis., has been purchased by S. Hulwi. Albert Seidenkranz has opened a cigar factory at Marion, Wis., and J. M. Vanderhoof has resumed business at Darien, Wis.

J. A. Zilles, at Green Bay, Wis., has moved his cigar factory to larger quarters at 1269 Main Street, where he will operate a retail business in connection. Hilgenberg Brothers have installed a modern store at Kaukauna, Wis. Constance Wiggenhorn, a pioneer cigarmaker at, Watertown, died aged eighty-four years.

H. L. Meyer, of Milwaukee, went to Edgerton, to conclude arrangements for the distributing agency for C. L. Culton's cigar factory, manufacturers of the "Judge Karel" and "El Insito" cigars.

O. A. KROMPAS.

Made in Detroit

REVENUE RECEIPTS SHOW ENORMOUS INCREASE

San Telmo Company to Install Cigar Manufacturing Exhibition At State Fair---S. N. Greding Opens Stand

DETROIT, September 10.

SINCE my last writing the weather has relaxed from its ungracious character to a genial, sunshiny, summery nature. We could hardly ask for anything better, yet perverse human nature inevitably asserts itself, and the blessed who were yowling all summer because it was so confoundly chilly and wet are now bowling because it is so warm. 'Tis true it could well be written of him:

"Alternate change of climate has he known,
And felt the fierce extremes of either zone."

But when you get it as it should be, what is the use of kicking?

The splendid weather, the many conventions, the recent fall meet of the Canadian Racing Association across the river, the return of the (somewhat battered) Tigers, the impending elections, etc., etc., all have a favorable bearing on retail trade. This week the American Bankers' Association is in session here, bringing approximately 3,500 delegates from all parts of the country. It is an recognized fact that these men of finance and brains are partial to good weeds. The Hotel Cadillac, Pontchartrain, Wayne, and all leading hotel and down-town stands will profit by their sojourn.

Next week the Michigan State Fair will be held here, which means a tremendous boost in large size nickel goods; the kind on which our friend from the four corners and the village farm loves to puff luxuriously, after his ham sand and pie at the Baltimore Lunch parlors.

Taking it by and wide, as somebody used to say, our retailers have no cause for complaint. At the same time our wholesalers are all busy, while the manufacturers of cigars and tobacco are under such pressure they dare not stop an instant. The Spietz-Worch Company, San Telmo, Lilies, Tegge & Co., Hemmeter; in fact, every one of the large plants and dozens of smaller ones, are so overwhelmed with business that were it possible to obtain the necessary labor their production could be immediately increased about fifty per cent. to safely provide for orders and a little accumulation of stock. Some have been driven to the extremity of cutting off jobbing accounts here and there from sheer necessity. Subterfuge, apologies and explanations of short shipments to clamorous customers are recognized as part of the daily torment of this hades of successful cigar manufacturing.

An example of the increased production here is shown in the following sale of revenue stamps for the month of August as compared with last year:

	Cigars.	Tobacco and Snuff.
1912	$80,660.52	$196,063.63
1911	71,786.46	172,371.65
Gain for the month	$8,874.06	$23,691.98

This is equivalent to an increase of three million cigars and three hundred thousand pounds of tobacco for the month of August alone.

For the benefit of industrial advancement and the enlightenment of those who have never seen a cigar factory in operation, the San Telmo Cigar Manufacturing Company propose to install a small shop at the State Fair grounds, showing the entire process from soup to n——, that is from kasing to packing. "Court Royal" and "Pastora" are the two brands selected for the demonstration, and the finished product will be sold on the grounds.

W. D. C. Moebs, the indefatigable, has added the property at 20 Monroe Avenue to that now under control of the Berghoff hotel and cafe corporation. The lease runs for twenty-five years. This is the old Considine saloon, which in former years figured extensively in police, political and sporting circles. The present lessees, Hall & Henry, will vacate October 1st. On that date work will be started on a new, up-to-date cafe and rathskeller, which will, with present space, seat in the neighborhood of 600 persons.

Declaring that penny machines were one of the few courses open to attract trade and that they were just as lawful as remnant sales were with other merchants, the cigar dealers and owners of slot machines and gambling devices in Battle Creek, have organized to fight the crusade recently started by the Upton Methodist Church to have all machines thrown from the city.

Have the cigarists and gamblers of our neighboring town persuaded themselves that remnant sales are a legitimate fraud? Personally I fail to see the advantage of any "sure thing" gambling device in the establishment of any selfrespecting merchant. Nothing will sooner callous the fine moral sensibility, which should be part of the equipment of every merchant who aspires to legitimate, substantial success, than the sustained practice of giving your friends and patrons nothing for something. Moreover, devotion to the slot machine, the dice game, the gambling card and kindred devices is more than likely to obscure the storekeeper's and clerk's vision of opportunities for progress and profit along other lines and practices. I believe some day merchants will recognize that a gambling device of any kind is, after all, a poor medium for business.

Claude Howell has also taken another vacation, which he found was absolutely necessary, after his ten days' rest up in Canada with Ted Briody.

Ed. Heineman, too, is off. Leastwise the boys at O'Brien & Co. insinuate that he is. He's bound for Pt. Hope, Mich., where he expects to do some fishing. The boys think he's headed in the wrong direction and want to know what's the matter with Lockport.

Frank N. Smith spent the first week of the month in New York on business. He has not yet announced definite plans for the future.

Ray MacDonald, formerly clerk at Hotel Metropole stand, has charge of cigar counter at Hotel Norton. Ray was out of the cigar line for six months, but the call of the weed was too strong to be denied.

S. N. Greding has opened a neat little shop at 69 Canfield Avenue, W., in the basement of the Tionesta Apts. He has a diversified stock of goods, including a fair representation of popular brands of cigars, etc. This is his first retail experience. For many years Mr. Greding has been in the wholesale meat business. But he knows a hank of tobacco when he sees one, for, when a kid, he was wont to sit around his dad's shop in Milwaukee, watching the transition (probably) of Wisconsin "B'S" into ten-cent straight Havanas.

An interesting display in the Best & Russell Compay window shows the evolution of a briar wood from the rough block to the finished pipe.

Chas. J. Holton is felicitating himself on sales of "Bank Note," the five-cent cigar of the United Cigar Manufacturers Company. Sales are increasing here steadily.

Shields & Wertheim's "Saramita" is an old-time favorite with Robinson's, 11 Grand River Avenue. They have been selling it for the past seven or eight years. Recently they added to their line several sizes of "Savarona," of the Cayey-Caguez Tobacco Company.

Abe Davis, of the Davis Cigar Company, 185 Grandy Avenue, reports a steady trade. The "El Davo," a seed and Havana cigar of merit, is placed with a limited number of retail accounts locally; but the great bulk of the factory's output is sold through jobbing trade outside of Detroit.

Ben Crittenden, 54 Library Place, shows an entire window of "El Portana," made by the G. J. Johnson Company, Grand Rapids.

The following clipping from the September number of "The Michigan Moose," shows what "El Minceros," brother members of Lodge 160, L. O. O. M., think of him:

> "Every time the writer takes a look at the impressive features of Brother Mincer, he wonders why Sol don't put his likeness on his cigar labels. Brother Mincer is a most versatile man, and can roll better cigars in his sleep than the average expert makes when wide awake. Sol also can roll the billiard balls to perfection, and is the champion cue manipulator of One-Sixty."

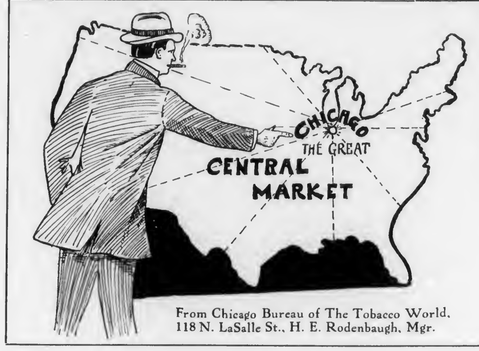
Chas. Spietz and Alb. Worch are in New York on business. Ditto Ike and Sam T. Goldberg.

Late last night, when the crowd poured forth from the Detroit Light Guard Armory at the conclusion of the big Progressive Party rally, a peddler stood at the entrance calling "Cigars, candy; cigars, candy." "I'll take a smoke," said an old lad, struggling against the outflow. "Phw'at! foive cents! I thought yez said, 'cigars on the candidates," and I wa-a-nted wan of thim." He didn't get it.

In town lately: Leo Scheineman, Celestino Vega & Co.; Mort Hammer, Ryan & Raphael Cigar Company, Chicago; Marcelino Perez, accompanied by Jno. McBlair; Chas. E. Gillman, Lowden & Co., New York and Key West; Chas. L. Staples, P. Verplanck & Co.; Otto S. Murphy, Jos. Berran & Co.; Ben Lesser, F. Lozano Son & Co.; Abe Korn, Furgatch & Co., Frank Horning, H. Anton Bock & Co.; Willard Andrus, F. Garcia & Bro.; Fred Shields, Shields & Wertheim; M. Michaels, Caguey-Caguez Tobacco Company.

Also Julius Fryer, Jaskulek & Fryer, Cleveland; Wm. Levisohn, J. Bernheim & Son; C. J. Waxelbaum, New York.

S. F. HEAVENRICH.



From Chicago Bureau of The Tobacco World,
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

Chicago Prepares For Busy Fall

August Revenue Receipts Show Falling off---Wm. Bartos Opens New Shop---Harry Smith Secures Choice Loop Site

CHICAGO, September 9.

AUGUST receipts for cigars, cigarettes, tobacco and snuff show a falling off in cigars, cigarettes and tobacco, with an increase in snuff revenue, as shown by the records of the Collector of Internal Revenue in this city. Cigars and cigarettes receipts were $58,897.21 as compared with $60,837.31 for July, a loss of $1940.10; Tobacco dropped from $152,113.99 in July to $133,456.42 in August, being a difference in favor of last month of $18,657.57. However, the July record was abnormal. The government is richer by $2520.35 in the snuff revenue, the August figures being $38,420.10 and those for July $35,899.75. The total revenue from tobacco products for the month was $230,773.73.

The 50th anniversary of the Steele-Wedeles Wholesale Grocery Company, which maintains a large cigar department, 151 West South Water Street, was celebrated recently with a dinner and reception to officials and employes of the firm at the Bismark Garden.

A. Cohn, an old time cigar salesman, has joined the selling staff of the Kadison Cigar Company in the Ashland Building.

Seven year old Margaret Hirsch, daughter of Louis M. Hirsch, a cigar dealer at 712 South Wabash Avenue, exhibited such a degree of bravery that it resulted in the capture of a thief that tried to rifle the store cash register a few days ago. The thief asked the child, who was alone, to get him a certain brand of cigars. To get it she was compelled to go into a back room. Watching the customer through a glass panelled door she saw him run behind the counter and open the cash register. She screamed at the top of her voice and ran to the front door, locking it. Before the man, who gave his name as Joseph Brandon could escape, he was arrested.

Fine New Store in Loop.

William Bartos has opened a cigar shop at 107 West Madison Street which he says will be run "not only for profit, but for entertainment." It has handsome fixtures of the latest designs, a stock ticker, baseball scores, unlimited telephone service and other high class features. All demanded brands of imported and domestics are handled. The place will be known as Bartos' Kwality Shop and represents a fine location, being near one of Chicago's busiest corners.

Stay for the grand concert after the big show and see what happens. E. A. Condax and Company, of Chicago, with offices at 220 North State Street, are putting out a new cigarette called "Condax Petite," ten for ten cents. In each package is a one-cent uncancelled postage stamp, making the purchase nine cents to the consumer. It is well placed and looks like a winner.

Women Smokers Asked to Leave Hotel.

When three Chicago women essayed to smoke cigarettes in the Pompeiian room of the Congress Hotel the other evening, they and their male companion were requested to leave by a house detective. The exit was made with becoming dignity and much hauteur on the part of the ladies. According to the waiter who served them the women produced the cigarettes, the man helped himself to one, lighted it and then held the sputtering match for the ladies to light their dream sticks. At this moment the house detective insisted on making himself a member of the party, with the result that the detective stayed in the hotel while the others made their getaway.

Hirschhorn Back from Europe.

Clarence Hirschhorn has returned from his stroll through Europe, more prepared than ever to push the sales of "Little Tom" and "Tom Moore."

Rudolph H. Massack, formerly in charge of the Ben Simpson cigar stand in the Singer Building, has opened a stand of his own in the Engineer Building.

John W. Merriam, of New York, head of the firm of John W. Merriam and Company, has been in Chicago. He came over to attend the opening of John D. Dolan's new store and has sent home some very satisfactory orders.

Samuel M. Chase is expected here about the 15th inst. to represent Benito Rovira Company, of 315 East Sixty-second Street, New York. He started on his western trip September 3, and took with him the best wishes of a host of friends. He will be welcomed here, where he is widely known.

Gardens and Parks Unprofitable This Year.

The summer gardens are beginning to advertise their closings. They have all had a bad season, having been the victims of weather unsuited to their needs. It has been too cool to attract crowds in sufficient numbers to the resorts to make business profitable. It is understood around the city that the Bismark Garden is the only one that shows a profit this year commensurate with the investment. It is also the only one where a 25c. admission is demanded. The garden caters to the better sort of patronage and is usually crowded. The managers claim to do a cigar and cigarette business of about $1000 a month during the summer season, sales falling away to much less in the winter.

F. Bolano & Co. have placed a large electric sign over the door of Thos. Diffley Curran, 1124 Bryn Mawr Avenue, advertising "Flor de Bolano" cigar. As it is a large sign it has shown results in doing both Curran and the brand of cigars much good.

John J. Dolan on September 2 returned to his old headquarters at the southwest corner of Dearborn and Washington Streets, which he vacated in the spring to allow alterations to be made in the building by the owners. The entrance is now on a level with the street, where it was formerly three steps down. Dolan has been making his headquarters during the summer at the Hamilton Club store, but has removed his executive offices to the old location, where he gave away souvenirs on the opening day.

William J. Porch and Company Lease Store.

William J. Porch and Company have leased from Cohn and Lovelette the store at 174 North Clark Street, in the Astor Hotel, to James Roder, for a term of years, at a gross rental of $11,200. Mr. Roder, who was formerly connected with the Congress Hotel, will occupy the store as a restaurant. Cigars, of course, will be on sale.

"Sabah," another new cigarette of Turkish blend, has found its way into this market. It is imported by Drukker and Pehliven of New York and contains a blend of the choicest and most expensive Turkish tobaccos. The cigarette, which is mild and hand made, is on sale at many of the hotels, cafes and cigar stores.

John L. Corey, known to the trade as "Six Dollar" Corey, has associated himself with H. R. Sweezy, the well known tobacconist at 116 North La Salle Street. He is doing a fine business as a box salesman, making a specialty of "Francisco Payola" cigar. E. G. Bennet is also with Mr. Sweezy, the three forming a trio of cigar salesmen that is hard to beat.

Reports to the American Warehouseman's Association on the storage of tobacco show that cigars have been stored at a temperature of 26 degrees with good results. Another dealer reported that he had stored tobacco in bales successfully at a temperature of 38 to 40 degrees and Havana and Sumatra tobacco in bales at a temperature of 32 degrees. "At this temperature," says one, "there seems to be just enough moisture in the atmosphere to keep the tobacco in good shape and yet not enough to allow it to mold."

Frederick R. Barnheisel, president of H. H. Kohlsatt and Company, the big lunch people, has contracted for the erection of a ten-story mercantile and office building at 618-620 South Michigan Avenue, just north of the Blackstone Hotel. It is to have a frontage of 80 feet and will cost $350,000. As president of H. H. Kohlsatt and Company, Mr. Barnheisel is one of the best known restaurant men in Chicago and has built up a cigar trade in his places of business that might be the envy of many individual dealers. He has a constant demand for the finest imported brands as well as the cheaper goods and is wide awake enough to see that no cigar want of his customers goes unsatisfied.

Harry Smith Secures Choice Loop Site.

Harry Smith has leased from Edward Lansberg and William J. Brown an L-shaped store space in the Delaware Building, Randolph and Dearborn Streets, for seven and one-half years at a total rental of $84,000. He will occupy it with a saloon and cafe, handling the highest grades of cigars and cigarettes.

William W. Cole, of the Cole Lithographing Company, manufacturers of labels, has given a trust deed on the property at 3029 to 3033 South Wabash Avenue to the Chicago Title and Trust Company as trustees, to secure a loan of $30,000 for five years at 6 per cent.

The Northwest Traveling Men's Association, David Clink, secretary, located at Dearborn and Randolph Streets, is making special four-months rates to the men who earn their living on the road. This is an old insurance company and has many cigar and tobacco men among its members. William Best, president of the Best and Russell Company, has just paid his one thousandth assessment, he being one of the charter members. It will pay the boys to drop a line to Dave Clink for particulars.

Walter Powers who has been in Cleveland attending the Eagles convention, has returned. His brother, Alderman John Powers, will be back from Europe about the middle of September.

Best and Russell Company are putting out a new Havana wrapped cigar called "Tuck Ends," which sells to the trade at $35 per thousand. It is made on the old fashioned style of a long tuck and, as they advertise it, is "a real Spanish smoke." It is made for them by Storm, Fisher and Company, of New York.

In looking over the show cases of The Fair cigar department one can see few standard brands like "Tom Moore," "Robert Burns," "Owl" and "Little Tom." Manager Andersen says anybody can sell advertised goods, but it is up to the clerks to sell the brands the house is interested in. "Take the higher grades of goods," said Andersen. "We can satisfy anybody with 'La Soneda,' 'La Premura' and 'El Conexo.' When it comes to five-cent goods we believe we can satisfy the consumer with such brands as 'Count Royal,' 'Morteza,' 'Emilio Lopez,' 'Josettas' and 'Palacios Operas.' When it comes to six cent cigars we have one all in a class by itself—'Palacio Perfector Grande,' made by Storm, Fisher and Company, of New York."

George Yocum, of Yocum Brothers, Reading, Pa., makers of the "Y-B" cigar, was in the city on a return trip from the Pacific Coast. He went to Indianapolis and Cleveland, then to the factory and will be back to Chicago about September 15 to "again hike to the Coast," as he puts it. He is thinking of putting out a lot of Federal signs in Los Angeles, advertising the "Y-B" cigar.

Burns and Goldfuss, of 222 North State Street, have a new sign reading: "Your face looks good but we can't put it in the cash register."

William Best, Jr., of Best and Russell Company, has provided himself with a new desk tablet that says: "Take all the time you want, but not mine."

J. Z. Miller, representing Migul Atak and Company, of 3 Howard Street, New York, manufacturers of clear Havana goods, including the "Cuban Aster," "La Flor de Cantino," "La Intrepido," "La Prida," "El Carlot" and "La Rosa Cienfuegos" brands, was in the city recently, visiting the trade.

Mr. and Mrs. Arthur J. Adair, of Memphis, Tenn., were guests of William Best, Jr., spending a part of their vacation time in Michigan. Mr. Adair is manager of the Best and Russell Company in the Southern city.

Smoking Prohibited on New Cars.

There is to be no smoking on the new cars that will be introduced to Chicago patrons by the Chicago Railway Company. Exits and entrances will be at the front end under the eye of the motorman. No provision has been made to accommodate the smokers.

Heard in the Wellington Hotel lobby: Is that the umbrella you got with those cigar coupons?—It looks a little old. Yes, it was made the year I started saving the coupons.

Frank Cawley, of Franklin MacVeagh and Company, says the cigar business is slow and that there is no life to it. He says he feels sorry for the cigar salesman who calls, as it means no buying of new goods and that it is hard enough to keep the old brands moving. Their big selling five cent cigar is the "Diamond Crown," made by the United Cigar Manufacturers Company.

Emil and Joseph Wedeles, comprising the firm of Wedeles Brothers, leaf tobacco dealers at 178 West Lake Street, have purchased from Royal W. Irwin the property at the southeast corner of West Sixty-third Street and Langley Avenue for $50,000, subject to an incumbrance of $19,000. The lot has a frontage of 130 feet on Sixty-third Street and 110 feet on Langley Avenue.

Every day I am asked what is the largest selling 5c. cigar in Chicago. After many inquiries and facts gathered I find it almost a dead heat between the "Little Tom," of Clarence Hirschhorn and Company (Michigan Avenue), and "The New Bachelor," of L. E. Newman and Company (Madison Street), "The Owl," handled by Best and Russell Company running third. In seed and Havana 10c goods two brands have the call, "Robert Burns" and "Tom Moore." In clear Havanas no one brand has the edge, although "Tom Palmer" leads a little. Then come such brands as "Sanchezy Haya," "Lovera," "Ben Bey," "La Venga," "La Cyrilla," "La Soneda," "Francisco Goya," "El Salero," "Websters," "Charles the Great" and "Bolano." In Connecticut wrapped cigars, "La Preferencia" or "La Azora."

A. J. Simpson, secretary of the Best and Russell Company, has returned from his vacation.

Froehling and Heppe have sold the bar in the Lakeside Building, Adams and Clark Streets, to Wm. J. Welch, alias "Billy" Welch. He will specialize with "Optimos" and "La Sonedas."

Al Kline, formerly of Manuel Vega and Company, of Adams Street, has sold his business to F. Bolano and Company and is now working the city trade for "Bolano."

Frank Smedberg has bought out the interests of the Joe Keene estate in King's restaurant, Fifth Avenue, near Madison. Mr. Smedberg, who has managed the place a number of years and made a big success of it, will have entire control of the business.

Hillman's cigar department has a new brand of cigars on sale called "Etiquette," made by Storm, Fisher and Company, of New York.

United After Sam Marco's Stand.

The United Cigar Stores Company is trying to buy out Sam Marco's new store at Fifth Avenue and Adams Street. He has a ten year lease, the building being owned by Joe Moos, of J. and B. Moos. This location is jamming daily and will be especially good as the new Continental and Commercial Bank Building will be directly opposite. There is no chance for a cigar store on any of the other corners. It is rumored that Marco promised Billy Best first chance on a sell out, so it is not probable that the United will get the location.

The cigar department of the Boston Store is making a big drive on the job lots it bought at the Charles Baker Company auction sale.

I notice a new tin-can five cent cigar called "Rubini Smokers." The package is very attractive and should make a hit. It is put out by the Havana Importing Company, Lake and Fifth Avenue.

E. A. McCune, who is considered one of the city's best cigar clerks, has charge of the cigar stand in the Briggs House bar, Randolph Street and Fifth Avenue. Mc. says he has a great dice play. You can eat, sleep, drink, smoke and shave on the cheeks.

Walter R. Eagle, 68 East Randolph Street, who has a branch on South Dearborn Street which his brother John runs, has added the "Chevalier de Leon" brand to his stock. He is working an extra run on "La Salora" and also handles a full line of "La Matilda," "La Vengea," "La Soneda," "Alcazar," "Lon Temple," "Perfecto Garcia." Walter is always open for jobs if they are cheap. He has arrangements with Clarence Hirschhorn and Company for taking all their odds and ends, which keeps Hirschhorn stock close.

Leo Ziegler, a cigar manufacturer of 526 West Chicago Avenue recently identified two men under arrest at the Central Police Station as the ones who entered his place of business on May 8 and shot him when he resisted their demands for money. They are booked as Joseph Summary, 949 Grand Avenue, and Tony Rast, 906 Grand Avenue. They were arrested after having been betrayed by a jealous woman.

George F. Renaud, manager of the Monroe Cigar Company in the Tribune Building, has returned from a vacation in Michigan, bringing with him a crop of brand new fish stories for the regalement of his friends.

B. F. Levy has opened a cigar stand in the Federal Building at Dearborn and Adams Streets.

A bill for the appointment of a receiver and to compel foreclosure has been filed in the Circuit Court against Sans Souci Park. Jacob Kandlik is one of the petitioners and is owner of bonds valued at $1000. He alleges the company has defaulted in interest on $100,000 bonds that became due July 2. Sans Souci has been a very large user of cigars and cigarettes.

Another Plant for United Cigar Manufacturers' Company

THE United Cigar Manufacturers' Co. will soon open a large factory in Youngstown, Ohio. They have secured a building which is now used by the John H. Fitch Coffee Company in that city. It is expected that the plant will be running by October first.

The deal has been carried through by E. Wile, the Eastern representative of the company, assisted by M. Frankle, of the Frankle Bros. Company, a large distributor of the United Cigar Manufacturers' Company. It is intended to completely remodel the building and when in condition to employ about 500 hands.

The United Cigar Manufacturers Company is doing an enormous business in the Middle West and in order to supply their numerous jobbers they considered it advisable to open another plant. They now have over forty factories scattered over the country, half of which lie in Pennsylvania. The Youngstown factory will be the first one to be operated in the Middle West.

The Lorain Cigar Company, of Lorain, Ohio, is said to have failed. The liabilities of the concern have been placed at $46,000 with assets of $7,000.

A. P. Seward, of Jackson, Mich., has taken over the Spencer-Cribb tobacco and cigar store at Grand Ledge, Mich.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, September 9.

THE month of August has closed well for our leaf dealers, as we have had plenty of buyers from the United States, which have operated liberally, paying full prices, as the quality of the 1912 crop has met with their approval. The American jobbers of course were not quite so pleased, as the prevailing prices were too high to leave them a living margin on most grades, but as there is no prospect of seeing any lower prices ahead they will simply have to make their clients toe the mark by perhaps paying correspondingly higher figures for the goods which they have been accustomed to get heretofore at more moderate prices. The trend of all articles is to reach a higher level, owing to the increased cost of production, caused by the increase in wages to the laboring people, and tobacco forms no exception. This is the rule, and only if we should have an over-production from two or three successive crops, could we hope to find the exception in the tobacco trade. The only remedy for the manufacturers is to raise their prices, and to which no exception could be taken by the coinsumers, as they are earning more money, and therefore could afford to spend a little more money for their accustomed consolation by smoking cigars of merit.

The sales to the German exporters during the month of August almost reach in round numbers 19,000 bales, and the total exports this year cannot be far from 50,000 bales, although as we still lack the figures of last week we are unable to state the exact quantity. The demand in this direction does not seem to have abated in the least, therefore the light part of the Remedios crop must have been ideal for the German market, and prices also have not been too high to handicap the demand from this quarter.

A curious feature of the 1912 crop has been that it was greatly overestimated at the beginning; then came the reports that the crop was short in the Vuelta Abajo and also in the Partido district. Prices, which had opened low, rose considerably, including the different styles of Remedios tobacco. Now comes the third period, that there are some people ready to bet that the 1912 crop is the biggest on record, since the famous year of 1900, when we have had a total crop of over 600,000 bales in our island, and it almost looks as if this is bound to come true. However, as the buyers from all parts of the world appear to be only too anxious to load up with this year's growth, there is no great likelihood that we shall see a reaction in prices: in fact, some particular styles may be even scarce this coming winter in our market.

Sales during the past fortnight amounted to 31,093 bales of all kinds of leaf, or, as represented by: Vuelta Abajo, 12,453; Partido, 6,584, and Remedios, 12,956 bales.

Buyers were: Americans, 12,858; exporters to Europe, 9,944; shippers to South America, 115, and our local manufacturers of cigars and cigarettes, 9,076 bales.

Exports of leaf tobacco from the port of Havana for the two weeks from August 19th to August 31st were:

To all ports of the United States	11,643 bales
To Germany, Bremen and Hamburg	8,636
To Austria	746
To Spain	500
To Holland	38
To Belgium	24
To Buenos Aires and Africa	127
Total	21,714 bales

Receipts From the Country Were:

	For two weeks ending August 31, 1912.		Since January 1st, 1912.
Vuelta Abajo	24,455 bales		134,761 bales
Semi Vuelta	2,544		15,346
Partido	2,805		17,614
Remedios	28,555		156,797
Mayari	482		2,048
Total	58,841 bales	Total	326,566 bales

Principal Buyers of Leaf Tobacco That Come and Go:

Arrivals.—From New York: Manuel Lopez, of Calixto Lopez & Co.; E. P. Cordero, of E. P. Cordero & Co.; Abraham L. Ullnick, of M. J. Lopez & Co.; José Pando, of Garcia, Pando & Co.; José Negreira, of José Negreira; Herman Rosenberg, of H. Rosenberg & Co.; Morris Rosenberg, of Morris Rosenberg & Co.; Sol Hamburger, of Hamburger Bros. & Co.; Aleck Goldschmidt, of A. Bluemlein & Co., and Harry Ehrlich, of the Ehrlich Manufacturing Company.

From Tampa: Celestino Vega, of Celestino Vega & Co.; Angel L. Cuesta, of Cuesta, Rey & Co.; Mortimer Regensburg, of E. Regensburg & Sons; Felipe Bustillo, of Bustillo, Bros. & Diaz; Enrique Pendas, of Y. Pendas & Alvarez; Manuel Sanchez, of Berriman Brothers; Manuel Garcia, of Perfecto Garcia & Brother, and E. Henriquez, of E. Henriquez & Co.

From Los Angeles: M. Jarrett, of the St. Elmo cigar factory.

From Minneapolis: D. A. Murphy and Wellman J. Holman, of Hart & Murphy.

From Hamilton, Ont.: Geo. T. Tuckett and Richard J. Presnail, of the Tuckett Manufacturing Company.

From Philadelphia: Felix Eckerson, of Felix Eckerson & Co.

From Chicago: E. Shutan, of E. Shutan & Co., and Florencio Vega, of Florencio Vega.

Departures.—To New York: Henry Oppenheimer, José Menendez, Aleck Blumenstiel, Joseph Mendlesohn, B. G. Davis, Leonard Greenhall, Manuel Lopez (via Tampa), Emilio Cordero, Herman Rosenberg and José Pando.

To Tampa: Mariano Alvarez and Fred. Davis.

To Los Angeles: M. Jarrett.

To Chicago: Henry Barron.

Cigars.

The official figures from our custombouse, for the first half of August in the exportation of our cigars, show the following result:

From August 1 to August 15, 1912,	10,558,907 cigars
From August 1 to August 15, 1911,	7,230,490
Increase in 1912	3,328,417 cigars
From January 1 to August 15, 1911,	110,607,074 cigars
From January 1 to August 15, 1912	99,792,527
Decrease in the first seven and one-half months 1912	10,814,547 cigars

The above result would be more encouraging if we could rely upon a continuance of a progressive march during the remaining four and one-half months of this year, but as the final figures for the second half of August have not been published yet we have to wait for the ciphers before crowing too loud. In fact, we have heard it stated, that perhaps the whole of the gain might have to be wiped out again, so that we would not be much better off at the end of August than we were at the end of July.

In visiting our large factories they seem to be quite busy, and they all claim to have sufficient orders on hand to keep them busy for the balance of the year, although the same does not hold true of the smaller factories; therefore there is only one conclusion to draw, that the large ones have received more than their share in proportion, while the smaller ones have lost more than they ought to have suffered.

Romeo y Julieta is working under full pressure, having filled up all the vacant spaces that had existed in their cigarmakers' galleries, and which naturally indicates orders to be plentiful from all sides.

H. Upmann & Co. are working with full steam in their famous H. Upmann factory for some time already.

Partagas has had to make some more new cigarmakers' benches, is turning out 70,000 cigars per day, and bought 2,000 bales additionally of lowland Vuelta Abajo vegas fro the best districts. Among them was the coveted vega "El Corojo," which is eagerly competed for every year, and therefore always commands an extra high price. The vega belongs to our friends, Messrs. Perez & Obeso.

Sol is quite busy likewise, having increased the number of their cigarmakers repeatedly, owing to the amount of orders coming forward in good shape.

Eden, under the management of Don Clixto Lopez, son of Don Manuel Lopez, is fully occupied on splendid orders from the United States, England, South America and Australia.

The Elite factory of F. Rodriguez & Co. continues to have no lack of orders for high-priced Regalia sizes, a proof that Don Felipe has been doing some hustling while in Europe, and that Don Pancho Herrero has not lost his cunning in turning out fine cigars that please the smokers of the aristocracy.

The principal factories of the Henry Clay & Bock & Co., Limited, are working upon excellent orders from the principal markets of the world.

Castañeda is steadily climbing up the golden ladder to success, as the business of this factory has more than tripled since Cardenas & Co. purchased this brand.

La Diligencia has been closed by the new owners, M. A. Gunst & Co., Incorporated, preparatory to making the transfer.

Buying, Selling and Other Notes of Interest.

Our principal sellers were: Sobrinos de A. Gonzales, 3,369 bales of all kinds of leaf; José C. Puente, 3,000 bales of Vuelta Abajo, Partido and Remedios; José F. Rocha, 2,500 bales of all kinds of leaf; Gonzales & Benitez, 2,125 bales of Semi Vuelta, Remedios and a few bales of old Partido wrappers; Muñiz Hermanos, 2,089 bales of Vuelta Abajo and Remedios; Suarez Hermanos, 1,550 bales of Vuelta Abajo, Partido and Remedios; Herrera, Calmet & Co., 1,344 bales of Remedios; Perez & Obeso, 800 bales of Vuelta Abajo; José Menendez, 797 bales of Vuelta Abajo, Semi Vuelta and Partido; Cardenas & Co., 708 bales of all kinds of leaf; Camejo & La Paz, 580 bales of Vuelta Abajo; Gutierrez & Diehl, 387 bales of Vuelta Abajo and Remedios; Ernest Ellinger & Co., 350 bales of Vuelta Abajo and Partido; J. Kauffenburgh & Sons, 270 bales of Remedios; Menendez & Co., 200 bales of Remedios.

Our principal buyers were:

Sylvester & Stern, 5,000 bales of all kinds of leaf for their customers:

J. F. Berndes & Co. purchased 3,305 bales of all kinds of leaf.

Adolf Moeller secured 2,025 bales of Remedios as his share during the past fortnight.

Mortimer Regensburg is credited with 2,000 bales of Vuelta Abajo so far.

B. G. Davis told us that he had bought 1,500 bales of Vuelta Abajo and Partido.

Matt. Wengler has purchased 1,400 bales, principally Vueltas, but is trying for more.

Fred. Davis added another thousand bales of Vueltas to his former purchases.

Adolfo Moeller secured 2,025 bales of Remedios as his share during bales each of Vueltas.

Leslie Pantin has, from the best information, purchased for his customers up to the end of August 20,000 bales of all kinds of leaf already, and found his large warehouse at 142 and 144 Consulado Street too small to hold the stocks, therefore he rented the big "Hoyo Ingles" in Aguila Street besides.

Gutierrez & Diehl were buyers of 939 bales in our market.

H. Upmann & Co. bought 880 bales for export.

H. Rosenberg secured 459 bales of all kinds of leaf for his Northern customers.

Joe Mendlesohn left very well satisfied with the large purchases and contracts for future delivery which he made during his stay in town.

Max Schwarz added 400 bales to his previously reported purchases, and among the latter was one extra fine and large vega from Rio Hondo, which he secured through his broker, Mark A. Pollack, from the sterling house of Suarez Hermanos. He has been buying this vega for a number of years past already, owing to its fine aromatic quality.

Mr. A. M. Calzada has visited the Vuelta Abajo again, and as we hear he has made some extra fine purchases of renowned vegas.

Shippers above 200 bales from the port of Havana during the fortnight were: J. F. Berndes & Co., 3,305; Sylvester & Stern, 2,698; Adolfo Moeller, 2,025; Leslie Pantin, 1,969; Silveira & Co., 1,142; Gutierrez & Diehl, 939; H. Upmann & Co., 880; Sobrinos de A. Gonzales, 856; Ernest Ellinger & Co., 646; J. Bernheim & Sons, 564; Manuel Suarez, 542; Garcia & Co., 430; Mark A. Pollack, 422; Selgas & Co., 322; José F. Rocha, 256; Rodriguez, Menendez & Co., 256; Miguel V. Perez, 210, and Leonard Greenhall, 210 bales.

It is an open secret here that J. Bernheim & Sons shall have bought between 5,000 to 6,000 bales of this year's crop of Remedios, First and Second Capaduras, in our market, which sales have not been reported yet.

ORETANIV.

Retail Trade in Los Angeles now Booming

Morgan Cigar Company buys out E. D. Marshall Cigar Company—"Counsellor" well Distributed by Geo. W. Walker—Klingenstein Company pushes "Admirations"

Los Angeles, Sept. 6th.

THE retail tobacco business in this territory has greatly improved in the past few weeks, as the vacations are over and everybody is getting down to business again.

The Morgan Cigar Co., has bought out the E. D. Marshall Cigar Co., at 316 W. 6th Street, and are putting in new show windows and making a number of other improvements calculated to bring the store thoroughly up-to-date.

The Klingenstein Company are making a large campaign on "Admiration" cigars, manufactured by S. Fernandez & Co., of Tampa, Fla. They have Sydney Newman doing the missionary work and Mr. Klingenstein reports the cigar is taking well with the trade.

C. W. McCormick, representative of Y. Pendas & Alvarez, is calling on the Klingenstein Company and is very much pleased the way "Websters" are selling.

It is hard for the Klingenstein Company to keep up stock on "Cinco," their five-cent leader, and the goods go faster and faster daily. The firm also has at present, around town, "Lord Lytton" windows, the finest ever seen.

The "Chancellor" cigar has been making wonderful gains in the Los Angeles market. The Klauber-Wangenheim Company, have been distributors for this famous brand for the past twenty years and they expect to sell over two million "Chancellors" during 1912. Klauber-Wangenheim Company are particularly well pleased with their sales of "Optimo" and "Pippins" which are on sale with thousands of dealers throughout California. Mr. Marx, the genial representative of Klauber-Wangenheim Company is now in Arizona sending in his usual large orders.

Mr. Percy Dutton, representing Klauber-Wangenheim Company, in Inyo County, Cal., is again at work after a brief illness, and is landing a good business in his territory.

Mike Roth is doing some good work on "Monolite" self-lighting cigarettes. He has disposed of his first shipment of 50 thousand and has placed an order with Morris Burke, factory representative, for 100 thousand, to be shipped immediately.

J. B. Bonhaus, of Klauber-Wagenheim Company, is now in Bakersfield and the surrounding country and is sending in some good sized orders on their entire line, more particularly on "Post Dispatch," five-cent cigar.

Max Roth Cigar Company are well pleased the way the "Bachellor' cigar is selling in this territory. They complain that the demand is greater than the supply.

Several attractive "Counsellor" window displays are noted in the business district. This brand is distributed by George W. Walker.

The first shipment of 100 thousand "Havana Sticks," five-cent cigar, was received by the Klauber-Wagenheim Company. Morris Burke, the factory representative, is commencing a strong campaign, which will last six months, covering the entire territory on the above named brand.

Joe Goldsmith, of the M. A. Newmark Company, has just returned from a four weeks vacation at Catalina Island. He is telling a few fish stories to the trade, but Joe don't overlook to talk "Jose Vila" and "Pathfinder." He reports a splendid business on the above named brands.

Leon Wachs, general representative of the Emil Frank Cigar Company, is reporting a strong demand on "Bill Dugan" and "Big Bear."

Morris Burke has just returned from San Diego, after putting up a strong three weeks campaign on "Post Dispatch" for Klauber-Wangenheim Company, and is well pleased, as "Post Dispatch" is selling in all their territory.

Rob. Gans, of J. J. Gans Brothers, will leave for the Kite-Shaped track in a few days, looking after the interests of the "Lawrence Barrett" and "Tom Keene" cigars.

C. A. Barnes, of Klauber-Wangenheim Company, will leave on September 15th on his yearly vacation for Yellowstone Park. He expects to be gone about thirty days.

M. B.

LETTERS TO THE EDITOR

These Columns Are Always Open to Readers Desiring Information and to Those Wishing to Express Their Opinion on Subjects of Interest to the Trade

Information Regarding Cigar Manufacturing

ZIEGLERSVILLE, PA., August 28.

Editor THE TOBACCO WORLD.

Dear Sir—I would like to have this information about the cigar business: How much bond must a person give to manufacture cigars? Must a man pay license outside of the revenue stamps? What does a cigar sell to jobbers for, that sells to the hotel trade for thirty to thirty-five dollars? Please tell me the prices of the different kinds of tobacco, especially Sumatra, Binders, Havana and Pennsylvania. Who pays for advertising, the jobber or manufacturer?

I thank you very much in advance for information.

I remain, respectfully,

SUBSCRIBER.

We answer the questions in the order given. Regarding the amount of bond a cigar manufacturer must give: He must first furnish $500, if he intends to use only one man, and $100 additional for each hand employed. Very few manufacturers take out less than $1000 bond, because this entitles them to fifteen cigarmakers. You can see the wisdom of that move.

No license is required outside of the revenue stamps.

A cigar which usually sells to the hotel trade for about $35 goes to the jobber around $30, less 4 per cent. The price of the different kinds of tobacco varies so much that we can only give approximate figures. Sumatra is sold anywhere from $1.25 to $2.50 per pound outside of the duty, which is $1.85 per pound. Binders 22c. to 35c. per pound. Havana 35c. to $1.00 in bond, and Pennsylvania 20c. to 25c. per pound.

When the manufacturer starts on an advertising campaign he usually pays all of the publicity expenses, but in many cases, when he works a certain territory, the jobbing house pays a portion of the advertising appropriation, although that is the exception, not the rule.

Name of Factory No. 1895

READING, PA., August 26.

Editor THE TOBACCO WORLD.

Will you kindly advise us the name and location of the manufacturer entered as Factory No. 1895, First District of Pennsylvania.

Thanking you in advance for any information, we are

Yours very truly,

HENRY HEYMANN'S SONS.

We had no record of this factory and inquired at the local revenue office. They informed us that this number, 1895, had not been used for some time, and unless they looked up their records for about five years back they could not give us the manufacturer.

To Prevent Worms Getting Into Cigars

NEW ROCHELLE, N. Y., September 6.

Editor THE TOBACCO WORLD.

Is there any known remedy to prevent worms getting into cigars? I have a large stock on hand and the worms have been in them and destroyed a number. Besides, the tobacco cannot be used on account of its bitterness.

Thanking you for this information, I remain, sincerely,

JOHN C. ALTEN.

We beg to say that if you will write to the Department of Agriculture, at Washington, they will give you the information concerning the handling of tobacco worms. This has been a serious problem for many years, and not a great deal of progress has been made in overcoming the plague.

Wants Makers of "Medinah" Cigarettes

PHILADELPHIA, September 8.

Editor THE TOBACCO WORLD.

Can you give me the address of the manufacturer putting out the "Medinah" cigarette?

W. H. BULLOCK,
Mitchell, Fletcher & Co.,
Twelfth and Chestnut Streets.

Cairo Cigarette Company, New York City.

Wishes Addresses of Porto Rico Factories

August 29, 1912.

Editor THE TOBACCO WORLD,

Dear Sir.—I would like to know the addresses of a couple of cigar factories in Porto Rico.

Yours very truly,

WICHITA WHOLESALE CIGAR COMPANY,
Wichita, Kansas.

Answered by letter.

Answer.—If you will write to the Sola Cigar Company, 109 Liberty Street; the Cayey-Caguas Company, 133 Water Street; Carlos, Fernandez & Co., 42 East Twenty-third Street; E. Perez & Co., all of New York, you will be able to obtain prices on fine Porto Rican goods.

Firms Purchasing Tobacco Stems

PITTSBURGH, PA., September 4.

Editor THE TOBACCO WORLD.

Please send us the name of a firm which buys tobacco stems and oblige,

Very truly yours,

HANNAN BROTHERS.

The Interstate Tobacco Company, 1397-1399 Avenue A, New York City.

Maker of "Flor de Nacenta"

NEW YORK CITY, September 6.

Editor THE TOBACCO WORLD.

Kindly inform me who makes the "Flor de Nacenta" cigar. The factory number is 1991, Third District, New York.

EDWARD FAGAN.

Factory No. 1991 is located at 296 Grand Street, and is operated by Harry Blum.

Wants Names of Manufacturers

Editor THE TOBACCO WORLD.

Dear Sir.—Will you please send me the name of the manufacturer conducting Factory No. 838, Ninth District, and Factory No. 878, First District of Pennsylvania? Also advise me whether they are union factories.

Very truly yours,

SUBSCRIBER.

Answer by letter.

Answer.—Factory No. 838, Ninth District, is conducted by H. D. Killhefner, Martindale, Pa., and Factory No. 878, First District, is conducted by John V. Metz, Fritztown, Pa. We have no definite information as to whether these are strictly union factories.

EDITORS.

Louis Huck Succeeds W. H. & L. Huck

Louis Huck, who has been associated for some years past with his brother, W. H. Huck, in the tobacco business at 506-510 Liberty Avenue, Pittsburgh, under the firm name of W. H. & L. Huck, has purchased his brother's interest in the partnership and will hereafter conduct the business in his own name and at the old stand. Any bills due the partnership will be paid by him. It is Mr. Huck's policy to conduct the business along the same lines as heretofore, endeavoring to please all the old customers and friends.

Some of his well-known brands of stogies are "Huck's Hand-Made Seed," "Rocket," "Blue Rock," "Old Kentucky" and "Kentucky Dude." He is also an importer and dealer of French briar and meerschaum pipes.

Cleveland Trade Good, Despite Hot Wave

Julius Haberman Takes Over Louis Klein Cigar Company—J. P. Updike Succeeds E. G. Ells as Melachrino Representative

CLEVELAND, Ohio, September 10.

THE windows and the shops around Cleveland have taken on a very festive appearance. The occasion is the Fall and Winter Style Show Week. We must admit that everything certainly looks very stunning and we can look forward to seeing the ladies looking exceptionally beautiful the coming season. There are a great many visitors in town for the week. Business is very good considering the hot wave that we are having.

Mr. McGuire, manager of the Standard Drug Company's little stand in the Arcade, reports a nice increase in business.

Julius Haberman has taken over the cigar stand formerly operated by the Louis Klein Cigar Company, located on Superior Street, and reports a nice business at the offset.

George Bassett has returned from Green Springs much improved in health.

The Shields-Wertheim Company are very busy. Holiday orders are coming in very fast.

Billy Hewitt claims that the hot weather does not interfere with his business. Billy has charge of the R. & W. Jenkinson Company's Cuyahoga Buildings stand.

Charley Shihelm, manager of the Standard Drug Company's Arcade cigar stand, reports a big business on "Saramita's" and "Baby Saras."

Mr. Fred. Lederman, one of the leading cigarists of Kansas City, spent a few days in Cleveland this week, the guest of James B. Shields, of the Shields-Wertheim Company. He just returned from a six weeks' trip to Atlantic City with his family. He admired Cleveland much and stated that next summer he would give up the seashore for a vacation in Cleveland. He was agreeably surprised with the beauty of Cleveland and also the wonderful bathing beaches.

The London Whiff Cigar Company report an improvement in business over last month. They are still featuring their "London Whiffs" and "Moses Cleveland."

Mr. Sanborn, the manager of Pyle & Allen's 312 Superior Street store, reports conditions very fair, and says the outlook is very good for the coming season. He is featuring Sanchez & Haya's "Bachelors," "Tademas" and "Dachias."

W. S. Rodgers, manager of the retail department of the Geo. B. Scrambling Company, leaves next week for his vacation.

Nate Shapera, the genial representative of M. A. Gunst & Co., New York, spent two days in Cleveland this week in the interest of the firm's famous "Van Dyck" brand. Mr. Shapera states that "Van Dycks" now enjoy a universal distribution throughout the United States and still increasing. The Geo. B. Scrambling Company are local distributors of the "Van Dycks."

J. H. Updike has succeeded E. G. Ells as general representative of the M. Melachrino & Co., cigarette manufacturers, of New York, in the Ohio territory, while Mr. Ells has returned to New York to do special work for his firm in that city.

Geo. B. Scrambling, president of the Geo. B. Scrambling Company, spent part of last week in Akron, Ohio, in the interest of the company.

W. J. Dachtler, prominent cigarist of Elyria, Ohio, was a visitor in Cleveland last week. He reports a good business in Elyria.

J. C. Roland, general manager of the R. & W. Jenkinson Company in Cleveland, reports business fair for the month of August, notwithstanding the great number of local people away on vacations. Mr. Roland expects to leave about the middle of the month for a short vacation and will call at New York for a day or two on his trip.

Visitors in town were few this week. Among those who sojourned with us were: J. M. Easton, of the Falk Tobacco Company, New York; N. B. Shapera, of M. A. Gunst & Co., New York; H. Lennox, of Garcia, Pando Co., Tampa, Fla.; J. H. Updike, of M. Melachrino & Co., New York, and Chas. Staples, of Phil Verplanck & Co., Key West, Fla.

Late Trade Items

J. E. Tetlow, a Los Angeles cigar dealer located at 307 West Second Street, has sold out his stand to Lew Keyzell.

H. E. Christie has taken over the cigar and tobacco business of Louis & Morrison, of Sacramento, Cal.

The F. F. Adams Tobacco Company, of Milwaukee, Wis., has filed articles of dissolution. Frank B. Keats is president of the concern and Edward G. Lutz, secretary.

The Alexander Whalen Company, of Battle Creek, Mich., has been organized to do a wholesale and retail cigar and tobacco business with an authorized capital stock of $10,000.

Chicago Objects to Being Labeled

Writer From Windy City States Tobacco Men Take Exception to Article Referring to "Good Old Days"

CHICAGO, September 12.

Editor "The Tobacco World."

TOBACCO men of this city were much surprised to notice in a New York contemporary a signed article harking back to "the good old days" of gambling here, when everything was wide open and the gamester could always get a run for his money, even though the cash box held a sum no larger than 25 cents. An attempt was made to apply the changed conditions to the cigar business in this city, the following being an excerpt from the story:

"Today the cigar business of Chicago is bigger and better and cleaner than it ever was before and there is no public gaming, there are no gambling slot machines, and the people who at one time thrived on such a traffic are either forgotten or remain as a memory."

The statement is not only unfair to the cigar dealers, but is not altogether in accord with the facts. It is true there is no open and public gambling in the sense in which the word gambling is customarily used. It is also true that there are no slot machines in use, either of the money or trade paying kinds. It is also true that the concomitant evils of these things have been done away with and that the cigar business is healthy and on a firm basis. Yet the article tells only a half truth.

Dice shaking is prevalent in all cigar stores and is recognized as legitimate by the city laws and officials. It is a stimulus to business in a degree that would cause many small dealers to go into bankruptcy were it to be abolished. The subject is neither opportune nor one expedient for discussion, for agitation of such matters usually result in more harm than good, but it is better to tell all the facts than to tell only a part and conceal the others.

Chicago has gone through her slot machine period along with the other large cities of the country. There was a diversity of opinion, even among dealers, whether they were a benefit or detriment to business. However, there is no division as to the trade increasing value of the present allowable dice games. Nearly every man has stowed away somewhere within him a desire to take a chance in getting his cigars, and the hugeness of this desire can be learned at any time by spending a few idle moments where the dice games are played. They mean business, and the dealers know it, else they would abandon the games voluntarily as being bothersome and not profitable.

No games are allowed in any stores where women are employed, Mayor Harrison having issued such an order not long ago that is being strictly complied with. The system has been tried out on the Pacific Coast with success. Slot machines were once plentiful there, but were eliminated by city ordinances. A game known as "26" was substituted and has proved to be not only popular and money-bringing, but clean and wholesome.

It is to be hoped the subject may be allowed to drop. Continued discussion of it will bring harm rather than good and no one connected with the cigar trade would willingly want to do it harm. It can be taken as a certainty that dealers will be the first to abandon the use of the dice games when it appears that they either become unprofitable to maintain or bring with them conditions that would be deleterious to the trade as a whole. When a dog sleeps let him lie.

Sincerely yours,

R. & M.

San Francisco Expects Brisk Fall Trade

Thousands of Manila Smokers Arriving on Coast—H. Upmann, Havana Manufacturer, Visiting West with his Representative, C. Landau

San Francisco, September 5.

THE local cigar business is gradually improving, and all present indications point to an unusually busy fall. This, in fact, is what all local dealers are looking for, though their high hopes have been disappointed so often in the last few years that they are reluctant to make any prophecies. In the country, the harvest is gradually coming to an end, the hot weather is passing off, and dealers show a disposition to stock up rather more liberally, though the disturbance caused by the prohibition movement may keep business on a hand-to-mouth basis for a month or two more. This week has been especially good in the retail trade, as Labor Day is always a good time for smokes, and the primary election the day after caused a liberal investment in cigars by political campaigners and their friends.

The business of jobbers and brokers of Manila cigars has been quietly but gradually expanding, until this is one of the most important branches of the cigar trade in San Francisco. It is reported that the arrivals this month will beat all former records, and already some firms have been getting in well over half a million a month. Naturally, they will have to do some hustling to clean up these shipments, but are confident of their ability to do so. The bulk of the Manila goods, of course, goes to other parts of the country, but retail sales in San Francisco are a factor of some importance. In fact, some retailers out in the state carry more Manilas than anything else, and several brands are carried by nearly every stand in the city, having a moderate but steady demand.

Recent developments remind one of the times before the abolition of the slot machines. These machines were in a way replaced by dice games, but in connection with these there have grown up certain abuses similar to those which doomed the machines. Of late, reports have been circulated that the municipal authorities were keeping an eye on the conduct of such games and might take drastic action, and the better class of dealers are starting an agitation to correct the abuses. Two meetings have been held by retailers in the last two weeks, and it is reported that some sort of an association has been organized, or re-organized, but those interested have very little to say of what was accomplished. Among those most prominent in the get-together activity may be mentioned Dan P. Carter and John C. Conner, both of whom took a leading part in former association affairs.

I. Danziger, the Manila cigar broker, has been spending a few days with the Southern California trade, and before returning will make an extended trip through the mountain states.

E. M. Elam, who also represents a number of Manila lines, is now in New York.

Sello Blumenthal and Sam Kirschner, associated with the San Francisco and Los Angeles houses of M. A. Gunst & Co., have returned from a long trip through Cuba and the Atlantic Coast, where they went to get a better knowledge of the company's affairs and of the cigar manufacturing business generally. M. A. Gunst & Co. are now getting in good supplies of their popular "Little Bobbie" brand, but are still having difficulty to keep all orders filled, the demand being as great as ever. They are beginning to handle in a jobbing way the "La Entrada" Porto Rico cigar, which they have sold at retail for some time. M. A. Gunst & Co. have secured a big bargain in a large purchase of calabash pipes, and expect to get a big share of the business this fall. All the pipe stock is being largely replenished in preparation for the holiday season.

Geo. K. Coleman, the cigarist, of Eureka, Cal., came down in his motor last week and has been visiting friends in San Francisco and San Mateo County. He looks for a rapid growth in Eureka as soon as the new railroad into that district is completed.

J. A. Thomas, of the British-American Tobacco Company, passed through last week on his way back to China from England, where he has been for a visit. He was accompanied by P. C. Cheang, a Shanghai merchant, and Wu Ting Seng, who is connected with the company.

According to a recent report from Los Angeles, John N. Drummond, of San Diego, is preparing to purchase a large tract near Culiacan, Mex., for a tobacco plantation.

Emil Judell, of H. L. Judell & Co., has just returned from an outing in Southern Oregon, accompanied by Mrs. Judell. During their absence their house was broken into and some jewelry taken.

H. Upmann, the prominent Havana cigar manufacturer, has been spending a few days in San Francisco, accompanied by his representative, C. Landau. Mr. Upmann will return East by the Canadian route.

Archie McKillop, for some time associated with the local wholesale department of M. A. Gunst & Co., has left to go into business for himself at Santa Rosa, Cal., where he has purchased the stand and billiard room of J. L. Mercier. His place at the Gunst store has been taken by Edw. Bernard, who has been in charge of one of the retail stores.

Dave Erderich, representative of Sam I. Davis & Co., has returned from a trip through Southern California.

Mr. Frankel, of Frankel, Gerdts & Co., the local manufacturers of clear Havana goods has been for some time at Havana, buying tobacco. He writes that he is having some difficulty in getting what he wants, and has to pay a lot more for Vuelta filler than last year.

Has First Class White Plains Store

ONE of the leading cigar stands in White Plains, N. Y., is that of Salvatore Lifrieri, which is located at 7 Orawaupum Street. Mr. Lifrieri carries a complete line of both imported and domestic cigars, tobaccos and cigarettes and makes it a point to keep his stock fresh and in the best of condition.

Salvatore Lifrieri

Mr. Lifrieri is agent in White Plains for "De Nobilli" cigars and tobaccos, and is pushing at present one of his own brands of cigars, "Lifrieri's Special Five Cent Smoke." In connection with his cigar business he also operates a pool room.

Houston, Texas, Does Large Tobacco Business

TOBACCO and cigars are handled in large quantities in this city, both wholesale and retail, says a writer in a Houston, Texas, paper. It is estimated that approximately the wholesale trade in the weed that soothes for the past year rounded out the rather handsome figure of $1,350,000. This is an increase of $100,000 over the year 1910-1911. The wholesalers have done an excellent business the past year, and many of the consuming centers of Texas look to this city for supplies. Houston's nearness to Key West and Tampa, both large manufacturers of clear Havana cigars, and its enjoyment of direct water rates from those points via Mallory Line, makes this city an important jobbing point for clear Havana goods. Smoking tobacco, cigarettes, etc., coming from Atlantic seaboard points arrive by water also. Again the advantage of the water rate is Houston's.

Retail Trade Items

A. Phillips, proprietor of two retail stores in Spokane, Wash., has sold his cigar stand, at 5 Post Street, to Wm. W. Griffith, of Spokane.

Hamilton, Jackson & Co., wholesale and retail tobacco dealers, of Indianapolis, are looking for a site in Fort Wayne, Ind., at which to locate a new store.

The Wolverine Cigar Store, of Battle Creek, Mich., operated by John Hamilton, has been sold to Joseph Boaz, of Port Huron, that state.

The cigar store at 254 Hamilton Avenue, Trenton, N. J., conducted by Albert Gold, will be removed to 476 Hamilton Avenue.

H. A. Peyton has disposed of his cigar store to John W. Dye, Los Angeles, Cal.

Clarence Ahmstead has purchased the cigar business of James McKiever, at Nebraska City, Neb.

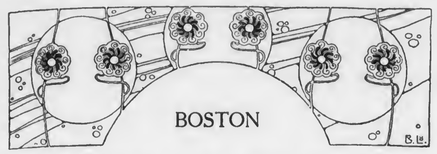
The cigar store operated by H. A. Damares on Third Street, Sunbury, Pa., has been closed, and its stock sold at public auction.

Harry Haslitt, Pasadena, Cal., has disposed of his cigar business to Tomlinson & Dix.

A. Nathan, formerly in charge of the cigar department at the Prager department store, is now manager of the Bercovich store at Powell and Market Streets, succeeding Ellis Abel, who is taking charge of the Bercovich Company's store at San Jose, Cal.

Sol Arkush, specialty man for the "Luis Martinez" cigar, who has been in Southern California for some time, is again visiting H. Bercovich in this city.

J. J. Hoffman, of the Hoffman-Moore Company, is spending the week around Eureka, Cal.



Daniel Frank and Company to Open Another Store—Cobb Aldridge and Company Move to Old Location

Boston, September 7.

THE business conditions have changed but very little in the retail trade since the last writing. The principal large stores report business as good. The wholesale trade in cigars and tobacco never was better this time of the year.

Tom Mulvaney, manager of the cigar department at the Adams House Drug Company, says that business is good. Their show window has a fine display of imported cigars and cigarettes.

Notice has been received from the Liggett and Myers Tobacco Company that it will give gratis one pound free with each fifteen-pound butt of "Every Day Smoke," and with each seven and a half pound box, it will give one-half pound free.

Daniel Frank and Company, of Washington Street, will open another store, corner Milk and Congress Streets, about October 1st.

I see in Epstein's Drug Store large portraits of all the Presidential candidates and other celebrities smoking popular cigars. They draw considerable attention as it is something new in show windows.

The Boston jobbers have received notice that with each 150 pounds (Drop Shipment) of "Peace and Good Will" and "Sickle" they will receive seven and one-half pounds of "Sickle" free, and with each 110 pounds of "Spear Head" they will receive five and one-half pounds of "Sickle" gratis. "Sickle" is a new one in this market.

"Turkey Red" cigarettes (S. Anargyros) have advanced twenty-five cents and at present forty "Turkish Trophies" are given free with each carton.

At the American House, F. W. Morris, of the cigar department, says that business is good, having large sales of the "El Rio Partagas" and other Havana cigars, but the domestic cigars have their friends, with the "Laurens" cigarettes. Their show window is as good as any in the city, and I think a little better than a great many.

M. Roitman, of 21 Dock Square, says that business is very good. He had good sales of the cigar named "El Roi Tan," a cigar of fine flavor. He also makes a cigar named the "Havana Smoker" four for twenty-five cents. Sales continue good in tobacco and cigarettes, pipes, etc.

At the Arcade Cigar Company, 3 Dock Square, the call is mostly for domestic cigars. The fancy pipe trade is very good, ranging from 5 cents to $10 and $15 dollars.

Ed. Solomon, the efficient manager of the branch store, 12 Dock Square, of Bieringer Brothers Company, says that business never was better, their store being in the central part of the Square near the markets and the elevated stations. He handles all kinds of Havana and domestic cigars, cigarettes, tobacco and all accessories in the business.

On State Street, Broad Street, and Atlantic Avenue, where the large leaf tobacco trade is carried on, they all report business as fair and as the fall trade is now commencing, they will have all they can do later on.

"Shag," a new smoking tobacco in ten cent packages, is soon to make its appearance in this market.

The first shipment of the "Mascot" smoking tobacco (American Tobacco Company) in bags selling at five cents, has arrived and is being distributed.

The sale of pipes has increased in Boston and greater Boston more so than some of the inland cities, whole rooms being filled with high and low priced pipes. The high cost cigars are out of the reach of a great many people.

The Liggett Drug Store sell a good pipe for twenty-five cents, and give free a package of "Burlan" smoking tobacco.

There are a large number of handsome displays of the "Unis" cigarette. (Philip Morris and Company) around the city. Frank Swick, the New England representative, reports sales on the increase in this line.

A. C. Hovey, of Lynn, has added some new sizes of "La Integridad" cigars to his cases before he left for his summer vacation.

Cobb Aldridge and Company are moving back to their old stand on Washington Street.

"Tuxedo" smoking tobacco is now being packed in sixteen ounce glass jars. The jobbers expect shortly to receive their first shipments of this packing.

"Piccadilly," a new small cigar made by the American Tobacco Company, is to make its appearance in Boston and vicinity very soon.

The Massachusetts Elks held their annual outing or picnic last week at Paragg Park, Nantasket Beach. The "Girard" cigar was the only cigar smoked.

Incorporations and Changes in the Tobacco Trade

The Martel Drug Company, Lewiston, Maine. To buy, sell drugs and all articles carried in a drug store; capital, $100,000. President, J. A. Girouard, and treasurer, C. Martel, Lewiston.

T. Chalkiadi & Co., Inc., Manhattan, N. Y. Cure leaf tobacco; capital, $25,000. Incorporators: T. Chalkiadi, L. Frank, P. Alixawitz, New York City.

Forsyth Company, Jacksonville, Fla. Incorporators, P. T. Kontos, J. W. Davidson and L. P. Leland.

Lexiton Tobacco Warehouse Company, Incorporated, Petersburg, Va. Capital stock from $500,000 to $750,000. Incorporators, A. P. Barnard, Louisville; R. L. Baker, Lexington, Ky., and Alexander P. Humphrey, Jr., and Thomas P. Bryan, both of Richmond.

H. L. Bush Cigar Company, Merchantville, N. J.; $50,000 capital. To deal in leaf tobacco. Incorporators, H. L. Bush, Gottlieb Hearley and William K. Rex.

Welborn-Cox Cigar Company, Kansas City, Mo. Capital, $5,000. Incorporators, W. D. Welborn, I. N. Cox, William Beddoes; manufacture cigars and tobacco products.

The Macon Hotel and Restaurant Company of Manhattan, hotelkeepers, restaurateurs, warehousemen, tobacconists, &c., $10,000. Joseph Nordenschild, Charles S. Bloch, Adolph Engel.

The Bourbon Tobacco Warehouse Company, Paris, Ky. Capital, $35,000. Incorporators, J. T. Collins, C. M. Clay and Edward Burke.

The Indian Tobacco Manufacturing Company, Owensboro, Ky. To manufacture smoking tobacco, cigars, cigarettes, etc. Capital, $5,000. Incorporators, J. M. Vaughn, Henry S. Berry, John Pate, J. W. Daniel, Lee D. Ray, Walter Boyle, Walter Atherton and others.

San Lorenzo Tobacco Company, New York City. Capital, $15,000. Incorporators, L. S. Ehrich, Jr., L. Sobolar, P. S. Sobolar and W. H. Jeffers.

The Rector Drug Company, New York City, N. Y. To deal in cigars, drugs, etc. Capital, $25,000. Incorporators, Martin Kalish, Harry Hochman and Joseph Perlson.

Montgomery Tobacco Company, Montgomery, Ala. To sell cigars, tobacco, etc. Capital, $2,000. Incorporators and officers, L. A. Sanderson, president; Edward S. Watts, vice-president; J. C. Hardaway, secretary, and R. G. Arrington, general manager.

The South Cigar Company, Wapakoneta, Ohio. Capital, $2,000. Incorporators, Dwight A. South, Sebastian A. Weis, Arthur L. South, Clayton South and David Brown.

The Heleotis Company, Incorporated, Lynn, Mass. To deal in cigars, etc. Capital, $5,000. Officers and directors, C. B. Teagris, president; Jes. T. Carter, treasurer, and Wm. H. Thompson.

At a drug store in Brighton district, Boston, the "Bank Note" cigar occupies the whole window and looks well, the name alone should sell the cigar.

A. H. Hall, of Milk Street, has just installed a whole window display of "La Luchana" Manilla cigars, which sell at seven for twenty-five cents.

Wm. T. Henderson.

Bernard Leidersdorf, Milwaukee Wholesaler, Passes Away

BERNARD LEIDERSDORF, for many years one of Milwaukee's most widely known wholesale tobacco dealers, died at his home in that city on September 2nd, aged seventy-five years. Mr. Leidersdorf underwent an operation for stomach trouble one week before his death and failed to rally from the shock of the operation.

He was born in Hanover, Germany, in 1837, and arrived in New York in 1858, coming directly to Milwaukee. He entered the wholesale tobacco business at that time under the firm name of Helmholz & Leidersdorf at Reed and Lake Streets. In 1864 he purchased the tobacco factory of Strohn & Reitzenstein. The firm was afterward changed to B. Leidersdorf & Co. His factory was destroyed shortly afterward by fire, but a new plant was erected at South Water and Reed Streets.

Mr. Leidersdorf retired from active business in 1903 after selling his interest to the American Tobacco Company. He was one of the last independent tobacco men to sell out. Mr. Leidersdorf had always taken an active interest in public affairs. He was public debt commissioner in Milwaukee from 1905 to 1906. He was an active member of the South Division Civic Association and was also a Mason and a member of the Milwaukee and Deutscher Clubs. Besides his widow, Mr. Leidersdorf is survived by two sons and three daughters.

Thomas Meininger

Thomas Meininger, a retired wholesale leaf tobacco dealer of St. Louis, Mo., died in a hospital in that city on August 24th, following an operation. Mr. Meininger was born in Illinois in 1840. He came to St. Louis at the age of eighteen, and after clerking for grocery and tobacco firms for a number of years embarked in the leaf tobacco business for himself in 1868. He retired in 1910 because of ill health. He is survived by a widow, Mrs. Lena King Meininger.

S. S. Pierce and Company Open Two More Stands

S. S. Pierce & Co., of Boston, recently established two of the most up-to-date cigar stands to be seen in that city. They are located in the Copley Plaza, Boston's new hotel. S. S. Pierce & Co. conduct a chain of cigar stands in a number of "Hub City" hotels, at which they handle a fine assortment of high-grade brands of clear Havana and domestic cigars, as well as a large assortment of cigarettes and tobacco.

Winston-Salem Has Large Increase

The stamp sales at the U. S. internal revenue office at Winston-Salem, North Carolina, during the month of August amounted to $447,501.88, which means that 5,593,773 pounds of tobacco were shipped by the tobacco manufacturers last month. This is an increase over the corresponding month of last year of 630,822 pounds of tobacco and $50,465.79 in the amount of revenue paid to the government.

Says Porto Rican Will Replace Havana Cigar

Secretary of Hernsheim Company, Limited, Predicts a Wonderful Growth for First Named Product

IN the course of a very short time the Porto Rican cigar, both the high and low grades, will outgrow the popularity so long enjoyed by the Havana cigar," is the opinion of R. B. Rogers, secretary and treasurer of the Hernsheim Company, Ltd., of New Orleans, Louisiana, extensive manufacturers of Porto Rican cigars.

"There is not the least doubt in my mind but that the increase in the consumption of Porto Rican cigars will be enormous in the next couple of years," continued Mr. Rogers. "We now have a daily output of about 50,000 cigars, both the fine and the cheaper grades of cigars, but in order that we may continue to supply the steadily growing demand from this character of smokers, it is necessary for us to have a daily capacity of 75,000. We employ more than 400 men and women and stand ready now to put on 150 in addition. In fact it will be absolutely necessary for us to make this addition to our force owing to the very rapid growth in the demand for our cigars.

"We not only supply the local market, but we ship our product over the whole United States," added Mr. Rogers. "We are shipping more of the finer grade of cigars, which are in greater demand now than ever before, since the introduction of Porto Rican tobacco in the American market.

"The cigars we are now making are of the very finest tobacco that can be procured, and yet at the same time is mild and of a most pleasant flavor. Our experience is that there is a greater demand for the higher priced goods than for those of popular price."

Mr. Rogers repeated the assertion that he believed the Porto Rican cigar will soon outclass the heavier grade of goods.

Stogie Manufacturing in Wheeling Increasing

The month of August was another record-breaker at the Wheeling, West Virginia, United States internal revenue offices and total sales of stamps exceeded the next highest month by about $1,300. July of this year broke the records and another jump was taken last month that scored a new high mark.

The total sales of stamps amounted to $114,008.93 against $112,701.41 for July, this year, the high month, and $108,003.78 for the corresponding month of the preceding year, August, 1911.

Stamps were sold for stogies during the month to the value of $38,587.35, indicating the manufacture of 12,865,783 torches. This greatly exceeded the sale of stamps for the same purpose during August, last year, amounting to $35,335.98 for 11,788,660 stogies. However, the record for the manufacture of stogies was not broken as during August, 1910, stamps to the amount of $40,736.10 were sold to manufacturers of the smokes who turned them out to the number of 13,545,367.

So far this year every month in total sales of stamps has exceeded the total sales of the corresponding month in 1911, and already the sales are a million more or half again as much as at this period last year. Sales to the end of August, 1911, amounted to $2,643,112.52; while this year stamps to the value of $3,792,325.94 have already been sold.

Last year was a record-breaking year as regards total sales of stamps, but this year already promises to exceed it by a million and a half. It indicates a wonderful increase in the tobacco business in this section.

James Feeney, Jr., and Patrick J. Fleming, retail dealers of Gloversville, N. Y., have formed a copartnership and will operate a store at 9 South Perry Street.

Sage & Sheppard have engaged in the wholesale and retail cigar business at Springfield, Ore.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

York Cigar Manufacturers Rushed With Orders

YORK, September 7.

THE present fall season will be one of the best in years, say local manufacturers, and that in spite of the fact that this is a presidential year. All the factories have been working a full quota of hands and some of them are now operating overtime.

The factory of Otto Eisenlohr and Brothers, South George Street, was one of the first to begin night work. The employes started on extra time last Monday evening and several hundred cigarmakers and men and woman in the other departments have been working every evening until about eight o'clock. This firm is one of the largest in this section and operates a chain of factories in York, Lancaster and Berks counties.

The York factory of the United Cigar Manufacturers' Company, North Penn Street, has been turning out thousands of cigars within the past several months. This firm has large orders booked for the fall and winter trade, enough to keep its plants busy until late in the fall.

Preston C. Young, who swindled a number of cigar manufacturers in this locality last April and was arrested shortly afterward, was tried in the county court here on August 28th and found guilty. There were ten indictments against him for false pretense and upon each he was sentenced to two months in jail, though the sentences run concurrently. He had been in prison since his arrest in April.

Mr. Plitt, Jr., of C. H. Plitt and Company, is on a trip of several days' duration through Pennsylvania and New Jersey, acquainting dealers in those sections with the splendid qualities of the "20th Century" and "Liar" cigars.

The tobacco planters in this region are in a very light frame of mind. The prospect for a heavier production than last year is encouraging. The Pennsylvania seed leaf tobacco is the only variety that is being grown in this section this year. The burley leaf variety, which is mostly used for plug tobacco, is not being raised on account of the low price it brings in the market. The former variety is used for cigar purposes and is a better investment for the producers. The last few cool evenings have been a great help to the growing and maturing of the tobacco, which is now developing rapidly. The crop has made more progress the last few weeks than it has any time thus far this summer.

The heavy wind and hail storm of a few weeks ago that did considerable damage to the tobacco crop at Stony Brook, did very little damage in other places. The tobacco worms appear to be very scarce this year, although a keen watch is being kept for them. With a few more cool nights and rains, and a little sunshine, the growers will be able to harvest their tobacco in a period of two to three weeks. Local growers are expecting to receive from 7½ to 10 cents per pound for their product this year.

Cigar manufacturers at Hellam are at present rushed with orders. This borough at present has six factories that are operating regularly. These employ nearly 100 hands. The W. W. Mundis cigar factory, which employs 20 hands, is being rushed at present, being more than a month behind with orders. The W. U. Blessing and Company factory is also rushed. Other manufacturers are: The J. D. Dehuff factory; Luxter Cigar Company, Gable and Gilbert, and F. E. Lehman.

A number of York County tobacco growers attended the inspection on the state experimental plot at Landisville, Pa., last Monday, which was held under the auspices of the Lancaster County Tobacco Growers' Association. Efforts were made to find the best varieties suited for the respective farms. An interested member was Dr. William Pear, of the Pennsylvania State College, who instructively discussed matters pertaining to the plant. The general idea was to assist the farmers to increase the yield by planting the best seed from that already established.

Lancaster Manufacturers, Large and Small, Are All Busy

LANCASTER, September 7.

THE Ninth District manufactured more cigars during the past month than for any August since 1907, and all the factories are now working with full forces. There were opened fourteen new factories in the district during the past month, which is only one indication of the prosperous condition of the trade.

The weather here has been excellent for the past week and tobacco growers report their crops in fine condition. It is expected that in a short time harvesting of the crops will be in full swing.

E. L. Nissly & Sons, of Florin, have just completed one warehouse, 116 x 30 feet, and are erecting another four story brick building, 50 x 140 feet. The Pennsylvania Railroad has built a siding between the two houses which will give E. L. Nissly & Sons fine shipping facilities. These two buildings will give a storage capacity of 12,000 cases. This enterprising leaf house has also three warehouses in this city. They have just started to sample 6000 cases of 1911 Pennsylvania and find the tobacco is coming out far above their expectations. They consider the quality of the leaf to be fine and very aromatic.

The Booth Tobacco Company, of Columbia, has purchased the Herald Building, in that place, from the Conestoga Traction Company, and after some extensive alterations will occupy it for their jobbing business.

The five story brick warehouse on North Prince Street next to the S. R. Moss factory, belonging to the estate of the late M. H. Engle, was sold by the sheriff last week to A. K. Mann, of this city, for $12,000, subject to a mortgage and interest of $17,175.

Michael Myers, connected with E. L. Nissly & Sons, the leaf packers, narrowly escaped serious injury when a team he was driving was struck by an automobile, taking off a wheel. Mr. Myers sustained several bruises.

Among the recent visitors in town were Benj. J. Leonard and P. J. Wemyss, of W. Duke, Sons and Company. They were working on "Clix" cigarettes.

W. L. Uhler, of H. Duys and Company, was another caller.

The Lancaster County Tobacco Growers' Association held its regular September meeting in the Board of Trade rooms, 10½ East Orange Street, on Monday, September 9th, at two o'clock, p. m., when different topics of special interest to the tobacco growers were taken up for discussion.

E. M. Cohn, of E. M. Cohn and Company, is again home after a three weeks' trip to the Middle West.

Latest Doings in Reading and Vicinity

READING, September 6.

WITH many Reading manufacturers at present it is not a case of securing orders, but one of filling them as best they can. "I need cigarmakers more at present than I do orders," said one big factory man, "and if any one can get them it will help me considerably." The leaf trade and retail lines also show an improvement.

P. H. Hildebrand has opened local offices at 610-612 Court Street.

Chas. Breneiser Sons, Seventh and Penn Streets, had an attractive window display of Heidelberg cigars, from the Spatz factory this week.

E. E. Kohler is again at his desk after several weeks' vacation at a resort on the Delaware Bay.

J. G. Spatz is expected home from his Western trip in a short time. He finds conditions out there very good for his brands.

The Fleck Cigar Company report increasing business on their "Rose O' Cuba" and "Royal Bob" cigars. D. D. Sulkis, who has been touring the western part of the state, has sent in some very good orders.

J. U. Fehr and Son, leaf tobacco packers, are now showing their 1911 Pennsylvania to the trade. Their business on Ohio and Pennsylvania at this time is excellent.

Geo. J. Yocum, of Yocum Brothers, is again home after a long stay in the Middle Western and Coast States. He has been booming the "Y-B" and "Spana Cuba" cigars along the Pacific Coast for several months, where they are up with the best known brands. He expects to leave again for his old hunting grounds westward in several weeks, at which time Wm. Yocum will possibly accompany him.

Large Increase in 9th District August Output

LANCASTER, SEPT. 8.

The tobacco business is booming all along the line at present. With the August revenue report before them, manufacturers should realize that they certainly are hustling, for during that month they manufactured 67,701,000 cigars, an increase over the same month last year of more than four million cigars.

The following are the figures for August for the past seven years:

July, 1912	66,232,400
August, 1912	67,701,000
August, 1911	63,551,070
August, 1910	64,403,720
August, 1909	59,323,340
August, 1908	58,503,690
August, 1907	60,288,590

Barkley & Mahoney have succeeded to the cigar business of Woollems & Barkley, Whittier, Cal.

The "Den" cigar store, operated by Harry O. Young on West Philadelphia Street, York, Pa., has been sold to M. P. Berkstresger.

LEAF TOBACCO MARKET

Cleaning Out New York Market---1910 Pennsylvania Selling Well---Competition Sharp in Wisconsin District

NEW YORK.

NEW YORK CITY, September 10.

THERE has been slight change in the leaf market within the past fortnight. There have been a number of buyers in town, but their presence did not seem to enliven things.

There is little old stock worth mentioning on the market, and the new leaf has not come along far enough so as to allow one to venture an opinion on it. Dealers are eagerly watching the Connecticut and Wisconsin fields and expect the tobacco from those regions to relieve the situation ere long.

The new Havana is now the principal subject of discussion. It gives entire satisfaction as far as burn and aroma are concerned, but the retailer is going to have his troubles explaining the black and green spots on the wrappers. The public will probably soon appreciate the extraordinary high quality of the clear Havana and forgive its appearance, which is anything but prepossessing.

PENNSYLVANIA.

PHILADELPHIA, September 9.

THERE has been a slight but noticeable change for the better in local leaf circles. Indications point to renewed activity. There is a healthy demand for all kinds of tobacco.

Possibly the 1911 Pennsylvania is selling best at present. There have been several large sales reported, and it is moving nicely. The Sumatra and Havana are moving along well, but nothing of any importance was noted.

LANCASTER, September 6.

There is no reason for complaint at this time, report a number of leaf men. The market is again more active, and 1911 appears to be the best seller. The stock of 1910 is said to be going rapidly, and 1909 has also been moving in a fair fashion. Quite a bit of 1911 has been taken up by the leaf dealers, who are anticipating a good fall business.

The weather in Lancaster County the past two weeks has been extremely good, and it certainly can be noticed by the appearance of the plants. The growers say that the entire crop will, in all likelihood, be off the fields long before frost comes. Some planters expect to start cutting before long, but the bulk of the crop will not be harvested until the latter part of September.

YORK, September 8.

The growers of this region have been favored by excellent weather, and the tobacco is coming along in fine shape. There has been some cutting, and in another week this work will probably be well under way. Although a number of the plants show irregular growth the growers expect to have the tobacco harvested well before frost arrives.

That tobacco this year will surpass that of 1911 by weight is the general belief. The growing conditions have been ideal, and many farmers expect to be compensated this season for the poor success of last year.

WISCONSIN.

EDGERTON, September 6.

BUYERS are still thoroughly canvassing the growing districts, but transactions have declined somewhat for the simple reason that the more promising crops are already under contract which includes about everything attractive likely to reach the sheds within the next two or three weeks. Competition is sharp and prices are well maintained for none of the large operators seem to have their orders filled as yet. The following are sample sales showing the trend of prices:

Geo. Grady, 25a at 12½&4c.
Otto Olson, 17a at 13&4c.
Lars Hoiby, 9a at 12½&3c.
Ed Winegar, 8a at 12¼&3c.
Geo. Wentworth, 4a at 12&4c.
Frank Patterson, 7a at 14&4c.
H. Halverson, 12a at 13&4c.
T. Femrite, 10a at 12¾&3c.
Willard Doty, 3a at 12&4c.
C. G. Biederman, 12a at 13&4c.
Con McCarthy, 14a at 12½&4c.
C. J. Downey, 8a at 13&4c.
Geo. K. Strummond, 12a at 12&4c.
Slinn & Sibell, 16a at 13½&4c.
Bert Palmiter, 5a at 12½&3c.
Elias Saunders, 9a at 12½&4c.
Budd Hill, 4a at 11&4c.

The harvest is proceeding with all possible dispatch with the help at command, for the fields have ripened very fast of late. A warm week is bringing along some of the later fields remarkably fast, while others are afflicted with a root disease that puts them entirely out of the reckoning. A few days this week have brought weather conditions that lead to shed burn in the harvested leaf, which growers should watch their sheds closely to avoid.—*Reporter.*

STOUGHTON, September 4.

Tobacco sales are onward the same as for the past few weeks, contracting of fields that look promising to the dealers. Topping is being done by those who have late growths and it may be the latter part of the month before these crops can be shedded. Meanwhile weather conditions must continue favorable or there will be too many odds and ends for satisfactory prices.

GAY MILLS, September 3.

Buyers are still riding in the tobacco growing districts, some buying is being done but there is still a big percentage of the crop that has not been contracted for. Late tobacco is doing well and if the present growing weather continues the late fields promise to become valuable. A good portion of the hailcut has been picked up at 5½ and 6c., but not all are willing to accept these prices. A number of hail-cut crops near Soldiers Grove were not considered worth harvesting and some have been plowing them under. Some of the slightly damaged crops are bringing better than the prices mentioned, while others are harvesting without making a sale.

CONNECTICUT.

SUFFIELD, September 6.

THE tobacco farmers were forced to keep their charcoal fires going for several hours today, and some continued the work of watching the charcoal fires tonight in order to keep away pole sweat, which is liable to show. If this cool weather continues it is feared that the charcoal supply will give out again this year, as it did last season, when the charcoal supply in this section was exhausted for nearly three weeks. One West Suffield farmer said that he had already taken down several acres of his picked tobacco and this had cured excellently with only two charcoal fires in the barns this season, but he feared before he took down the second picking he would be forced to build charcoal fires for several days more before the danger point had been entirely passed. He also stated that he would have to be up the larger part of the night tending the charcoal fires in his tobacco sheds.

Many of the tobacco growers, who have tobacco standing in the fields spent last Sunday harvesting the crop for fear of a frost this week. Saturday morning the thermometers about town registered anywhere from 45 to 38 degrees above zero mark, which means that if the tobacco is not cut and housed before many days, it is liable to get nipped by the frost.

A West Suffield tobacco farmer recently lost two men who were sent out by a free employment bureau. The hands were directed to a certain spot in the west side, where the Suffield farmer was to meet them and give them a carriage ride to their destination. While they were roosting on a fence rail waiting for their employer another farmer drove up and carried them away. Ten minutes later the man who had made arrangements to engage them drove up to find nothing in sight but the birds and the trees. It is understood that he is not the first victim and also that he is not likely to be the last. The farmers are so busy that they will do anything short of shanghaing to secure hands.

Retail Trade Notes

A new cigar store has been opened in Attalia, Wash., by H. J. Hunt.

Sage & Sheppard have engaged in the retail cigar business at Springfield, Ore.

M. Cahzin has bought the cigar business of J. W. Bookmeyer, Los Angeles, Cal.

Owen McMahon and Edw. W. Riggs have formed a partnership and purchased the cigar business of C. E. Chase, Boyne City, Mich.

The Drummer cigar store, at 615 Edmond Street, St. Joseph, Mo., has been closed.

M. F. Curdy, Los Angeles, Cal., has disposed of his cigar business to C. E. Moore.

The Masse cigar store has succeeded to the business of John Strobel & Co., Butte, Mont.

A new cigar stand has been installed in the Standard Restaurant, Spring Street, Los Angeles, Cal.

Leaf News of Interest

Wisconsin in Midst of Tobacco Harvest

Crops Said to be the Finest in the History of the State—Leaf Free from Blemishes

OUR growers are now in the midst of the heavy week of the tobacco harvest and the crop in many localities is one of the finest ever housed in this state so far as soundness and size of leaf are concerned. Outside of a few hail and storm sections covering possibly about 2,000 acres of the crop and rust that has appeared in some localities, the leaf is unusually free from any blemish that is likely to detract from a perfect binder tobacco. The more forward crops promise also an extraordinarily heavy yield in pounds, making quite certain some fat returns when delivered at the going prices. The warm days during the latter part of August have ripened the leaf very rapidly and it is crowding the growers to the employment of long hours in their efforts to keep pace with the work in hand. The scarcity of help is also proving quite a drawback where farmers have large acreage to secure. The late fields are making such a remarkable growth the past ten days that a much larger percentage of the crop will reach maturity than looked possible a month ago. With a late fall most of the acreage will be harvested. It will then be up to the shed curing to fully determine the real merits of the crop and also the money returns that the growers are most interested in.—From "Edgerton Reporter" of September 6.

Record Shipment of Leaf Tobacco

Hernsheim & Company, of New Orleans, Receive Shipment Valued at Over $50,000

The largest single shipment of Porto Rican tobacco ever brought to New Orleans, Louisiana, arrived by the steamship Pathfinder on August 31, when 1,400 bales of the highest grade Porto Rican weed, consigned to Hernsheim and Company, was unloaded. The shipment represented a cost value of more than $50,000, and was taken by tobacconists as meaning that in future New Orleans will come in for a big share of the Porto Rican goods.

A portion of the tobacco in the shipment was grown on the lands in Porto Rico controlled by the Hernsheim Company, and the remainder purchased by the company directly from farmers for use in the manufacture of the "Insurgent" and other well-known brands of cigars which Hernsheim and Company make to supply their American trade.

Burley Society to Erect Carlisle, Kentucky, Warehouse

The Burley Tobacco Society will erect a $35,000 tobacco saleshouse on the property recently purchased in Carlisle, Ky. H. S. Weaver and U. S. G. Saunder, who have been appointed as a committee to let the contracts for the building of the warehouse, are preparing to begin work immediately. Fred C. Manley, architect for the Burley Tobacco Society, was in Carlisle making a survey of the lot preparatory to drafting the plans and specifications for the building.

The building will be a two-story brick, with a basement. It will be one of the most complete plants in Kentucky and will have a sales capacity of about 200,000 pounds per day.

Large Increase in Missouri Tobacco Yield

IN 1911 Missouri marketed 11,340,305 pounds of tobacco, valued at $1,360,836, which was nearly twice as much as was ever marketed in the state in any other year, according to a bulletin issued by Commissioner Austin W. Biggs of the Missouri bureau of labor statistics.

"The tobacco production of Missouri during the past few years has more than kept pace with the increase in other farm crops of the state, no other crop having shown such a marked increase in acreage, production and value.

"The figures given are based on returns received from railroad and express companies and does not take into account the thousands of pounds produced in the state and used locally.

"The effort on the part of the manufacturers to encourage the growing of tobacco in Missouri has met with splendid success and it is predicted that within a few years the production of the state will increase many times over, as the crop is a highly profitable one and there are yet thousands of acres of land in the state capable of producing a high-grade tobacco which are waiting the coming of the experienced tobacco grower.

"At present most of the tobacco-growing territory of the state is north of the Missouri River, although in 1911 considerable tobacco was grown in the counties of Bates, Cape Girardeau, Cass, Cooper, Lafayette, St. Francois, St. Louis and in a small way in other counties south of the Missouri River.

"The number of pounds marketed annually for the past five years follows: In 1907, 609,000; 1908, 1,012,253; 1909, 4,425,000; 1910, 6,653,728; 1911, 11,340,305. A close estimate shows that there were from 8,000 to 10,000 acres in tobacco in this state in 1911, many acres producing from $100 to $250 worth of this crop."

Tobacco Growing in Ontario Province, Canada

THE raising of tobacco is proving a formidable rival to corn, which formerly led in Essex County, says Consul Harry A. Conant, writing from Windsor, Canada. Nearly every farmer on Pelee Island planted 5 to 12 acres last year as a measure of self-protection, and had it not been for this crop many a farmer would have suffered financially owing to the exceptionally dry weather.

In Mersea township, Essex County, fields of 10 to 40 acres are grown. In the vicinity of Blenheim, in Kent County, there are 40 and 50 acre farms of tobacco. Large fields are also encountered along the shore of Lake Erie as far as Elgin County. A farmer in Walkerville claims the distinction of cultivating in one field the largest crop of tobacco in the world. It is a plantation of 250 acres, containing 1,250,000 plants.

The tobacco plants are set out in May, sprayed and cultivated until September or October, when the tops are cut off, which widens and lengthens the leaf. The sprouts are "suckered" once or twice, and in October the harvesting begins. This operation consists in cutting the leaves, placing them upside down in the sun for half a day or so to wilt, after which they are stacked in piles, "lathed," and then cured.

During the 1911 season there were 12,500 acres under tobacco in the Windsor district. The average yield was 1,137 pounds per acre, for which was paid an average price of 12½ cents per pound. The quality of last year's output was below that of the previous one on account of the lack of moisture during July and August, and the excessive moisture from September to December, and the price paid for last year's crop was less than for the previous one. The entire crop is used by Canadian factories. About 80 per cent. of it is best adapted for the manufacture of chewing tobacco. Burley is the only variety grown to any extent in this part of the Province.

An American firm has leased a factory building in Windsor with a view to manufacturing high-grade Havana cigars.

New Leaf Tobacco Law Explained

In Answer to Request by The Tobacco World, E. Dana Durand, Issues Lengthy Statement to Trade, Making Doubtful Points Clearer

IN reply to the request of the editor of "The Tobacco World" asking for the publication of a statement concerning the provisions that have been made by the Bureau of Census for carrying into effect the new tobacco law which requires dealers and manufacturers to report the quantity of stemmed and unstemmed leaf tobacco in their possession, E. Dana Durand, the Director of the Bureau, has the following to say:

The Act of Congress approved April 30, 1912, provides that the Director of the Census shall collect statistics of leaf tobacco from any manufacturer of tobacco who, "in the preceding calendar year, according to the returns to the Commissioner of Internal Revenue, manufactured more than fifty thousand pounds of tobacco, and every manufacturer of cigars who, during the preceding calendar year, manufactured more than two hundred and fifty thousand cigars, and every manufacturer of cigarettes who, during the preceding calendar year, manufactured more than one million cigarettes, and every dealer in or manufacturer of leaf tobacco who, on an average, during the preceding calendar year, had more than fifty thousand pounds in stock, at the ends of the four quarters of the preceding calendar year, shall, under oath, make written reports of the amounts held by them."

The Bureau of the Census has obtained from the records of the Bureau of Internal Revenue the names and addresses of practically all dealers and manufacturers of tobacco, and cigars and cigarettes, who are affected by this law, and in order to acquaint them with the provisions of the law, and also to obtain suggestions and criticisms of the forms that have been provided for the collection of the statistics, a sample schedule card, covering the data required by the law, has been distributed. This card requires each dealer and manufacturer to report the quantity of tobacco on hand October 1, 1912, provided it has been entered on his internal revenue books by that date. This arrangement for the report of tobacco entered for internal revenue purposes and not for the quantity owned was made in order to avoid the confusion that would arise in cases where tobacco is bought by the manufacturer and held subject to delivery in the warehouse of a broker. In such cases, if the tobacco has not been charged to the manufacturer for internal revenue entry, it will not be reported by him, but will be reported by the dealer or broker. However, all tobacco held in the United States bonded warehouses on October 1 and April 1 of each year should be reported.

Many manufacturers have limited warehouse facilities, and therefore carry a large quantity of their stock in the houses of their leaf dealers or brokers. Each of these leaf dealers or brokers who comes within the provisions of the law will receive a copy of the regular schedule card, and will be required to report all of the tobacco on hand October 1, 1912, that has been charged to them on their internal revenue books prior to and on that date. The internal revenue entry has been accepted as the line of demarcation, in the case of dealers, brokers and warehousemen in order to avoid the duplication that would arise if they reported all tobacco in their possession, otherwise it would be practically impossible to obtain accurate statistics. All of the dealers and manufacturers are familiar with the requirements of the Bureau of Internal Revenue, and keep books that enable them to make the reports required for internal revenue purposes. The Bureau of the Census has endeavored to conform its work to these requirements, and thus facilitate the preparation of the statistics.

The law provides that "in securing reports by types, the Director of the Census shall follow substantially the classification of general types as recognized and adopted by the Department of Agriculture." The types specified on the schedule card are substantially those used by the Department of Agriculture. Only a few modifications were made to conform with suggestions made by some manufacturers and dealers. It is believed that with but few exceptions it will cause very little inconvenience to furnish separate totals for the types specified. It is the desire of the Director of the Census to arrange the forms upon which the statistics will be collected so as to cause the dealers and manufacturers the least degree of inconvenience and with this end in view the schedule card directs that either the "marked weight" or the "actual weight" of the tobacco can be reported. A number of the dealers and manufacturers have contended that it would cause a hardship for them to be required to report the actual weight of all tobacco on hand October 1 and April 1. In such cases the marked weight will be accepted.

The regular schedule card, when corrected in conformity with the suggestions that are being received, will be mailed to the dealers and manufacturers with a proper letter of transmittal on or about September 17. This will be in conformity with the requirements of the law, which directs that the Director of the Census shall prepare appropriate blanks upon which such reports shall be made and shall send a copy of same to any person subject to make reports under this act, not more than fifteen nor less than ten days prior to the first days of October and April in each year, together with a written or printed demand that such person make the report required.

The law also requires that all persons subject to the provisions of the act shall, within ten days after the first of October and the first of April of each year, make written reports to the Director of the Census of the pounds of tobacco of each of the several types of tobacco owned by him as of the said dates, respectively. The law further directs that any person who fails to comply with these requirements shall be guilty of a misdemeanor, and upon conviction shall be fined not less than three hundred dollars or more than one thousand dollars.

The law also provides that the Director of the Census shall make a demand in writing by registered mail upon the persons who neglect to furnish the statistics within ten days after October 1 and then if such person shall fail to make such report within twenty days after such demand he shall be guilty of a misdemeanor and upon conviction shall be imprisoned for not more than six months in the discretion of the court.

A considerable number of dealers and manufacturers of tobacco store tobacco at different points throughout the country, this tobacco having been passed to their credit on their internal revenue books. While the names of all these various places were obtained from the records of the Bureau of Internal Revenue, it was impossible, in many instances, to identify the ownership, and therefore a preliminary circular has been sent to each dealer and manufacturer, requesting them to furnish the Bureau of the Census with a list of the names and locations of all places where leaf tobacco may be stored to their account for internal revenue purposes on October 1, 1912. The names furnished in reply to this schedule will be compared with the records thus far prepared in the office, and will assist in eliminating duplication in the statistics.

The statistics required by the Act of April 30, 1912, are very simple, and from the correspondence thus far had by the Census Bureau with dealers and manufacturers it is believed that the preparation of the data will cause very little inconvenience.

It is the intention to publish the statistics as soon as possible after October 1 and April 1 of each year so as to place in the hands of all persons interested authentic statistics of the stocks of leaf tobacco.

Maysville to Have Another Warehouse

All the stock has been subscribed in the new tobacco warehouse to be erected at Maysville, Ky. The principal stockholders are Louis T. Gaebke, John C. and James M. Raines. The capital stock so far is $10,000 and work on the building is now under way. It will be on Front Street from Poplar to Lexington Street.

Factory Jottings

The United Cigar Manufacturers' Company is said to be establishing a factory in Terre Hill, Pa. About 150 hands are to be employed at first.

A new cigar factory was opened in Jacksonville several weeks ago by A. Messing & Co. The concern will devote it's time to the manufacture of nickel cigars.

Gans Brothers, of New York City, makers of the "Gansbro" cigar, are opening a cigar factory at 127 Church Street, New Brunswick, N. J.

P. J. Gearing, who has a small plot of ground at 5 Melrose Avenue, Pittsburgh, is said to have the smallest plant and factory in the world. His land is about ten feet square and he uses a corner of his barn as a factory.

The cigar factory of Ruhe Brothers & Co., at 21-23 South Eighth Street, Allentown, Pa., has been completely remodeled. This is one of the oldest concerns in the city, being organized in 1856.

The Sanders County Cigar Factory, at Plains, Mont., has been acquired by Brill & Hall, cigar manufacturers.

William A. Riley has taken over the cigar manufacturing plant at Carthage, N. Y., formerly operated by Charles Irwin.

Arthur Kropp has opened a cigar factory on Ship Street, St. Joseph, Mich.

The P. H. Mayo Tobacco Company, of Richmond, Va., will shortly begin the construction of a new six-story annex to their present plant.

Dibrell Brothers, of Danville, Va., are erecting a re-drying plant which will cost about $10,000.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

STATE ROAD:—24,860. August 26, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Petre, Schmidt & Bergman, Philadelphia, Pa.

KRAVU:—24,861. August 26, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. John Philip Erwin, Perkasie, Pa.

EL JOPCICO:—24,862. August 26, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Joplin Cigar Company, Joplin, Mo.

THE SHEARON:—24,863. August 26, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. S. E. Shearon, Ottumwa, Iowa.

LA TONEDA:—24,864. August 27, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Klingenberg Brothers, New York.

PERE LOTI:—24,865. August 28, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Wm. Steiner, Sons & Company, New York.

EL PRINCIPE DE LA PAZ:—24,866. August 28, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Wm. Steiner, Sons & Company, New York.

KELSI BLUNTS:—24,867. August 29, 1912. For cigars, cigarettes, cheroots, chewing and smoking tobacco. The Salvador Suarez Company, Tampa, Fla.

MESSING'S SPECIAL:—24,868. August 29, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. A. Messing & Company, Jacksonville, Fla.

PRESIDENT MONROE:—24,869. August 29, 1912. For cigars, cigarettes, chewing and smoking tobacco. Moeller & Kolb, Chicago, Ill.

MALTOISIA:—24,870. August 30, 1912. For cigars, cigarettes, chewing and smoking tobacco. F. M. Howell & Company, Elmira, New York.

BON MARCHE:—24,871. August 30, 1912. For cigarettes, chewing and smoking tobacco. Agamemnon Poulos & Company, New York.

DIL KOOSHA:—24,872. August 30, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Ricardo James, New York.

QUEEN OF TAMPA:—24,873. August 31, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Leonardi, Hayman & Company, Tampa, Fla.

UNION NICKEL:—24,874. August 31, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Gottsegen Cigar Company, New York City.

LOCHINVAR:—24,875. August 31, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Company, Brooklyn, New York.

OWASSA:—24,876. August 31, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Company, New York.

ABUCANAVAH:—24,877. September 3, 1912. For cigars, cigarettes, chewing and smoking tobacco. W. J. Ambos, Detroit, Mich.

KASMO:—24,878. September 3, 1912. For cigars, cigarettes, chewing and smoking tobacco. Commerce Cigar Company, Kansas City, Mo.

PLATON:—24,879. September 3, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. James J. Gaston, New York.

PITTSBURGH ROTARIANS:—24,880. September 3, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. The Duquesne Cigar Company, Pittsburgh, Pa.

OJABA:—24,881. September 3, 1912. For cigars, cigarettes, chewing and smoking tobacco. W. J. Ambos, Detroit, Mich.

GINK AND DINK:—24,882 September 3, 1912. For cigars. H. C. Wireman, Hanover, Pa.

REGAS FERREOS:—24,883. September 4, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Agamemnon Poulos & Company, New York.

WEST PENN:—24,884. September 4, 1912. For cigars, cigarettes, cheroots, stogies, tobies, chewing and smoking tobacco and snuff. J. M. Ritchey, Connellsville, Pa.

MEDFORD GROCERY CO.'S BLUNTS:—24,885. September 4, 1912 For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Medford Grocery Co., Medford, Maryland

MEDFORD SPECIALS:—24,886. September 4, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Medford Grocery Co., Medford, Md.

ROYAL LILAC:—24,887. September 4, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Company, Brooklyn, New York.

OLE' HOUN':—24,888. September 4, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. F. M. Howell & Company, Elmira, New York.

QUEEN OF U. S. A.:—24,889. September 5, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. John Philip Erwin, Perkasie, Pa.

SIR GIOR:—24,890. September 5, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. John Philip Erwin, Perkasie, Pa.

NU TIP:—24,891. September 5, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. John Philip Erwin, Perkasie, Pa.

KING OF U. S. A.:—24,892. September 5, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. John Philip Erwin, Perkasie, Pa.

EL TYCO:—24,893. September 5, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. The Calvert Lithographing Company, Detroit, Mich.

QUALITY BLEND:—24,894. September 6, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Company, Brooklyn, New York.

SPECIAL MIXTURE:—24,895. September 6, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Co., Brooklyn, New York.

SELECT BLEND:—24,896. September 6, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Co., Brooklyn, New York.

KE-WA-BA.—24,897. September 6, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York.

FLOR DE MOSS KIDS:—24,898. September 7, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. S. R. Moss Cigar Co., Lancaster, Pa.

GREATER PHILADELPHIA:—24,899. September 7, 1912. For cigars, cigarettes, cherots, stogies, chewing and smoking tobacco. Jacob Fischer, Philadelphia, Pa.

FACTORY No. 38:—24,900. September 9, 1912. For cigars, cigarettes, chewing and smoking tobacco. Fred M. Vlack, Sandwich, Ill.

CERTIFIED HAVANA CIGAR:—24,901. September 9, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York.

LA VARA:—24,902. September 9, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Kaufman, Pasbach & Voice, New York.

GOOD TITLE.—24,903. September 9, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Co., Brooklyn, New York.

DEVOSIA:—24,904. September 9, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Geo. C. Knight, Chicago, Ill.

EL BELLO:—24,905. September 9, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Chas. M. Yetter & Co., Reading, Pa.

GARRISON-TICHENOR CO.'S G. & T. NICKEL CIGAR:—24,906. September 9, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Garrison-Tichenor Co., St. Louis, Mo.

TRANSFERS.

ZENOBIA:—22,590. July 6, 1911. For cigars. Emery Bemis, Boston, Mass. Transferred September 6, 1912, to Carl Vyth, Boston, Mass.

CORRECTIONS.

DR. LAUTMAN'S:—24,742. August 5, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Cores-Martinez Co., Philadelphia, Pa.

CENANNO. The corrected form is **GANUNNO:—24,830.** August 23, 1912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. John Philip Erwin, Perkasie, Pa.

CANCELLATION.

ARDENIA:—24,790. August 14, 1912. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Company, Brooklyn, New York. Has been cancelled.

Large Cigar Importers and Exporters of the World

In Answer to Many Inquiries, a List of Most Prominent Business Houses is Given

FROM time to time THE TOBACCO WORLD has had inquiries for a list of the large cigar exporters and importers of foreign countries. We have supplied this information to many, but for the benefit of others who possibly are also interested we publish the list, which is as follows:

UNITED KINGDOM.

London—Salmon & Gluckstein, Ltd.
Liverpool—Salmon & Gluckstein, Ltd.
Glasgow—J. F. Balharrie, 20 Renfield Street; J. Hosie, 21 Candleriggs.
Edinburgh—Thomson & Porteous, Leith Street; D. Simpson, Ltd., 48 North Bridge.
Birmingham—Salmon & Gluckstein, Ltd.
Chester—G. Way & Son, Eastgate Street.
Dublin—J. J. Fox & Co., 119 Grafton Street; Kapp & Peterson, 117 Grafton Street; The Junior Army and Navy Stores, D'Olier St.

BERMUDA.

Hamilton—R. Darrell & Co.; John A. P. Pitt & Co.

BRITISH WEST INDIES.

Barbadoes—F. Norman Roach & Co.
Trinidad—Geo. F. Huggins & Co.

NEWFOUNDLAND.

St. Johns—Jas. P. Cash; Bowring Brothers.

NEW ZEALAND

Auckland—H. E. Partridge & Co., Ltd., 204 Queen Street.
Wellington—R. Arnit, 290 Lambton Quay; G. Aldous, 206 Lambton Quay.
Christchurch—J. Eslick, 720 Colombo Street.
Dunedin—S. Jacobs, 126 Princess Street; G. Moody & Co., 178 Princess Street.

AUSTRALIA.

Sydney, New South Wales—Mick Simmons.
Melbourne, Victoria—G. Damman & Co., Collins Street.
Brisbane, Queensland—Nesbit & Black, Queen Street.
Adelaide, South Australia—W. Cornell & Co., Rundle Street.
Perth, West Australia—Saunders & Nathan.
Kalgoorlie, West Australia—Saunders & Nathan.
Freemantle, West Australia—Saunders & Nathan.

BELGIUM.

Antwerp—Th. Frank, Quai Van Dyck, 32; F. Sluyters & Co., Avenue de Keyser, 2.
Brussels—Mme. Brodie, 16 Rue Berckmans; A. Eymael & Co., 53 Avenue de Toison d'Or; A. Eymael & Co., Boulevard du Nord; A. Eymael & Co., 1 and 3 Passage du Nord; F. Sluyters & Co., 11 Avenue Louise.
Ostende—F. Sluyters & Co., Place d'Armes 1 bis; F. Sluyters & Co., Boulevard Van Iseghem, 85.

HOLLAND.

Amsterdam—J. N. Cardozo, Stadhouderskade, 122; J. N. Cardozo, St. Antoniebreestraat, 79; J. N. Cardozo, Warmoesstraat, 185; J. N. Cardozo, Sarphatipark, 38.
Rotterdam—J. N. Cardozo, Hoofdsteeg, 11; H. W. Verschuur-Fukken, Scheepstimmermanslaan, 377.
Denhaag—Jos. Coerten, 2e Wagenstraat, 107.
Haarlem—S. Bertram firma Wed. Kruseman, Groote, Houtstraat, 12; J. N. Cardozo, Kruisweg, 70.

NORWAY.

Christiania—Peter N. Myhre and Thor. Larsen.
Bergen—H. A. Thomassen, "The Smoker Supply."
Trondhjem—Harold O. Hauger and Sverre Oyen.
Stavanger—Arnt Aononsen.

GERMANY.

Berlin—Steinert & Pietroviez, Friedrichstrasse, 249.
Hamburg—Ha-Ci-Fa, Hamburger Cigarren Fabriken; Emil Wolsdorff.
Leipzig—H. Pressler, Grimmaische Str. 16.
Dresden—L. Wolf, Fürstenstr. 70.
Munchen—Gust. Rennert, Kaiserstr. 3.
Bremen—M. Niemeyer, Alte Wall, 29.
Strassburg—Otto Beyer, An den Gewerbslauben, 46.
Kiel—Franz Kühl, Falckstrasse, 2.
Wiesbaden—J. C. Roth, Wilhelmstrasse, 54.
Wurzburg—C. A. Veniino's Erben.

DENMARK.

Copenhagen—A. M. Hirschsprung & Sonner, Ostergade 6; W. O. Larsen, Amagertory 9; Wilhelm Jorgensen, Ostergade 61; N. C. Nielsen, Nygade 4; Johs. Osborne, Bredgade 45; Richard Faber, Vesterbrogade 82.
Aalborg—Thomas Johansen, Norregade 23.
Aarhus—Sct. Clamenstory.
Esbjerg—P. C. Ducholm, Kongensgade 41.
Odense—Carl Ferniss, Vestergade 16.
Horsens—Hilmar Hansen, Jessensgade 14.
Helsinger—Carl Dahm, Stengade 6.

EGYPT.

Cairo—Roberts, Huges & Co., Sharia Kasr el Nil; Maspero Freres, Ltd., Sharia Kamel, Sharia Kasr el Nil; M. Palomba & Co., Opera Square; Walker & Meimarachi, Ltd., Sharia Kasr el Nil.
Alexandria—Walker & Meimarachi, Ltd., Rue de l'Ancienne Bourse; Roberts, Hughes & Co., Rue Sesostris; African Cigarette Co., Ltd., Boulevard de Ramleh.
Port Said—African Cigarettes Co., Ltd., Rue du Commerce.

SWEDEN.

Stockholm—Schmidt & Co., Gustaf Adolfs torg 20; E. G. Tjäder & Son, Malmtorgsgatan 6.
Goteborg—J. A. Broberg, O. Hamngatan 10; Axel Stiberg & Co., Lilla Nygatan 2.
Malmo—A. Letterstedt & Son, Sodergaten 16.

CHINA

Shanghai—Henry Arnold & Co.; Tabaqueria Filipina, Nanking Road; Wing Tai & Co., Honon Road; Astor House Hotel.
Tientsin—Hirsbrunner & Co.; Tientsin Tobacco Co.
Peking—Kieroff & Co.; Hotel des Wagon-Lits.
Chefoo—Sietas & Co.
Tsingtau—L. W. F. Sing Tai & Co.
Hankow—Tabaqueria Filipina.

CHINA.

Hong Jong—Kruse & Co., Hotel Mansions; Hong Kong Dispensary (A. S. Watson & Co., Ltd.), Alexander Buildings; Victoria Dispensary, 18 Queen's Road, Central; Watkins, Ltd., Queen's Road, Central; Lane, Crawford & Co., Ltd., Chater Road.

STRAIT SETTLEMENTS.

Singapore, S. S.—John Little & Co., Ltd.; Robertson & Co.
Penang, S. S.—Pritchard & Co.; Goon Yen and Friends.

FEDERATED MALAY STATES.

Serembam, F. M. S.—Lee Kee & Co.
Kwala Lumpor, F. M. S.—Chow Kit & Co.; John Little & Co., Ltd.
Ipoh, F. M. S.—Teik Chin Co., Ltd.
Taipeng, F. M. S.—Taik Ho & Co.

SIAM.

Bangkok—Oriental Store; H. A. Badman & Co.
Rangoon—E. Solomon & Sons.
Mandalay—The Rangoon-Mandalay Trading Co.
Moulmain—Carstens & Co.

INDIA.

Karachi—Hajee Dassul & Sons.
Bombay—H. Aderji.
Calcutta—Child & Co.
Madras—Spener & Co.

FINLAND.

Helsingfors—Havannamagasinet, Norra Esplanadgatan 39.
Uleaborg—O. Lampa.
Abo—Hollandska Ciggarraffarev.
Tammerfors—Tupakkakauppa "Havanna."
Viborg—Jansen Joost & Co., Torkelsgatan 6.

CHILE.

Valparaiso—Braden Copper Company; Alejandro Tornquist.

MEXICO.

City of Mexico—Cortina Hermanos.
Cananea Sonora—Cananea Consolidated Copper Mining Company.

REPUBLIC OF PANAMA.

Bocas del Toro—United Fruit Company.
Colon—P. Canavaggio; Vibert & Dixon; Irvin & Thomas.
Panama—P. Canavaggio.

PERU.

Lima—Compania Nacional de Recaudacion.

COSTA RICA.

San José——Herman & Zeledon; Jorge Hine.

JAVA.

Batavia—Ant. Justman Tabak Mij.

Retail Trade Items

The cigar store of Rosa Notti, Spokane, Wash., has been destroyed by fire.

A. P. Ford is about to begin the rebuilding of a tobacco factory recently burned at Mayfield, Ky.

A. B. Rogers has succeeded to the cigar business of Rogers & Krausch, Bothell, Wash.

S. L. & F. H. Mishler, Los Angeles, Cal., have disposed of their cigar business to F. Olson.

A new cigar store is shortly to be opened on West Market Street, Corning, N. Y., by Allyn F. Shumway.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker

18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio

FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H.ADLER, 304 - 306 E. 48st., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Company, 713 First Avenue, New York. 6-1-ch

JOBBERS' OPPORTUNITY

To let us bid on your requirements. We manufacture the best high-grade cigars for the jobbing trade, and should like to prove this claim by submitting samples to interested jobbers. We can protect you on the Lux, Sunset, Peale, Yankee Baron, John La Farge, Factory Bouquet, El Sobrano, Sweetheart and other exceptional good labels.

W. U. BLESSING & CO., Hellam, Pa.

WANTED—Distributors for Sen Auben Hand-Made Segars, Conchas, Londres and Blunts. Twenty-two years' run. For further information write S. H. Durstein, Wilmington, Del. 6-15-e.

THE D. & K. CIGAR CO., Dallastown, Pa., informs the trade that they make a complete line of high-grade cigars. Samples on application. 9-1-c

For Sale.

FOR SALE

HAVANA

Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

ADVERTISER has 15,000 Key West cigars for sale under factory prices. Was factory agent. Gone out of business. Great opportunity for jobber in Key West goods. Address Box H. The Tobacco World.

HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York. tf

FOR SALE—I have seven hundred cases Zimmer Wrappers, B's, repacked natural sweat, 1911 crop. Price right. Correspondence solicited. C. C. Ehrhart, Versailles, O. 9-1-r

TAMPA-MADE GOODS—Do you want a trade-getter, a trade-builder, and a trade-keeper, then get "Falrico," a long combination Havana filler cigar, five inches long, retailing for five cents. Goods guaranteed to be as represented or money will be cheerfully refunded if already paid for. Credit given to responsible parties. Address Falrico Cigar Co., P. O. Box No. 761, Tampa, Fla. 9-1-c

FOR SALE
1 Pease Cutter No. 2
1 Day Mixer No. B
1 Vibrating Sieve No. 50
1 Simpson Eccentric Grinding Mill No. 2
2 Safety Clutches
1 Packer and Weighing Machine Combined.
All the above in first-class condition.
Address: L. J., Room 44,
70 Fifth Avenue, New York.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1_tf

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

Help Wanted.

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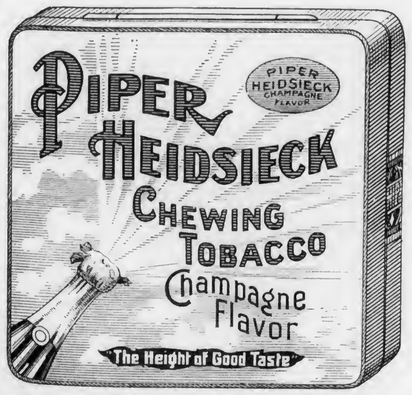

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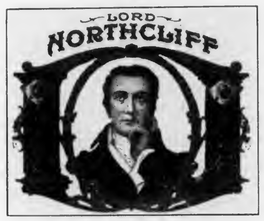

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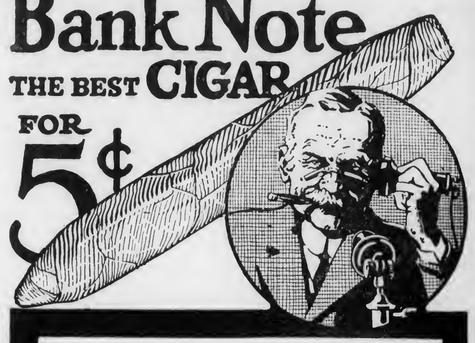

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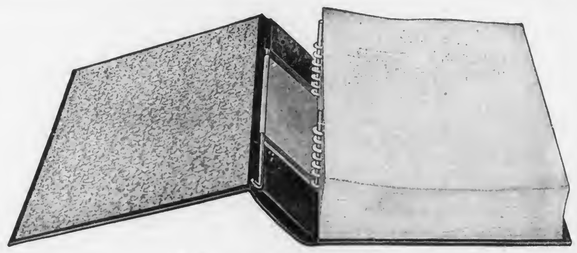

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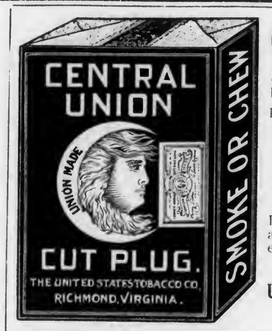

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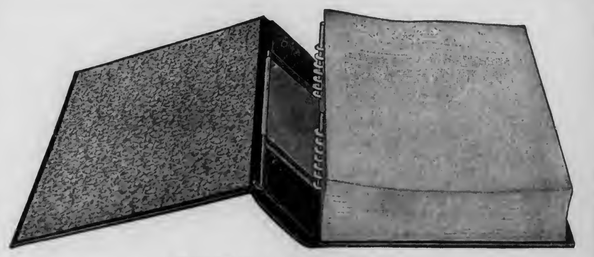

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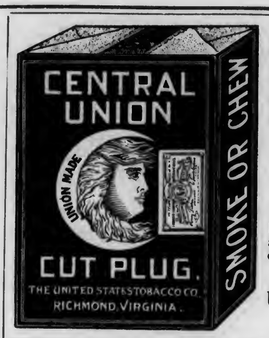

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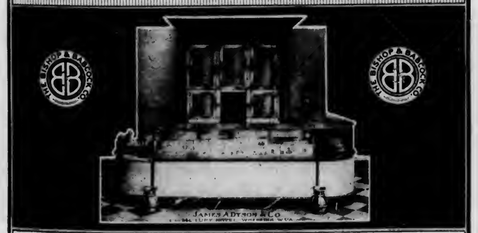

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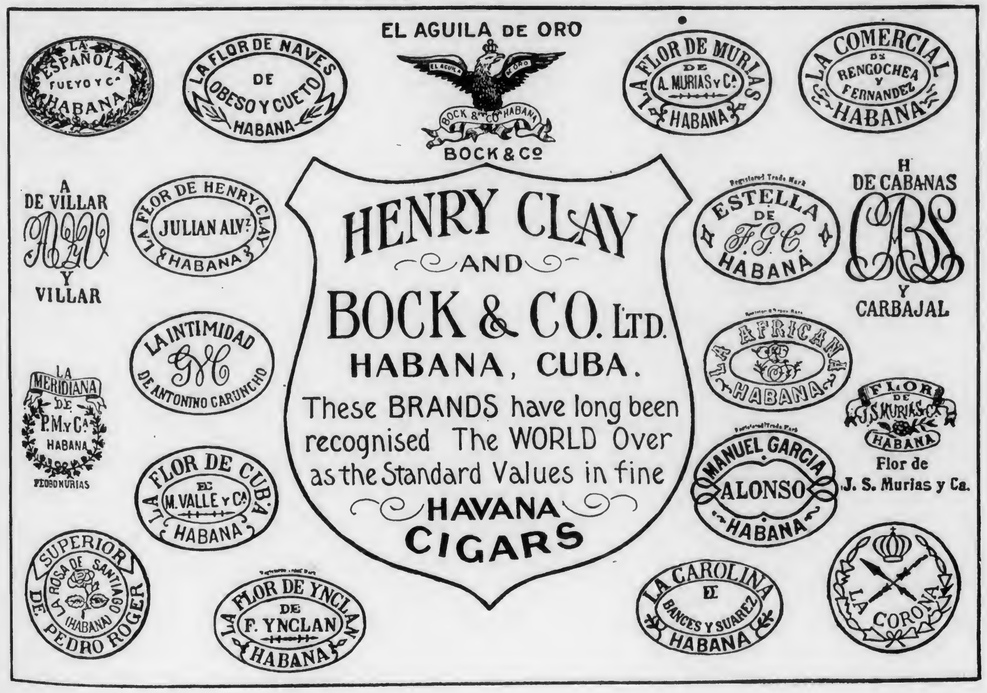

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Kings Club
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Our Tampa Clear Havana Leader
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The **King's Club** is our leader, and it has made good wherever introduced. It lends class and distinction to the stock of every dealer who handles it. If you have not got the **King's Club** on sale, stock a few sizes and then watch results.

Las Primas Manila Factory

Manila Cigars have been steadily coming to the front in the trade throughout the United States during the past few years, and after a careful investigation of the merits of the different manufacturers in the Philippines, we have secured the exclusive control of the product of Las Primas Factory. We carry these goods, retailing from five cents straight to three for a quarter.

We have the goods that win and hold the high-class trade

THE CUBA CIGAR COMPANY, 3 Park Row, New York

Latest, Best in Cigar Lighter and Cutter Combination

No Batteries
No Current
No Alcohol
No Coal Oil or Gas
No Wearing Out
No Globes to Break

As simple as striking a match. Cost of operation less than 2c. a month. Find out how it is done and get illustration of other styles of this article from

THE BRUNHOFF MFG. CO., Cincinnati, O.
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COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North **New York, N. Y.**

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
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Made from the finest selection of Cuban Leaf by skilled workmen

GROMMES & ELSON
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HAVANA CIGARS

Highest Quality
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T&O COMPANY MAKERS

MISKO

5c. CIGAR

MADE BY HAND---MADE BY MEN
"A Top Notcher"

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

BARON DEKALB SEGAR

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bulldog by

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World Famous Gold Medal Brands

"Diligencia"
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LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

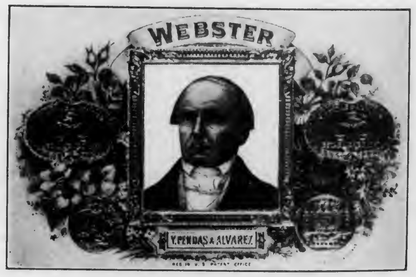
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, OBTOBER 1, 1912. No. 19.

Enormous New Cigarette Combine Said to Have Been Formed in New York

Investigation Discloses That Aside From Acquisition of Controlling Interest in Surbrug Company, Nothing Definite Has Been Accomplished---Independents Deny Being Purchased

THE press of the country has been flooded during the past two weeks with press dispatches, more or less authentic, concerning the formation of a new $50,000,000 corporation, to be known as the Tobacco Products Corporation, which has intended to absorb several prominent independents and become at once a tremendous competitive factor with the American Tobacco Company, Liggett & Myers and P. Lorillard & Co. in the cigarette business.

Options on certain factories running until October 15, have been obtained by the interests behind the merger, according to J. D. White, of White & Case, New York, the legal advisers for the new combine.

Mr. White recently confirmed the report that Daniel G. Reid, of the Rock Island, was behind the new syndicate. The new company will be incorporated this week, although the place for incorporation has not been decided.

The first big blast concerning this combination came from an article printed in the "Evening Telegram" of New York on the 21st ult. This article stated that Daniel G. Reid, chairman of the Board of Directors of the Rock Island Railroad, and himself a member of the Morgan group of financiers, was back of the new Tobacco Products Corporation, and that the company would have $30,000,000 common stock and $20,000,000 preferred stock. This announcement followed an authentic notice of the sale of the controlling interest in the Surbrug Company to William H. Butler, formerly of the Butler & Butler Co., who manufactured "Pall Mall" cigarettes, and who were absorbed from the American Tobacco Company.

The Surbrug Deal.

The representative of THE TOBACCO WORLD called on Mr. Surbrug, of the Surbrug Company, whose factory is at Fourth and Jefferson Streets, Hoboken. He explained the sale of his company's stock as follows:

That the Surbrug Company was a New Jersey corporation, capitalized at $500,000, and that William H. Butler had purchased all the remaining treasury stock of the company which had not previously been issued, and that this stock gave him a majority interest in the concern. Mr. Butler thereupon became chairman of the Board of Directors of the company, while John W. Surbrug remained president, and Walter H. Jones, secretary and treasurer. This move was acceptable to Mr. Surbrug, as he stated for these reasons, namely:

That it was necessary for the company to have additional capital with which to exploit some of their brands, and it was necessary for them to become more aggressive in the field because several of the great tobacco corporations had put new brands on the market and were pushing them very vigorously. His company was by no means in any financial difficulties, and the sale was purely considered a good business move.

The principal brands manufactured by the concern are "Milo" cigarettes and "Arcadia" and "Zig Zag" smoking mix-

Continued on page 15

Wide-spread Strike of Cigar Makers Threatens Entire Philippine Industry

Twelve Hundred Workers Walk Out and 14,000 Others Expected to Follow—Enforcing New Registration Law of Operators Causes Trouble

MANILA, P. I., September 24.

THE Philippine cigar industry at this writing is menaced by a widespread strike. Six hundred of the higher grade workers and 1200 other workers have walked out and have threatened a strike which would involve more than 14,000 operatives in the Island. The walkout was orderly, but it is feared that trouble will arise before long, as the cigarmakers appear to be determined to win. The authorities state that they are not expecting any violence, but nevertheless they are taking every precaution to safeguard the different plants.

The main cause of the agitation is the enforcement of the registration law, against which the workers strongly protest. The government, through the Secretary of Finance, the Bureau of Internal Revenue and the factory owners' conference with the unions, has endeavored for several weeks to demonstrate to the workers the advantages and protection of registration, but the professional agitators and labor bosses have frustrated the government's efforts, owing to their complete control of the ignorant and easily led native operatives.

The heads of the cigar trade declared that the general tie-up, which will be inaugurated Wednesday, September 25th, will not become serious for a month at least, owing to the large stocks of cigars which are now available for trade.

W. T. Nolting, Collector of Internal Revenue at Manila, states that the law for the registration of all the cigarmakers has never been enforced, and it is believed that it would be beneficial to the cigarmakers as well as the cigar manufacturers, to have a register of all the cigarmakers.

The result of the registration would show what class of work the cigarmaker is working on or has worked on, and the manufacturer would have the benefit of the knowledge, the same as the cigarmakers' unions which are organized in the United States and whose work is inspected by the officials of those organizations as well as by internal revenue inspectors.

The regulations have been published in the form of a circular by the Department of Finance and Justice through the Bureau of Internal Revenue, and are addressed to all provincial treasurers and internal revenue agents. The circular reads in part:

1. Paragraph 11 of section 68 of Act No. 1189 provides: "That every person who is employed to make cigars for others, either for pay, upon commission, or shares, or otherwise, from material furnished by others shall be regarded as a cigarmaker and not as a manufacturer of cigars, and every cigarmaker shall cause his or her name and residence to be registered, without previous demand, with the provincial treasurer of the province within which the cigarmaker shall be employed.

2. On and after October 1, 1912, the above quoted provisions of the Internal Revenue Law will be strictly enforced by this office.

3. The following rules and regulations shall govern the registration of cigarmakers and apprentice cigarmakers:

(a) In order to facilitate the initial registration of cigarmakers and apprentice cigarmakers under these regulations the owner or manager of each registered cigar factory shall on September 20, 1912, transmit to the Provincial Treasurer (in Manila to the Collector of Internal Revenue) a complete certified list of cigarmakers and apprentice cigarmakers in his employ on that date.

Continued on page 14

SHOULD THE SHOW WINDOW BE SOLD?

Scheme to Charge Cigar Manufacturers and Others for Use of Chicago Drug Store Windows Arouses Renewed Discussion

By James M. Fordyce

THE proposed scheme to have the retail drug stores of Chicago combine in a window display syndicate is certainly unique. According to a report they are to charge a rental for their windows, which will average $7 per week for each store. By this method the syndicate states that it can put a brand of cigars in 500 places in short order.

One of the first cigars to be pushed in that city as an experiment of this plan was a brand manufactured by a large factory in Lancaster, Pa. Reports state that this cigar has taken a good hold there. This may be due in great part to the window advertising which the syndicate has given it. Or it may be due more to the up-to-date methods of selling and the merits of the cigar itself.

This syndicate plan of advertising, it is said, will cost the manufacturer approximately $3500 a week. In return for this, he will receive each dealer's co-operation in that he will dress the window in any way desired and will feature the cigar during the week in which it is being displayed.

The manufacturer has many expenses nowadays, and it is problematical whether this scheme will make a hit with him, and especially since he has never paid for window display space. In his desire to boom business and have as many displays as possible, is it not likely that the drug store man will forget the cigar as soon as the brand is out of the window, a case of, "Off with the old and on with the new?" Furthermore, what will the returns be in a week of rainy, unseasonable weather, when no one tarries on the street to watch the windows. And will it cost the manufacturer $3500 every time he wants to repeat his display?

We are inclined to think that this method of advertising is likely to fall flat. The manufacturer already has too many places to put his loose change—entirely too many outlets—and this latest one may be the straw that breaks the camel's back. Yet these same factory men are continually looking for something new, and the mere fact that the expense will be so large may convince some of them that the plan necessarily is a good one. At any rate, if the projected syndicate gets to going, it will be watched with interest by retailers everywhere.

This is one side of this question which will bear a little discussion. Retailers are often heard to make the complaint that many manufacturers use their windows to boost their brands, while they (the retailers) receive no benefit from it. They claim that the man who makes the goods is reaping the profits and, therefore, he should pay for it. And many of these same retailers belong to that army which allows the dust and spider webs to collect in the window, so that it resembles an antique shop. These men have no right to complain whatsoever—they are the kind that need taking care of.

On the other hand, the man who puts some thought on his window, the one who realizes its value and makes an intelligent effort to benefit by it, rarely registers this kick. He is usually in a receptive mood when a manufacturer approaches him, and is willing to co-operate with him in pushing his goods This may seem strange, but it is a fact.

The one and only solution to this problem will be reached when the manufacturer and retailer get together and work in harmony, not being at loggerheads most of the time. The retailer should realize that in assisting the manufacturer to display his goods, he is helping himself to increased profits. Unless he assists the factory man, he is nothing more than a very unimportant unit in the system, a distributor for the maker of the goods. He should not take the stand-offish attitude that so many do—lean back on their oars and expect the manufacturers to do all the work—and then expect them to also pay them for their window space. At least not in the manner some appear to expect it.

When a retailer assumes this stand—and refuses to do his part—he will before very long fall to the fact that there are many other dealers—in the same town, perhaps not far away, who are willing to be more than distributors—men who can mold the minds of their customers in a fashion and who have an influence in the sales.

Look around you and you will see many such. They are the big men. And they are big because they have done their part—perhaps much more than was expected of them.

Manila Strike Threatens Industry

Continued from page 13

The list to be submitted as provided for herein shall be on a form provided by the Collector of Internal Revenue and shall contain the following information: the name of each employee in full; date of original employment; his or her present residence; age; sex; number of 1912 cedula if employee is a male.

(b) On receipt of the list required in sub-section (a), the Collector of Internal Revenue will issue a certificate of registration to each cigarmaker and apprentice cigarmaker certified to as such on list submitted. The cigarmaker's certificate shall be in the form of a booklet, on the inside front cover of which shall appear the certificate proper, which shall set forth the fact that the holder has been certified as a qualified cigarmaker by the factory in which he is then employed, and all other information required in sub-section (a) hereof. The balance of the booklet shall be so ruled as to enable the keeping of a consolidated, continuous service record of the periods of employment of the holder and show the following: date of employment, name of the factory by which employed, signature of the owner or manager, and the date of leaving the employ of the factory.

The apprentice cigarmaker's certificate shall state that the holder has been certified as an apprentice in a given factory, and shall have appended thereto a certificate in blank to be filled out and signed by the owner or manager of the factory upon the expiration of the period of apprenticeship. Upon the termination of the period of apprenticeship the certificate must be presented to the Collector of the Internal Revenue for cancellation and issuance of the regular qualified cigarmaker's certificate.

(c) Any qualified cigarmaker or apprentice cigarmaker not employed by any manufacturer on October 1, 1912, may be registered at any subsequent date upon the presentation of a certificate from the owner or manager of any registered cigar factory, stating the fact that he is a qualified cigarmaker, or is entering the employ of the factory as an apprentice, as the case may be.

(d) The certificates of registration prescribed in sub-section (b) of this section shall be kept by the manufacturers employing the persons to whom same are issued during the period such persons are in the employ of the factory, and shall be open to inspection at all times by any internal revenue officer; and when a holder of a certificate leaves the employ of a factory his employer shall return the certificate to him, with the prescribed service record duly accomplished. At the time of issuance of a cigarmaker's certificate of registration, either to a qualified cigarmaker who has not been previously registered, or to a cigarmaker who has just completed his term of apprenticeship, the manufacturer employing said cigarmaker shall fill out the first line of the service record, with the exception of the last column, which shall be left blank until such time as the cigarmaker leaves the employ of the factory.

(e) On Tuesday of each week every manufacturer shall submit a report to the Collector of Internal Revenue giving the following data relative to any cigarmaker or apprentice cigarmaker who may have entered or left the employ of the factory during the last preceding week: Name of employee, number of certificate, and date of entry or leaving, as the case may be. In case there have been no changes during the week reported the words "no changes" will be written across the face of the report and the report then submitted.

Office form prescribed above will be serially numbered in duplicate before being issued to a manufacturer. The original shall be submitted to the Collector of Internal Revenue and the duplicate retained by the manufacturer.

Cigarette Combine Said to be Forming

Continued from page 13

tures. The business of the concern is being continued and the factory working full time, just as though there had been no changes whatever.

As to what the intentions of the new purchaser were Mr. Surbrug disclaimed any knowledge, and he didn't know whether his concern was to be included in the Tobacco Products Corporation or not.

The Surbrug Company is said to manufacture about 250,000,000 cigarettes a year, in addition to a large amount of smoking tobacco. Its outstanding capital stock is $200,000 common and $100,000 7 per cent. preferred. Dividends on the common have been paid for several years at the rate of 6 per cent. and in some years at 8 per cent.

The Butlers have been out of the cigarette field since they sold out to the American Tobacco Company, as there was an agreement made at that time that the former manufacturers would not again engage in business. The Circuit Court in this city, however, lately ruled that any such provision was in restraint of trade, and hence the abrogation of the contract by the Butlers.

This ruling has made possible the taking into the new company of a number of practical tobacco men who were previously identified with concerns which sold out to the American Tobacco Company between 1900 and 1910.

Independents Make Denials.

Inquiry by "World" representatives at the headquarters of Schinasi Brothers on West One Hundredth Street, New York, brought forth formal denial to the effect that they were interested in any way in the new combination. They furnished the trade press with the appended: "We, the undersigned, wish to emphatically deny that we are in any way connected with any corporation. We are strictly an independent firm, and any reports to the contrary are unfounded. Respectfully yours, Schinasi Brothers, manufacturers of the 'Natural' and 'Egyptian Prettiest' cigarettes."

Philip Morris & Co., through their secretary F. S. Lucey, state that they were not in any wise interested in the new combination, and a similar denial has been issued by the Nestor Company, of Boston; by M. Melachrino & Co., who are at present reported to be forming a private corporation of their own for the perpetuation of the individual business, by E. A. Condax & Co., through Mr. Paul Condax, and by Stephano Brothers, of Philadelphia, the manufacturers of "Rameses" cigarettes.

Reid Expected Home.

Inquiry from intimate sources in Wall Street failed to disclose any pertinent facts concerning the new corporation, and as a matter of fact two or three of the leading financiers, who are very close to D. G. Reid, state emphatically that they have no knowledge what his plans might be.

Mr. Reid sailed from England on the Kron Prinzessin Cecile on Wednesday, September 28th, and should reach New York today or tomorrow, when further authentic information will probably be issued.

One person connected with the proposed new corporation said yesterday:

"I think the success of the new company is assured. There are few who realize, with all the talk about the tobacco trust, just how many independent firms are putting out various forms of tobacco. By taking over these companies we are assured of securing a number of brands of a very valuable character. Of course, it will take some time to complete the arrangements, but we have secured options on enough companies to make certain a good start.

"All efforts will be made toward building up a big tobacco business. We are not talking about competing with any companies or fighting any of the present tobacco concerns. That is because we feel that there is room in this country for another tobacco company and that the consumers can support a company manufacturing all grades of tobacco goods."

The United Cigar Stores Company is expected to be greatly benefited through the formation of this new concern, although in just what way the officials will not say. It is understood, however, that the two concerns will work in harmony, the United handling the products of the new company.

Cigar Makers Argue New Principle of Expansion

Efforts Being Made to Induce Other Branches of Trade to Join International Union—Adopting New Constitution

BALTIMORE, September 25.

THE twenty-second convention of the Cigarmakers' International Union of America, which has been in session in this city since September 16th, has occupied most of its time in routine business. This week the delegates have been voting upon and adopting a new constitution, taking it section by section. There have been some heated arguments, but the work is going along in a satisfactory manner.

In his report, delivered the first day, President Perkins stated that of the 110,000 cigarmakers in the country about 45,000 are in the union. He gave many figures to prove the steady growth of the body, even through the business depression of 1907, which increase he attributed to the system of high dues and the various benefits.

One matter he dwelled upon at great length was the question of the union label. He quoted instances where he alleged the union-made cigar was discriminated against. He presented figures to show that the number of union labels issued in the last eleven years since 1901, the date of the last complete report, averaged 28,901,422 annually, compared with an annual average of 18,308,680 in the five-year period previous to 1901, indicating an average yearly increase of 10,592,742 since 1901.

Samuel Gompers, President of the American Federation of Labor, was one of the delegates from New York, he being a cigarmaker by trade. He was appointed on the Committee on Resolutions, which will attend to the matter of increasing the membership.

The subject which will probably receive the most attention and perhaps will provoke the most discussion, is the new principle of expansion. Heretofore the cigarmakers have stood aloof from other branches of the trade. This has been a palpable mistake in the estimation of many of the most prominent delegates, and when this matter is taken up tomorrow it will in all likelihood cause a stir. The idea is also to include stemmers, strippers, etc., in the membership. They have not been eligible previous to this. A committee of stogie makers from the Stogie Makers' League, Wheeling, W. Va., will be received tomorrow, and efforts be made to have them amalgamate with the International Union.

Means of organizing the women cigarmakers were also discussed. Delegates pointed out that women were being employed more and more in the business and that they should be urged to join. This movement has received some opposition from different quarters, where the women claim that they were never considered until the cigarmakers feared the growth of female labor.

This is the first convention that the cigarmakers have had in sixteen years, and the sessions will continue until October 5th, for the many matters of importance which have come up are receiving careful attention.

A fire recently in the Paterson factory of the American Cigar Company caused a loss of about $1,000. All of the 400 employees of the establishment were in the street within two minutes after the alarm of fire was sounded.

PROBLEMS of the RETAILER

RETAIL KINKLES

Plans Used Successfully by Thinking Retailers to Improve Their Business. . . . .

A Cleveland (Ohio) retailer who was forced to give up a corner-stand which he occupied for many years, because of the erection of a new building, on the site, moved to the opposite side of the street in temporary quarters and put up the following sign: "The right store on the wrong side of the street." The sign was emblazoned in red letters on a white background and extended across the entire front of the new quarters. Customers looking for the new location could not fail to see the big red sign across the street and as a result this store has been holding its trade, pending the erection of the new building. When the proprietor moves back he ought to show a sign "The right store in the right place."

The Right Store on The Wrong Side

The retailer is none other than M. Gluckman, one of Cleveland's oldest and best known cigar distributors.

The Voegeli Drug Company of Minneapolis have adopted a unique selling scheme which goes a step farther than ordinary price cutting methods in vogue in so many drug store cigar stands to-day. On Saturdays, they conduct a one-cent special sale, which means that one cent added to the regular cost of a cigar will give you two cigars instead of one.

Two Cigars For The Price of One—Plus

For instance: A cigar selling regularly for 10c. will be sold on Saturday at the rate of two for 11c. Just where the drug company gets off on this scheme it is difficult to say. The cheapest standard 10c. cigars cannot be bought for less than 5½c. apiece and to sell two for 11c. is simply exchanging goods for money.

On 5c. brands, two cigars sold for 6c., the store is apt to lose money on each sale.

In trade letters and sales talks, the makers and the jobbers of exclusive or superior lines are often tempted to use the "steam-roller" argument. They are inclined to tell unresponsive dealers that unless this opportunity to put in their line is accepted with docile alacrity, the rival store will be given the whole strength of the line, with such prestige, sales helps and the like, as will make it the leading establishment of the town.

Forcing The Retailer Proves a Boomerang

But the dealers may have a far better perspective on the local situation than the maker's or the jobber's man. They may see at once that the "steam roller" is an over-valuation of one item. And they are sure to have a spark of independence that will not allow them to push a line which they have been forced to stock.

There are two rival brands of cigars in hot contest for a certain southern market. One is made by a home manufacturer who builds his local campaigns upon that fact. It is extensively advertised and has a distinctive merit that is valuable. But a salesman for an eastern cigar found an easy customer in one town near this manufacturer and after securing the order, fell into intimate conversation with his dealer.

"I want you to keep me on your list for every possible sales help," said the dealer. "I'm out to beat the—— (he named the rival brand). Their salesman came in here and said if I didn't take his line he would make the grass grow in the street before my store.

"Of course I know that he has a good cigar, and that he had to find a representative for it in town or lose his job. But I figure that when any one line is important enough to run my whole business, it's time for me to step down and out. And I don't intend to do that for a while yet."

A New York firm which advertises extensively by means of slides in motion picture theatres, checks up its advertising twice each week by telegraph messenger boys throughout the country. Each local manager gives a messenger admission fees for the shows to be visited and a blank postal card report. This report shows the number of times a slide was exhibited at a performance, whether it was cracked, thumb-marked or upside down and if any slide advertising of similar products was shown, also whether the slide was shown long enough to be read.

Checks Motion Picture Advertising

Showing the goods is what sells them. The more you show the more you sell.

Window Bulletin Suggestions

AFTER THE CURTAIN DROPS

and you are looking for the finishing touch to a pleasurable evening, drop in and burn up a ———— cigar. They're short, but sweet, and

ONLY 5 CENTS.

THAT REMINDS ME

that the ———— cigar is the best value in town. It represents the top notch of perfection in a nickel smoke.

GO TO IT.

RIGHT CIGARS AT RIGHT PRICES.

Our cigars are as cheap as is possibly consistent with first quality goods. That's what accounts for our large business.

LETTERS TO THE EDITOR

These Columns Are Always Open to Readers Desiring Information and to Those Wishing to Express Their Opinion on Subjects of Interest to the Trade

MAKERS OF CHEAP CIGARS TAKE NOTICE!

ALGOMA, WIS., September 15.

Editor THE TOBACCO WORLD.

Can you give me the names of cigar manufacturers making a line of cheap cigars? We want them in either long or short filler, as we want them to be cheap. Thanking you in advance for your courtesy, we remain,

Yours very truly,
KUEHLMANN BROS.

Any manufacturer making cigars of the above description should get in touch with Kuehlmann Bros.

TIN CANS FOR CIGARS.

LANCASTER, PA., September 15.

Editor THE TOBACCO WORLD.

Will you please tell me where I can procure tin cans holding twenty-five cigars or more? I want to pack some of my cigars in cans instead of boxes, as a customer of mine prefers that packing. Thanking you for this information, I remain,

Cordially,
MANUFACTURER.

The National Can Co., Detroit, Mich., and the American Can Co., New York City, make cans such as you wish.

MAKER OF "LA UTILA."

WASHINGTON, D. C., September 19.

Editor THE TOBACCO WORLD.

Dear Sir.—Please advise me as soon as convenient where I can purchase the "La Utila" cigar and oblige,

Yours very truly,
W. G. POND,
1316 F Street, N. W.,
Washington, D. C.

WHO MANUFACTURES "HAYDEN" CIGARETTE MACHINE.

NEW YORK, September 17.

Editor THE TOBACCO WORLD.

Dear Sir.—Will you be so kind as to advise us who the manufacturer is of the "Hayden" cigarette-making machine, for making crimped cigarettes? The machine is to have a capacity of 3000 cigarettes per hour.

Any information you can give us will be greatly appreciated.

Yours very truly,
W. R. GRACE & CO.

Can anyone give this office the address of the manufacturers?

JOBBER OF MANILA LEAF TOBACCO.

PITTSBURGH, PA., September 14.

Editor THE TOBACCO WORLD.

Can you give us the name of some good jobber in different grades of Manila leaf tobacco? Thanking you for the courtesy, we remain,

Very truly yours,
SUBSCRIBER.

Henry Rothenberg, 172 Water Street, New York.

WANTS LOCATION AND NAME OF FACTORY.

SOUTH BETHLEHEM, PA., September 18.

Editor THE TOBACCO WORLD.

Dear Sir.—Will you please notify me by return mail, where is Factory No. 890, Ninth District of Pennsylvania; also the owner of said factory.

Very truly yours,
B. FRIEDMAN.

Answered by letter.

T. E. Brooks & Co., Red Lion, Pa., are listed under Factory No. 890, Ninth District of Pennsylvania.

MAKER OF "JAMES SMITH" CIGAR.

PITTSFIELD, MASS., August 27.

Editor THE TOBACCO WORLD.

Will you kindly inform me who makes the "James Smith" cigar?

Very truly yours,
SAMUEL R. ROTHKOPF.

This cigar was registered on July 2, by Gus. Neuwahl, Altoona, Pa.

DISAGREES WITH CHICAGO WRITER.

DETROIT, September 24.

Editor THE TOBACCO WORLD.

Recently I took a fall out of slot machines, dice games, and kindred gambling devices in cigar stores. I note in your last issue a vigorous plea from some Chicago writer, wherein he takes a view directly opposed to mine. However, he seems nervous about the matter and closes with the words, "When a dog sleeps let him lie."

I hold the worthy gentleman is wrong. A dog asleep is a dog nevertheless and, sooner or later, he wakes up.

Truly yours,
S. F. H.

Cigars and Cigarettes Continue to Show Increase

The national revenue figures, as compiled from the reports for the month of August, show an encouraging increase in both large cigars and cigarettes. Cigars show a decided increase over last July and over August of 1912. Cigarettes tell the same story, as does snuff, but the other lines indicate a falling off. The figures are as follows:

	August 1911.	August 1912.	Increase.
Cigars	639,977,303	651,840,353	11,863,050
Little Cigars	124,249,600	91,919,800	*32,329,800
Cigarettes	971,593,224	1,183,889,889	212,296,665
Cigarettes at $3.60	1,551,936	1,297,080	*254,856
Snuff, lbs.	2,338,338	2,881,264	542,926
Manufactured Tobacco, lbs.	36,744,495	35,729,320	*1,015,175

*Decrease.

S. M. Frechie Leaves Barnes, Smith & Company

S. M. Frechie, who has been connected with Barnes, Smith & Co., of Binghamton, N. Y., in the capacity of secretary and factory superintendent, has sold his interest in the firm to Fred E. Barnes, president of the company, and will retire to take a much needed rest. Mr. Frechie has not decided as yet whether he will again re-engage in another line of business. The officers of the firm now are Fred E. Barnes, president; M. G. Schneider, vice-president, and F. H. Cuykendall, secretary and treasurer.

"La Diligenca" Factory to be Moved to Key West

The final details for taking over the La Diligencia factory in Havana were attended to on September 16, at which time Lawrence B. Gunst and Jaime Pendas, of M. A. Gunst & Co., closed the deal. It is intended to move the plant to Key West as soon as possible. Bernardo Moreda, former owner of the factory has left for Spain with his wife and family. After making the arrangements Messrs. Gunst and Pendas sailed for Key West, where they announced that a building had been secured, which would be used, pending the erection of a new plant.

IT is remarkable in these days of advertising, when so many new brands of cigars, cigarettes and tobacco are coming in the market and shouldering the old ones out of existence, how some old smokes still have their hold on the customer. Take, for instance, the cigar "Golden Crown," at one time a big one in the seed and Havana field in Chicago. This brand was originated by Lorin Palmer in 1857 and distributed by John Partridge & Co. Mr. Palmer was a member of that firm.

When this concern was succeeded by Best & Russell they made the "Golden Crown" their leader, it being manufactured at the time by the old house of Straiton & Storm, and being now put out by their successors, the United Cigar Manufacturers' Company.

During the past six years this firm has been pushing the "Robert Burns" and naturally the "Golden Crown" has taken second place. But this brand had taken such a strong hold on the consumers by that time that it is said it could again be pushed with fine results. Not so many years ago, Best & Russell sold more than two million in Cook County, Ill., alone, in one year. The label is one of the good old ones which appeals to the smoker.

This brand has been sold continuously since 1857 and Mr. Best, Sr., of the well-known Chicago house, says he has some smokers who started with this cigar when it was first introduced and who still stick to their old favorite. This only goes to prove that if a cigar is kept up in quality the consumers will back the maker up. Mr. Lorin Palmer, who started the "Golden Crown," is still living in Middle Hadden, Conn.

* * *

I heard a Turkish cigarette man spiel off a pretty good one the other day: "The fellow who pays compliments seldom pays the bills."

* * *

Smoking 300 cigarettes in twenty-four hours, Miss McKenzie, that breezy daughter of a Colorado mine owner, who blew into New York for a good time, soon landed in the hands of the police. According to the newspaper accounts, Miss McKenzie set out for New York to study the women of the metropolis under the bright lights of Broadway. She was curious to know whether the New York ladies smoked cigarettes, and if they did, whether they could keep up with her. She bought 500 cigarettes and began puffing them before breakfast, and kept up the performance for nearly twenty-four hours, when she became unconscious, being found on the steps of a church mumbling incoherent nothings. If the smoking sisters of her sex want to find a horrible example of the overdoing of a good thing, they need not go any farther than the record of Miss Pauline.

But—why blame the cigarettes?

Cigar—Why do you look at that old match on the floor?
Cigarette—It was an old flame of mine at one time.—*Lippincott's.*

* * *

"It is all very well for you to lecture economy," said his wife, "but I notice whenever I cut down expenses, you smoke better cigars, and squander more coin for your own pleasure, than at any other time!"

"Well, confound it," retorted the young husband, "what do you think I want you to economize for, anyway?"

* * *

They are taking straw ballots on the possibilities of the three candidates for President in various theaters, and, at the end of the performance, post the results. A Chicago theater was the first to start this idea. Wilson and Roosevelt lead pretty even so far. The moving picture shows are flashing pictures for Taft, saying: "Leave well enough alone."

* * *

Reports have been coming from Cleveland the past two weeks, referring to the discriminating taste of a burglar who has been making depredations through a fashionable section of the city, called Cleveland Heights. It seems the usual thing for this Jimmy Valentine was to go to a house, which he knew was vacant for the summer. He would look around the place, and if it suited him would stay for a time, never hesitating to use the wine, cigars, and anything else which he took a fancy to. One thing which one householder objected to was the appropriating of a lot of good imported cigars, while the second-story man never touched some cheaper ones. Before leaving, the burglar, who had a fine sense of humor, would leave a note, calling attention to repairs needed, or he would criticise the liquors and smoking material. One man, who had lost some food and cigars, refused to make any complaint, saying that anyone who had such cultivated tastes deserved to go free.

A painstaking newspaper reporter, who waded through the recently issued Chicago city directory, found that there is a Dub in that town who smokes a pipe also a Pickle who smokes cigarettes. Upon further searching he discovered a Rainbow who chews tobacco, and one Maiden who is a crank about *her* cigars.

I saw a good card on the desk of a man I called on the other day that caught my eye. It read: "Thou shalt not be afraid to blow thy own horn, for he who faileth to blow his own horn at the proper occasion findeth nobody standing ready to blow it for him." Those cigar manufacturers nowadays who do not advertise should digest it. A hen has sense enough to advertise the fact when she lays an egg. Do these men have less sense than a hen?

THE ONLOOKER.

THE TOBACCO WORLD

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HAVANA, CUBA OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER, Representative

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

JAC. WERTHEIM, 54th and 2nd Ave., New York . . . . . President
A. M. JENKINSON, Pittsburgh, Pa. . . . . Vice President
JOS. B. WERTHEIM, 2d Ave. and 73rd St. New York . . . . . Treasurer
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BEN. PEARSON, Byfield, Mass. . . . . Vice President
RAWLINS D. BEST, Covington, Ky. . . . . Secretary-Treasurer

How to Meet Scarcity of Cigarmakers

A dearth of expert cigarmakers and apprentices is reported from nearly all the leading manufacturing centers, especially in the eastern and middle western states. In such centers as Philadelphia, Pittsburgh, Detroit and Cincinnati, manufacturers are in desperate need of more cigarmakers. Signs appear in front of nearly all the factories, and in spite of advertisements and other appeals, most of the factories seem unable to recruit their forces to a sufficient size to cope with their present orders.

The scarcity of labor is becoming a very serious problem among the manufacturers, and if our factories are to grow, it will have to be solved very soon. It is useless for the individual manufacturer to approach the solution alone. It is a problem which the manufacturers in each center ought to face together and with a united front.

For one manufacturer to take untrained help, school them in the craft of cigarmaking and then find that they go to other factories just as soon as they become useful, is very discouraging. But such is usually the case, where the individual manufacturer attempts to supply his own needs.

In recent years, the number of learners has noticeably fallen off, while the ranks of the expert cigarmakers have not grown. As a result, there is a gap between the supply and the demand which is growing wider daily. Now, it seems that if the manufacturers in each center were to form an association and establish a school, bearing the cost and responsibility pro rata with their production, they would find that they would soon attract a better class of help and always be able to fill their benches when trained workers were most needed.

The cigar manufacturing business is not a seasonal business, and while most factories fluctuate to some extent in the number of workers, there is always a steady and consistent demand for the better class.

If the manufacturers were constantly to have a new set of learners at work, they would find that the scarcity of labor would soon disappear.

Such a plan may seem Arcadian, but in our opinion it is the only practical one to meet the present situation. We would like to hear expressions of opinion from the manufacturers on this point.

It is a question that concerns you all and one that must be met on a broadminded basis.

Want Tobacco Reports That Shed Light

The grievance of the Connecticut Valley tobacco growers against the Department of Agriculture, because of the juggling of figures, on the tobacco crop, which renders them valueless, draws attention to the general question as to the real value of government statistics.

While Secretary Wilson's department has rendered a service to the tobacco growers, and to everyone in the tobacco trade, by giving us a comprehensive report on conditions, the figures in which we are all interested, namely, what each type of tobacco brings to the farmer, are not to be had.

It is known that tobacco from various sections of the country brings different prices, and that a general average of these prices sheds no light whatever on what Connecticut brought and what the farmers of Pennsylvania and Wisconsin received.

As now constituted, the government reports confuse the situation and stir up a lot of mud that renders the figures very hazy. If we are to have government reports, why not have the kind that are really useful to the trade?

What the World Thinks.

¶Denver papers tell of a movement among Colorado retailers to reduce the cost of high living by selling the raw tobacco leaf to the consumers instead of the finished products, on which they claim the government levies such an exorbitant tax and the manufacturers reap such a profit. The idea of letting each smoker roll his own cigars, prepare his own chewing and smoking tobacco, and make his own cigarettes exclusively, is a relic of the era when tobacco was first discovered. How would you like to walk into a tobacco field, snatch a tobacco leaf from the growing plant and chew it, smoke it, or snuff it?

Our Colorado friends may be justifiable in their fight to lower the cost of living, but they have started along the wrong line. It's too antique!

¶Cigarette smoking among women has increased more than 100 per cent. in America during the past five years. One of the evidences of this is the fact that many of the leading New York hotels and restaurants, which only a year or so ago absolutely forbade women smoking, now either wink at the custom or openly permit it. Probably this explains part of the two billion gain in cigarettes last year.

¶The retailer who is so self-satisfied with himself that he will not read trade literature in search of new ideas, might as well close up shop. He is hopeless.

From The Tobacco World Bureau, 910 Hartford Building, New York

Friendly Dissolution of J. S. Gans & Company

Receivers Appointed to Bring About Satisfactory Settlement—Firm is Solvent

ON Wednesday, September 25th, Joseph F. Gans and William C. Duncan were appointed by Justice Dugro of the Supreme Court temporary receivers of the assets and effects of Joseph S. Gans & Co., wholesale leaf tobacco dealers at 150 Water Street, pending a suit brought by Joseph S. Gans against Edward I. Alexander, Jerome Waller and Moses J. Gans, his partners, to wind up the affairs of the concern. Partnership was formed on January 2, 1907, to continue until September 2, 1912. The action is merely to bring about a satisfactory settlement for each of the partners, the firm being entirely solvent.

Messrs. Waller and Alexander desired to retire from the firm, Mr. Waller having arranged to connect himself with the firm of A. Cohn & Co. Joseph S. Gans has taken up his quarters at the firm's place of business, to wind up its affairs, assisted by M. J. Gans.

The firm has large crops of tobacco, both in Florida and Connecticut, as well as more than $50,000 worth of leaf stored in his warehouse in New York. M. J. Gans left on Sunday, September 29th, for Connecticut, where he will sort out the crop which the firm has there, and he will leave later for Lake Jackson, Florida, to sort and bale the crop grown on their Southern plantations.

M. J. Gans, when interviewed, took particular pains to state "that all tobacco already sold, and held by them in storage, will be shipped immediately on request to those who have purchased it from them."

S. Monday & Sons Buy Cigarette Plant

The Turkish cigarette manufacturing plant of Antonidies & Co., has been purchased by S. Monday & Sons, of Brooklyn, who have moved it to the Monday establishment at 34-40 South First Street, Brooklyn. This move has caused surprise among the trade, who are wishing the old and well-known concern luck in their new undertaking. They are operating a cigar factory in Brooklyn, in addition to doing a large jobbing business.

New Stand for Acker, Merrall & Condit's

The Acker Merrall & Condit Co. is opening a new store at 878 Park Avenue, corner of Seventy-eighth Street, which will be in operation about October 1st. It will carry a complete line of both domestic and imported smokers' requisites such as are sold in the other stands of this firm. They will shortly start to push their new nickel cigar, the "Piquant," a nicely blended smoke.

William F. King Dies at Home in Brooklyn

Well-known Official of Philip Morris & Company Passes Away After Week's Illness

William F. King, assistant treasurer of the Philip Morris Company, died on Friday, September 20th, at his home, 1452 East Ninth Street, Flatbush, Brooklyn. He was buried on Monday, September 23d, in Greenwood Cemetery. The pall bearers, all members or employees of the firm, included F. S. Lucey, C. H. Sotcliffe, Benjamine Wachner, N. B. Haskins, W. R. Litell and George W. Kelpley.

Floral pieces were sent by William Curtis Thompson, the president of the company; F. S. Lucey, secretary, and Alec Herbert, the treasurer. A large piece also was sent by the office and factory employees and another by the Philip Morris & Company Birthday Club, of which the deceased was secretary. A pillow of flowers was sent by the Greenpoint Lodge of Masons.

Mr. King was born in London fifty-three years ago, but came to this country when a young man and became an expert accountant, in which capacity he worked until about five years ago, when he became connected with the Philip Morris Company. His death was due to pleural pneumonia, which he contracted exactly one week, almost to the hour, before his death. He is survived by a widow, two sons, and two daughters.

Brooklyn Independents to Hold Meeting

The independent retailers of Brooklyn expect to hold a mass meeting there on October 20th, at which time Judge Lewis L. Fawcett, a candidate for the New York State Supreme Court, will address the tobacco men. He will speak on "The Trust Problem." Secretary Nicholas Erlich has been working hard for some time getting the different trade organizations interested in the movement to consolidate the various bodies and has received a number of favorable responses. L. H. Fisher, president of the Brooklyn Association, is attending to the details of the proposed meeting.

New Western Representative for George Schlegel

J. N. Widdifield has been appointed as the new Western representative of George Schlegel, to succeed E. E. Thatcher. Mr. Widdifield's office will be located at 160 North Fifth Avenue.

Emile Bondy, of the firm of Bondy & Lederer, manufacturers of the "Tom Keene" cigar, returns October 1st from a business trip through western territory.

New York City Items

Justin Seubert, Jr., returned on Monday, September 30th, from a trip on the road for "Vicar" cigars.

Mr. Davidson, of the cigarette firm of Themelis & Co., has left for a trip South, on business, and will return about October 15th.

M. Udansky has purchased the cigar stand at 20 Broad Street. Harry Nutt, former manager of the store, will remain in the same capacity. This is one of the chain of stores at one time operated by Robert Lane.

E. M. Loeffler, of the La Rosa Cigar Factory Manufacturing Company, 445 Broome Street, New York, sailed on Saturday, September 28th, on the Olympic for London. He will spend about two weeks in London and Hamburg, in the interests of the "La Rosa" Manila cigars, and expects to return in about four weeks. The "La Rosa" brand is meeting with very encouraging success.

J. M. Gans, of the firm of Gans Brothers, 417 East Seventy-sixth Street, manufacturers of "William Fourth," returned October 1st from a month's trip through the West.

Charles Jacobson, of the firm of Carlos Fernandez & Co., returned Monday from a week's trip through Providence, Boston and New England trade centers.

Al Zeiling recently showed an unusually attractive display of "Charles the Great" cigars in his stand at Forty-sixth Street and Broadway. It occupied the entire window and caused much favorable comment.

The cigar privileges in the Reid, Yoemen & Cubits drug store on Nassau Street has been leased to the Cosio Cigar Company.

John F. Whelan, of the United Cigar Stores Company, is again back in New York after a trip of several months in Europe. His many friends will be pleased to hear that he is in good health and will take up his work without delay.

Business is booming with Louis Ash & Co. They are hunting everywhere for extra hands.

Lacy's Cigar Box at Branford Place, Newark, N. J., has been closed. It was not a paying proposition and the present owner is now working as a clerk in a Newark store.

S. H. Furgatch & Co., Seventy-fifth Street and Avenue A, reported a good share of business coming their way. Al Korn, their salesman, who left September 3d on a Western trip as far as St. Louis and Kansas City, has been sending in large orders in a very lively manner. He is expected to return about November 1st.

Henry Clay and Bock & Company Show Holiday Goods

Cigars Are Displayed in Many Attractive Ways—Fine Humidors, Nicely Inlaid, Attract Attention

Henry Clay and Bock & Co., announce that their packings of cigars for the holiday season are ready for inspection by their many customers at the offices of the firm 111 Fifth Ave. They are being shown by Mr. Gales and Mr. Hicks. Mr. Gonzales is also helping in the work.

The most noted brands, manufactured by the concern "Corona," "Villar," "Intimidad," "Cabana," "Bock," "Henry Clay," "Garcia," and "Carolina" are shown in packings of great variety, and artistic merit. These packings run all the way from fifty to five hundred cigars, which consists of English cabinets, which are similar to a small standing closet with double doors, on the front and standing upright. Flat cabinets, which when closed, look like a large cigar box, but which when opened contain other boxes, containing various styles of cigars. Each one with hinges at the smaller end of the cigar box, which allows them to swing horizontally away from the standard size of the cabinet. Besides these, there are shown what are termed the "Royalty" packings, one for "Kaiser Wilhelm of Germany," and another for the "Prince of Monaco," the sovereign of the far-famed Monte Carlo.

F. C. Gales, secretary of Henry Clay and Bock & Co., Ltd, assisted by Mr. Hicks and Mr. Gonzales, is now personally in charge of the exhibit, and extends the hand of welcome to the visitors. All cigar and tobacco men, as well as the public in general, are cordially invited to visit and inspect the exhibit.

S. Lowenthal & Sons Add to Sales-force

Three new and capable men have been added to the staff of salesmen of S. Lowenthal & Sons, 131 Maiden Lane. They are Jack Gold, who is well known in the leaf tobacco trade, and who will be their representative in Tampa, Florida. Harry Gossman, who has been engaged to cover Boston and vicinity, and P. Mack, who has been appointed to look after the local business in New York and Brooklyn. H. Freund continues to look after the New York State business, J. Haas after the business in New York and Mr. B. Lowenthal after the trade in Chicago. Harry Lowenthal leaves for a business trip through the South, September 30th.

They report the "Des Parlardo" stripped filler as selling faster than it can be obtained. Deliveries had to be postponed, two weeks ago, pending a new consignment.

New Quarters For Regensburg's December 1

MR. ISAAC REGENSBURG, of Regensburg & Sons, says that they are going to locate their new offices directly in the center of the United States, at Thirty-fourth Street and Broadway. Their lease has expired on the old premises at 164-8 Canal Street, which they have occupied for four years past, but only as executive offices.

The company have leased the first loft in the Marlbridge Building, at Thirty-fourth Street, Broadway and Sixth Avenue, and are now having it handsomely fitted up for the counting room and general office purposes. The new headquarters has nine very large bulk windows, facing on Broadway and Thirty-fourth Street, and the name is decidedly in evidence at this most busy corner.

Regensburg & Sons expect to occupy the new building about December 1st, when the alterations are fully completed. These magnificent offices in New York are a splendid adjunct to the wonderful Regensburg factory, which the company built four years ago in Tampa, at which time they transferred their manufacturing business to that point.

PHILADELPHIA.

Quaker City Trade Outlook

WITH the approach of cooler weather and the holiday season, the dealers and manufacturers around town are in better spirits.

Calls at the large factories all elicit the same response, an optomistic outburst as to the business they contemplate doing this fall. Many of them have their time so well occupied that they are reluctant to discuss the situation, except to state conditions as being excellent. It would appear at times that there is more discussion during the duller months than now. At any rate they are now saying little and just sawing wood.

The retail and wholesale lines show about the same condition of affairs. Retailers state that sales, both box and transient have shown a decided improvement, and one which fortells a brisk holiday trade.

Leaf dealers all are doing well. The call has been most insistent for 1911 Pennsylvania, Zimmer, or any stock that will do 155 for a thin binder. Havana and new Florida are also receiving their share of attention. Several fair-sized sales of the new Florida and Connecticut have been reported within the past few days.

Another Location for United

The Southwest corner of Fourth and Market Streets has been leased by the United Cigar Stores Company, who will open up there when the place has undergone the usual alterations. This is considered to be a good location. The ferry passengers pass the door and they are bound to get some of the trade enjoyed by stores near by.

Error in Indictment Frees Petroskys

Harry and Louis Petrosky, members of the Independent Cigar Company, with stands at 9 South Thirteenth Street and 107 North Thirteenth Street, were ordered discharged by Judge Thompson, of the United States Court, due to an error in the indictment. They had been accused of stuffing cigar boxes.

Automobile for Speed Goodloe Company

The Speed Goodloe Company has purchased an automobile delivery car so as to be able to deliver goods more promptly around town. They are at present featuring a cigar put out by the West Indies Sales Company, called the "Argo American." F. W. Brown, who recently joined the sales force, has taken charge of the West Philadelphia district, where he reports a good outlook.

September a Big Month for Bayuk Bros. Co.

BAYUK BROS. COMPANY have found September their banner month on "Havana Ribbons." Conditions in the various territories are most gratifying and indicate a continued increase for 1912.

A. M. Thompson has returned to his Indianapolis headquarters after a most successful trip through his Western territory. He found the different jobbers called on very enthusiastic over "Havana Ribbon" sales, the goods repeating in every instance.

Dave S. Achenbach, Pennsylvania-New York representative, called at Philadelphia headquarters on his return from an extended trip through New York State. Mr. Achenbach placed a nice bunch of orders for prompt shipment.

J. C. Revercomb, Southern representative, is looking over conditions in North Carolina, and is accompanied by a representative of Wm. Deiches & Co., of Baltimore, Md., who have entire control of "Havana Ribbon" sales for that section.

Lyle T. Shacklett, who covers the extreme South, is showing a continued increase in business. Mr. Shacklett only opened the territory in the early part of 1912, and amply illustrates the results to be obtained by a live man, backed up by a quality proposition.

Steigerwald & Company to Get Another Building

News from Steigerwald & Co., is that they have received so many orders on their "La Tonia" 10 cent cigar, and the "El Borita" nickel cigar that they are compelled to work nights to catch up with orders, the majority of which were secured from the Pacific Coast. They need a larger building which they hope to occupy by January 1st.

The Bohrow plant on South Second Street is going full tilt. L. M. Walters, the hustling factory representative, has been waging an active campaign in the Eastern Pennsylvania coal region, where the "Bold" has taken a strong foothold. The "Discriminator" cigar has also been doing unusually well lately. It is being now made in five sizes.

Terry & Duncan, distributors and importers, Tenth and Chestnut Streets, have taken on another salesman in the person of A. W. Clayton, who has been acting for the Cuba Cigar Company, manufacturers of the "Kings Club" cigar in this territory. Terry & Duncan report fine progress on their "Atwar" brand and the "Sanchez y Haya" line of cigars.

Quaker City Items

Sig C. Mayer, of Sig C. Mayer & Co., left Philadelphia last week for a six weeks' trip through the Middle West.

Max Arndt, who was at one time a member of the wholesale firm of Goldsmith & Arndt, has opened offices at 308 North Third Street, where he will do a leaf business.

Baum Jaffe Co. have placed their cigars with Shipley & Massingham, wholesalers, of Pittsburg, and also with J. H. Blackwell & Son, of Trenton, N. J. These deals were carried through by Ben. Steifel, sales-manager.

B. S. Bissinger, representing Bissinger Bros., of Pittsburgh, Pa., distributors of Theobald & Oppenheimer cigars, was a recent visitor at local headquarters. They have been having exceptionally good results on the "Royal Lancer" brand, which they have been featuring.

Mr. Funk, sales-manager of the 44 Cigar Company, is off on a trip through Pennsylvania, taking in the important points. He has a crew working with him pushing the "44" and "Adlon" cigars. The Allentown factory is now in full swing and it is soon expected to increase the force of hands.

J. H. Parker, Jr., of the Parker-Gordon Cigar Company, of St. Joseph, Mo., was a late visitor at the Sig C. Mayer factory, where he made arrangements for the quicker dispatch of his goods. They have had a heavy demand for the "Rey-Oma" cigar and are much pleased with the reception this high-grade product has received in the Middle West.

Dave Echemendia, the genial representative of the Castaneda factory, paid a flying visit to Philadelphia the latter part of last week, where he had his usual success among the high-class dealers around town. He has been on a trip through the South, where the "Castaneda" in the new packing has been taking nicely. While in Washington he placed the goods in a number of the leading clubs.

Late Trade Items

The Browder-Magnet Company, of Atlanta, have taken on the "Cinco" cigar, Otto Eisenlohr & Bros., also the "San Felice," made by the Deisel-Wemmer Company, of Lima, Ohio.

The Van Dervoort cigar store in Mankato, Minn., has just had a new front put on the building which makes it one of the most attractive in the city. The base of the front is of enameled brick and large plate glass windows have been put in place, making an excellent means for display purposes. The stand is in the Messer Building.

TOO LATE FOR CLASSIFICATION

FOR SALE—Cheap; 18 sectionshigh-grade, zinc-lined, air-tight humidors built of quartered oak, 24 feet long, 23 inches deep and 10 feet high, with 18 plate glass doors 29½ inches by 52 inches. Can be knocked down and easily shipped anywhere. Will hold upwards of 400,000 cigars; also suitable for fancy grocery store. Address Wm. F. Pfaff, 1222 Atlantic Avenue, Atlantic City.

Reynolds Company Acquires Ogburn-Hill Plant

Old Winston-Salem Concern, After Having Fire, Decides to Sell Out

WINSTON-SALEM, N. C., September 23.

ONE of the oldest tobacco manufacturing firms in the South, the Ogburn-Hill Company, of this place, has sold its business to the R. J. Reynolds Tobacco Company. The Ogburn-Hill Company has been in the tobacco business for more than thirty years. They made high-grade goods and had a large trade. It will be remembered they had a large loss by reason of a fire a short time ago.

After the fire, Charles J. Ogburn, senior member of Ogburn-Hill Company, decided to retire from the tobacco manufacturing business. C. D. Ogburn, junior member, also decided not to purchase the interest of his associate and negotiations followed with the R. J. Reynolds Company to take over the stock and good will of the firm.

Mr. R. J. Reynolds says that he has decided to establish a high-grade department for his plug business. It will be in the large new brick building now in course of construction, fronting on Church and Chestnut Streets, between Fourth and Fifth. From these new buildings the brands of Ogburn-Hill Company, and those of the Reynolds Company will be manufactured. The men who have made the brands of Ogburn-Hill Company famous throughout the South, will be in charge of the new department. The Reynolds Company will give employment to all the old employees of the former company.

Full Order Files for Baltimore Manufacturers

Wertheimer Brothers Oversold on "El Dallo"—Both Wholesale and Retail Lines Prosperous

BALTIMORE, September 26.

WITH the approach of fall everyone in the cigar business in the Monumental City is on the jump. The manufacturers are doing a business trade at this time which is most encouraging. There is not a factory around town which is not working to its capacity. Several of the largest are hard put to keep up with the demand and others have said that were it not that they had anticipated a good fall and holiday season, and had stocked up during the summer months, it would have been out of the question to fill the orders at this stage. These men had faith in the future and builded wisely. They are now reaping the fruits of their foresight. The only complaints to be heard are in regard to the scarcity of hands, especially cigarmakers.

Perhaps the busiest of the factories around town is that of Wertheimer Brothers. Mr. Wertheimer, Sr., stated recently that they are at this time more than 750,000 oversold and will be compelled to keep their salesmen home after October, at which time they will again be back at local headquarters after a campaign. They usually make another trip before the holidays, but will forego it this year. They are shipping a consignment of 50,000 "El Dallos" to Dusel & Goodloe, of Philadelphia, today, which house has taken on this brand and also the "Earl Marshall," another Wertheimer cigar.

Elliott, Ottenheimer & Elliott, since moving out to their new factory on East Olive Street, report business as improving each week. The workmen are still in the building and conditions are unsettled. They are looking forward to a brisk holiday trade.

A visit to the different large wholesale and importing houses shows plainly that there are few who have time to discuss the boom. "Yes, things are fine at present, but we are almost too busy to discuss them at this time," they say. Wm. Deiches & Son can be included among these firms. They state that sales on the "Fatima" cigarette have almost trebled within the past six months.

Lilly, Dungan & Co. report that there is no reason in the world to be anything but satisfied at this time. They are showing attractive window displays on the "Reynaldo" cigar, a product of Luckett, Luchs & Lipscomb, of Philadelphia.

Heineman Brothers are having a run on the "Salome" cigar. This brand has taken a strong and lasting hold on smokers everywhere and the makers declare that after the brand is once placed they have no misgivings about it repeating. It will take care of itself, they say.

The Manchester Cigar Company is busily turning out orders for their customers. Benjamin Paris, proprietor, stated that the "Bar None" and "Empire Whiffs" are selling in fine shape everywhere. The "Match-It" cigar is now in the oversold column. They are sending a large shipment of their goods today to the wholesale house of Narrigan & Co., of Philadelphia. J. F. D.

all that's new with JOBBERS and DISTRIBUTORS

More Floor Space for Schwarz & Sons

SCHWARZ & SONS, the large wholesale house of 72 William Street, Newark, N. J., have acquired the three story building next to their place of business in that city and have cut through the buildings using both places. They have been so crowded lately, that this move was absolutely necessary to accommodate their increasing trade. Schwarz & Sons have arranged to distribute the "Lord Stirling" cigar made by the Enterprise Cigar Company, of Trenton, N. J., and have already placed it in a number of good retail stores in Newark.

Popularizing "La Saramita" in Dayton

Eisenberger Bros., wholesalers and retailers, Dayton, Ohio, are featuring successfully the "La Saramita," made by Shields-Wertheim Co., Cleveland. Bert Smith, Ohio representative, put in several weeks of effective missionary work introducing the new five-cent size of "Saramitas," which are taking hold in fine shape. On September 23d, Mr. J. B. Shields, of the firm, visited Dayton and expressed himself as delighted with the manner in which Eisenbergers are handling the brand, both in the ten-cent and nickel grades.

George F. Young & Brother To Job Pipes

The prominent wholesale house of George F. Young & Bro., of Providence, R. I., has made arrangements to handle pipes in the future. This firm is one of the best known and oldest in that locality and is well equipped to take care of a large business. The pipe department will be taken charge of by B. M. Silberstein, who has been appointed to devote his entire time to pushing that line of business. Young & Bro. also have a fine line of cigars and smokers' requisites on which they are doing a large trade.

"Hand Made," Best & Russell Cigar, Well Placed

The United Cigar Manufacturers' Company have certainly struck a winner in the brand they are putting out for Best & Russell Co., of Chicago, called "Hand Made," which is packed in tins. They are well placed, and dealers frequently complain that they cannot get them fast enough. The Detroit factory, where they are made, is shipping the Best & Russell Co. 30,000 every day by express. Considering the fact that the cigar has only been in that market seven months the present sale is phenomenal.

"Lozano" for Lang and Company

The "F. Lozano" cigar, of F. Lozano, Son & Co., has been taken on by the well-known wholesale house of Lang & Co., of Portland, Ore. The first shipment of these smokes came in seven sizes. Lang & Co. are one of the first cigar houses in their section in importance and will make a strong drive on these goods.

"A. J. Cassatt" for F. A. Davis & Sons

F. A. Davis & Sons, one of the leading wholesale houses of Baltimore, Md., has taken on the "A. J. Cassatt" cigar, of the Baum-Jaffe Company, of Philadelphia. This firm is a live one, and the placing of the brand should ensure a wide distribution in that territory. The "A. J. Cassatt" is considered to be a first-class piece of goods and should make a good impression on the smokers of the Monumental City. F. A. Davis & Sons will have exclusive control of the brand.

Reville & Shattle, New Plainfield, N. J. Jobber

Reville & Shattle is the name under which a new wholesale cigar firm will soon be doing business in Plainfield, N. J. P. J. Reville, one member of the concern, is a well-known man in that town serving in the Council at the present time. F. J. Shattle, the other member, has been a representative of the Philadelphia house, Bayuk Brothers Company, makers of the "Havana Ribbon," which cigar was widely distributed in Southern New Jersey through his efforts. Some of the brands for this house will be the "Charles Lamb," and "American Duchess" cigars, Martin Kinports Cigar Company, the "Spana-Cuba," Yocum Brothers, Reading, Pa., and several of their own brands.

Many Manilas for Pacific Coast

San Francisco is certainly receiving her share of Manilas these days. Several weeks ago the steamer "Mongolia" arrived from the Philippines with more than 3,000,000 of these imported goods. Among the large Pacific Coast firms to share in these cigars were: Henry W. Peabody, 96 cases, 960,000; the Edward Wolf Company, 650,000; E. M. Elam & Co., 750,000; and shipments for Ehrman Bros. M. A. Gunst & Co., took more than a million cigars from this shipment.

One characteristic of the goods in this lot was the different packings, many of which were gotten up for the holiday trade. There has been a steady improvement at all times within the past year in the appearance of the Philippine cigars, which is having a good effect on their sales.

Albert Bejach to Distribute "El Borita"

Albert Bejach, the Cincinnati wholesaler and retailer, has arranged to distribute the "El Borita" cigar, made by John Steigerwald & Co., Philadelphia. The initial orders have proved quite encouraging and the duplicates from Cincinnati retailers indicate that the "El Borita" will have quite a sale in the Cincinnati market. Mr. Bejach expects to open his second store this month. It will be located at 707 Vine Street.

Eisenberger Bros., Dayton, Ohio, have just taken on the distribution of the P. San Martin & Leon, Tampa-made cigars in eight sizes.

Late Jobbing Items

M. A. Newmark & Co., of Los Angeles, have taken on the "El Dallo" cigar of Wertheimer Bros., of Baltimore. The deal was carried through by Isaac Wertheimer, who has been covering the Pacific Coast and getting splendid results with this new brand.

The Metropolitan Cigar Company, of Denver, Col., is a firm which is doing things in that field. They report fine progress on the "Little William Penn" cigar of the Theobald & Oppenheimer Co.; the "El Wadora," of Sig C. Mayer & Co., and the "Bank Note" and "Owl" cigars of the United Cigar Manufacturers Company.

Henry Straus, the Cincinnati dealer, is much pleased with the returns he is receiving on the "Bank Note" cigar, manufactured by the United Cigar Manufacturers' Company, and used a clever advertising scheme recently to boom this brand. In order to get the tenants of the Union Trust Building acquainted with the cigar, he gave away an imitation banknote, which was good for one smoke. Needless to say, he lost nothing on this clever advertising stunt.

August Kaufmann, who is well known among the retail and jobbing trade in Kansas City, Mo., has formed a partnership with G. G. Mapes, of that city, and will do a jobbing and box trade at 1497 Independence Avenue. Mr. Kaufmann has been connected for some time with the R. & S. Cigar Company, of Kansas City.

L. Phillipson, a wholesaler, of Dallas, Tex., has taken on the "La Cavalerie" cigar of the Mazer Cigar Manufacturing Company, of Detroit. The deal was made by R. L. Olive, a factory representative.

The Washington Tobacco Company, of Washington, D. C., is now moving into their new building in that city. The plant is a two-story affair 160 by 31 feet. It has a private garage and a humidor with a capacity of 1,500,000 cigars. This firm does a large wholesale business in that city.

Lang & Co., the Portland, Ore., jobbing house, recently received their first shipment of the "F. Lozano" cigar which they took on recently. This lot was soon absorbed by their several branches in the towns of Eugene, Medford and Lewiston.

Mason, Ehrman & Co., of Portland, Ore., whom it was said some time ago would discontinue their stand in Seattle, it has been reported will not do so, but keep up the business. A. G. Bradbury has been appointed to take charge of the Seattle branch. Mr. Bradbury was at one time connected with the Rosenfeld-Smith Company.

Frank P. Freel, a retail cigarist of 2124 Main Street, Niagara Falls, is going into the wholesale business. He has installed a new humidor.

Reymer & Bros., of Pittsburgh, who are the distributors for the "Cinco" cigar in that territory, report fine progress on this brand. They have been having some tasty window displays around the Smoky City, which has assisted them to popularize the cigar.

W. H. Clark, a traveler for the Theobald & Oppenheimer Company, of Philadelphia, is campaigning in St. Louis on the "William Penn" and "Little Wm. Penn" cigars of his company. He made his headquarters with the Hoelscher Cigar Company, distributors of these products, while covering that territory.

The Apte Cigar Company, of St. Louis, just received a large shipment of "Prefect" cigars from the S. R. Moss Cigar Company, of Lancaster, Pa., the manufacturers. The brand came in the new triangular size, which the Moss Company have been working hard.

The Zapp & Short Co., of Louisville, are taking on the "La Integridad" cigar, made by Charles S. Morris & Co., of New York. It will be jobbed in three sizes and should do well there as it is a clear Havana piece of goods.

Moore & Jones, prominent wholesalers of Nashville, Tenn., report fine progress on their different brands and expect to enjoy a particularly fine fall season. Among their best selling cigars are "Webster," Y. Pendas & Alvarez; "Flor de Moss," S. R. Moss Cigar Company, and the "Cinco," Otto Eisenlohr & Bros., their leading nickel smoke.

The George Scrambling Company, of Cleveland, is fast introducing the "Abbey" cigar to the dealers of that city. This brand is being distributed more widely by means of a cigar case and two cigars, which are given away free. They are also doing well with the "Bank Note." Both these brands are manufactured by the United Cigar Manufacturers' Company.

The Klingenstein Company, of Los Angeles, report a run on the "Lord Lytton" cigar, which has had a run in Southern California for more than twenty years. It was placed on the market in that territory by the Kingsbaker Company, the predecessors of the firm of Klingenstein. It is manufactured by Julius G. Hansen, of Reading, Pa.

The Benson & Hedges cigarettes have been placed with the wholesale house of T. Wright & Co., of St. Louis.

The Juan Portuondo Cigar Manufacturing Company, of Philadelphia, have placed their "Portuondo" cigar with the A. J. Mitchell Cigar Co., of St. Louis, who will distribute it in eight sizes.

A new wholesale wine and liquor house which will probably also job cigars has been formed in Buffalo, N. Y. It will do business under the name of the Frank X. Schwab Company. The capital is $25,000. The directors are Frank X. Schwab, Frank Thurman and George Walter.

The A. C. Gibbs Co., of Pittsburgh, has taken on the "Say-So" cigar, manufactured by the S. R. Moss Cigar Co., of Lancaster, Pa. It has proven to be a good seller for this firm.

The Parker-Gordon Cigar Co., of St. Louis, have taken on two more sizes of the "Rey-Oma" cigar, Sig C. Mayer & Co., which they job in that field.

The Goodman Kinstler Cigar Company, of Los Angeles, have been pushing the "Mi Hogar" cigar, made by the Cordero factory of New York, in Southern California, with good results. They have been assisted in this campaign by L. J. McKinnon, the factory representative.

Grommes & Elson Now in New Chicago Factory

Recently Finished Plant One of the Latest And Most Up-to-date in the Country

OUT at Robey and Wilmot Streets, Chicago, on the West Side, is what is probably the finest and most modern cigar factory in the United States. It has just been completed and is the home of the famous "Ben Bey" Havana cigars, made by Grommes & Elson. The proprietors are as proud of the factory as they are of the cigar, and that is about as strong as the matter can be put in words. It incorporates every sanitary and utilitarian feature that the needs of cigar manufacturing have suggested, and any one who walks through its three stories of clean lofts, filled with sunshine and fresh air, will agree with the estimate put on it by its owners. It is everything a cigar factory should be and is a fitting home for the splendid "Ben Bey," that is a leader with all Chicago lovers of good cigars.

It was built after designs thought out and prepared by Grommes & Elson and represents every good feature that has been learned by them in their years of experience in the cigar manufacturing business. Both are young men, but each has spent the most of his life amid the odors of fragrant tobacco. Mr. Grommes, being a son of the senior member of the old firm of Grommes & Ulrich, and Mr. Elson has spent his working life in the cigar making business.

They formerly had a factory at Tampa, Fla., and in that center of cigar manufacturing in the United States they learned the need for factories so built as to afford the maximum of health, comfort and contentment to employees. They then determined that when they built a factory it should be a model for others and they have done just that in the building just completed.

The first floor is occupied by the beautiful offices and the employees of the packing department. It is light and airy, the ceilings are high and working conditions are ideal. On the second floor is the factory, where a present force of 108 cigarmakers are contentedly at work making by hand the famous "Ben Bey" and the few other brands turned out by the firm. Each workman has plenty of "elbow room" and all the light and air that is desired. Modern lavatories, steel clothes lockers and a lunch room are provided, and during the lunch hour the firm furnishes free of cost hot coffee to those who do not care to leave the building for their lunch.

Employer and employee work hand in hand in this factory and each constantly studies the interests of the other. The members of the firm study as carefully the social and character qualities of their employees as they would those who are taken into their own household. There are no discords nor quarrelings in the factory, and every employee takes personal pride in seeing the place kept as clean and sanitary as a hospital would be.

The stripping and sorting rooms are on the top floor and the shipping room is in the basement. All the walls are tiled, the ceilings are of steel, as are the stairways, and the floors are made of a composition that is both fire proof and germ proof.

The force now employed in all departments numbers about 150, but this will be increased to 200 when everything is in place just as Messrs. Grommes and Elson want to have it, which will be within a short time. Both gentlemen are unique in the business, in that they say they are less troubled about the problems of growth and expansion than they are to keep their product at its highest level of quality and still promote the welfare of those employed by them. There is nothing of altruism about this idea, or at least both gentlemen disavow the idea. They say it is only their conception of good business methods. They are both hustlers, but neither wants their output to grow to a point where the individuality of their product will be lost through lack of personal attention and inspection. Each is content not to despise the day of small things and on this foundation their business is built.

New Home of "Ben Bey" Cigar

The "Ben Bey" cigar, which is both their pride and hobby, is a smoke for connoisseurs and has come to be one of the oftenest called for in Chicago shops. The firm covers the local field thoroughly and also has a representative on the road, who attends to the business outside of the city.

Factory Notes

W. J. Harney, a cigar manufacturer of Oskaloosa, Ia., has purchased the business of the Iowa Cigar Company of that town and has taken possession. L. E. Billick, former owner of the Iowa Cigar Company, is retiring from business.

The cigar factory of Samuel Cohn, of Peoria, Ill., was slightly damaged by fire recently.

The employees of the Graves Cigar Factory, of New Haven, Conn., went on strike last week, complaining of their stock. The trouble was settled temporarily, although the cigarmakers said they would take up the question at the next meeting of the Union.

Edward Brown, a cigar manufacturer of Portsmouth, N. H., has been missing for several weeks, and it is said that he has disappeared completely. Attachments have been secured on his property at his shop. His liabilities are said to amount to $3,000, with assets of a small amount of stock and tools. His cigars the "Warwick" and "Lenox" were well known locally.

A. A. Arnold, a cigar manufacturer of Muncie, Ind., has sold his plant to John Schauhut, a well known cigarmaker of that city. The factory has been moved to 1111 East Washington Street.

Fires caused an aggregate loss of $11,000 in Louisville several weeks ago. The largest loss was caused by the burning of the tobacco factory of C. B. O'Neil, 2214 Griffith Avenue.

Sixty employees of the cigar factory of Kammins & Co., of New Martinsville, W. Va., went on strike several weeks ago when their heads refused to accede to their demands for higher wages and shorter hours. It was not expected that the trouble would continue for long.

J. W. Downs and H. J. Kline, of Stockton, Ia., have rented a place in that town and have opened a cigar factory. They will employ several men at first. They manufacture the "Stockton Booster" cigar.

A large barn, belonging to Walter E. Allen, of Agawam, Mass., was burned to the ground about two weeks ago. The loss was placed at $6,000, partly covered by insurance. A large amount of tobacco was stored in the barn.

"Things are Beginning to Hum," Reports Cleveland

Factory of Shields-Wertheim Company Over-run With Orders—Pyle & Allen Company Busy Concern—Town Has Calls From Many Salesmen

CLEVELAND, O., September 25.

THINGS around this city are beginning to hum and the stores have taken on an air of activity. Our fall weather is really here and business conditions and the outlook for fall business never were any better. At least that is the general comment all over town. No one has any cause for complaint.

The Joseph T. Snyder stores here have been doing quite a business on the "De Luxe," "Blenheims," "Antonio and Cleopatra," "Cuesta Rey," "Solace" and "Van Dyke." In the cigarette line their "De Luxe" and "Pappas" have been going big.

Mr. Snyder, Mr. Mathias and Mr. Cummings, at the Buffalo end of the concern, were in town September 22 and 23 taking inventory, and were very much elated over the amount of business that had been done.

R. C. Heaney, the manager of the local Joseph T. Snyder stores, was in Buffalo in the interest of the concern.

Vacations are only talked about in whispers around the Snyder stores. They sure are scarce. However, Earle Fairbanks, of the 523 Euclid store, was the lucky one, for he just returned from a vacation in Detroit.

Mr. Morton was in town this week placing "Antonio" and "Cleopatras."

The Fred Golmar Cigar Company report good business at present, and are looking for still more of an increase. They have control of most all of the brands they feature and have worked up an elegant box business on their brands. Their best sellers are the "La Saramita," of the Shields-Wertheim Company, and many special brands of clear Havanas. They are featuring the "La Lita," of Corrall-Wodiska, in fifteen sizes, also many sizes of "Somella," of Andres-Diaz & Co., "El Modelo," of Jose Escalante, "Henry the Fourth," of Bustillo Bros. y Diaz. In the cigarette line the main sellers are the "Phillip Morris," "Melachrino," "Milo" and "Don Antonio" little cigars.

Mr. Herbert was in town the past week placing "Phillip Morris" cigarettes.

At the Rathskellar stand of the Fred Golmar Cigar Company, business has been improving constantly the past few weeks.

Mr. Dillingham, of the Rigby Company, Mansfield, O., is doing a wonderful business on the "Little Penn." At the present time he is 150,000 behind on the goods.

The factory of the Shields-Wertheim Company is overrun with orders. All their men are on the road and are getting good results all along the line on "Baby Saras" and "Saramitas." Mr. James B. Shields, the president of the concern, is taking a swing around the territory with good results.

J. T. Morton, of the Havana American Company, was in town the past week placing "La Preferencia" and "El Principe de Gales."

The J. B. Moos Company reports a very nice business. Everything with them is going fine, and the way things look now they expect a very big holiday business. Mr. G. J. Brown, the president of the J. B. Moos Company, paid the local people a visit this past week.

Horace R. Kelley, the Manila importer, dropped in town to pay us a visit the other day.

Wilfred Perry, of the "Nebo" department of P. Lorillard Company, just returned from a trip through his territory, and reports a tremendous growth on his five-cent seller "Nebo."

W. F. Orth, the "Piedmont" representative, reports that "Piedmonts" are enjoying a very nice business throughout the state.

At the Pyle & Allen Co. vacations seem to be over and the store managers are back in harness again. The retail business has picked up with them and the wholesale department is having a great deal of trouble filling orders. The "New Bachelors" are enormous sellers, and the factory has been unable to supply the demand for the past three weeks. In fact there has been a great increase in both the wholesale and retail departments, and the prospects for fall business are very flattering. The company has just finished an advertising campaign on the "New Bachelor" and the results are very evident, as shown by the increased demand for the goods. An advertising man accompanied their salesman through the state.

Amongst the ten-cent goods they are featuring the "Sanchez y Haya," "Bachia," of the R. A. Bachia & Co., "Tadema," of Arguellez Lopez Company, "Liederkranz," of R. Steinecke & Co., "El Benedicto," of T. J. Dunn & Co., and "C. A. C.," their own private label. In the five-cent goods the features are "New Bachelors," "Solent," "El Wadora" and Sanchez y Hayas "Segundos."

Mr. Ehrlich, of Ehrlich & Kopf, sold the Pyle & Allen Co. a nice bill of his fine line of meerschaum pipes while in town last week.

I. J. Mittelberger is on a trip through Ohio, Indiana and Kentucky, and reports a big business on "Bella Mundos," "El Tellos" and "White Knight" cigars.

Sojourning with us last week was Mr. Fred Suss placing "Liederkranz," for R. Steinecke & Co., Mr. Becker, of the Ruy Lopez Company, placing "Las Reyes Espana," also Mr. Thompson, of the same company.

Mr. Jos. B. Wertheim, of Jose Lovera Company, Tampa, Fla., journeyed a long way from home to come up here and look after his holiday business. He is doing big business on "Loveras" and "Inventoras."

David Blum, who keeps an up-to-date stand at 801 Euclid Avenue, Cleveland, O., is featuring the "Flor de Jeitles," made by the Jeitles & Blumenthal, Ltd., of Philadelphia.

Grover Mendelsohn, of the "Rigoletto" factory, left last week for a three weeks' trip through New York, Pennsylvania, Ohio and Virginia.

M.

Leaf Men Up in Arms Against New Schedule.

New Yorkers Claim that Proposed Classified Freight Rates Will Be Serious Burden—Jump from 35c Per Hundred Lbs. to 65c.

THERE has been much agitation among the New York leaf trade over the proposed changes in the classified freight schedules, which will be considered by the Official Classification Committee of all the railroads, when it meets in that city on October 15. It is intended to place leaf tobacco in a double classification, instead of the straight rate as at present on carload lots or broken shipments.

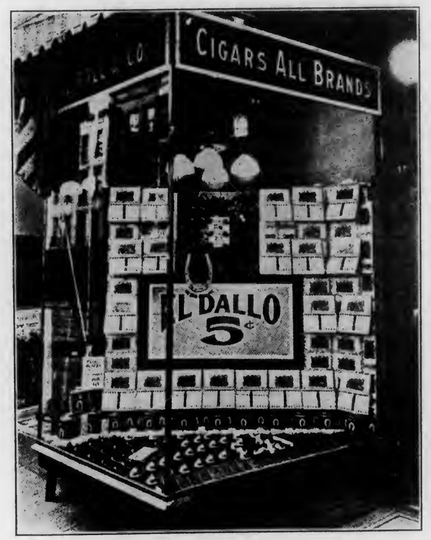
Leaf tobacco in any quantity is now carried in the fourth grade classification, the rate being 35 cents a hundred between New York and Chicago. Under the proposed change all shipments under carloads, or 20,000 pounds, will be advanced to 65 cents a hundred between the above named cities, and proportionate rates to other points.

The change, it is said, would be a serious burden to the small manufacturer and even the large ones, while the commission man would be in danger of being driven out of business. The only advantage now enjoyed by the large shipper in New York is the free lighterage given him around points in the harbor.

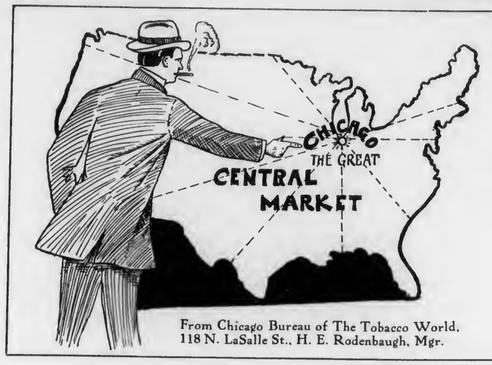
Carl W. Wobbe, of 158 Water Street, New York, President of the Leaf Tobacco Board of Trade, was surprised when informed of the proposal contained in the secret schedule of the Official Classification Committee.

"We shall certainly oppose any such drastic change in classification, and I shall present the subject to theBoard of Trade for its official action next week," said President Wobbe. "Instead of higher classification, the trade should have lower rating. For instance, where there were 30,000 cigar manufacturers in the United States two years ago, we now have only about 20,000. The small dealer and manufacturer is being gradually eliminated and the business concentrated in larger holdings and control.

"If placed in the second class, tobacco leaf, both east and westbound, will be forced to pay approximately 100 per cent. more in freight, which will come out of the pockets of the small dealer and manufacturer; they cannot afford to do this and compete with the larger trader. The cigar trade in the United States has certain fixed prices, unlike the trade in Germany. Here the trade is usually a nickel or ten cents as the cheapest. In Germany the price advances from a nickel to six cents, and so on up to the highest grades.



Display of "El Dallo" Cigars, Wertheimer Bros., in Little & Co's. Store, Troy, N. Y.



From Chicago Bureau of The Tobacco World.
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

Latest Happenings in Chicago

Tom Slader Pushing "La Saramita"---G. A. Renaud Has New Location---Frank Francisco Gets Assistant.

CHICAGO, September 25.

A CORPORATION has recently been formed by a number of retail cigar dealers of this city. It is the purpose of this organization to bring the dealers into closer communion with each other so as to enable them to pull together for the betterment of the trade in general, and, if possible, to bring about lower prices for cigars and to devise ways and means of competing with the United. While, as above stated, the objects of the organization are numerous and will, no doubt, increase as the association ages, but the first all-important subject is to arrange a new scale of wholesale prices by joining together and buying in larger quantities and distributing the stock among themselves. The name of the new organization is the New Retail Cigar Dealers' Company.

Ed Wodiska, of Corral, Wodiska & Co., Tampa, makers of the "Lucius" cigar, which is distributed by the Ryan & Raphael Cigar Company, was in the city recently calling on the trade.

Frank Francisco, Western representative of the United Cigar Manufacturers Company, is back from his Western trip. He has appointed J. Duddleston as his assistant, covering St. Louis, Dallas, Salt Lake, Denver and the far western points like Seattle and Spokane. Duddleston was formerly with Louis Deschler, of Indianapolis, and lately represented the "Peter Schuyler" cigar, made in Albany, N. Y.

Ralph Hamburger, who has had charge of Best & Russell Co.'s store, Randolph and Dearborn Streets, resigned, and starts with Berriman Brothers as manager of their First National Bank Building cigar store.

W. G. Andersen, buyer for the cigar department of the Fair, has returned from a two weeks' stay in New York.

J. F. Courtney, Madison, Wis., visited the trade in town recently.

The Straiton & Storm Co. are putting out the "San Marco" five cent brand in a very attractive tin can. This brand jobs for $38 and sells at five cents straight on Saturdays and Sundays only.

Best & Russell Distribute "San Martin."

Best & Russell Co. are distributing the "P. San Martin" brand in Chicago. This brand is made by P. San Martin & Leon, of Tampa, who formerly made the "Juliana" brand for Reid, Murdock, Incorporated, motored down to Streator the other day, where he is having a car built.

San Marco, at his new store corner Adams and Fifth Avenue, has a window full of a new brand called "Josetta," five for twenty-five cents, and they are selling very well.

Harry Schermerhorn, president of H. M. Schermerhorn, Incorporated, restored down to Streator the other day, where he is having a special buzz wagon built. Harry is one of the boys we like to see prosper, for if he cannot use your goods the worst he does is to give you his famous million dollar smile and tell you to see Sig Rosenthal, his partner, "the man with the fur-lined stare."

H. B. Franklin & Co., 327 West Madison Street, manufacturers of the "Ferdinand the Great" cigar, reported an excellent business for this brand.

The "La Venda," which is one of Albert Breitung's best sellers in his chain of stores, is manufactured by Benner Brothers, 653 Willow Street, this city.

G. W. Faver, Incorporated, 75 East Harrison Street, are giving special attention to the Welroy brand, made by Seidenburg & Co.

Nathan Fox, 210 West Chicago Avenue, is meeting with good success for the "El Barton" five cent cigar, which he is distributing.

The Fair, one of the largest department stores in Chicago, intends to spend half a million dollars in remodelling their first floor. The fixtures will be all mahogany, and from all accounts it will have the finest first floor space of any store in Chicago. The cigar department will have more space. The new fixtures will be installed in February.

Geo. Yocum, of Yocum Brothers, Reading Pa., makers of the "Y. B." cigar, just visited Chicago. George has built up a big business in Los Angeles and has recently made a deal with Mason, Ehrman Co., of Portland, Ore. He expects to spend a good part of the winter in and around Portland, helping the men place the "Y. B." cigar.

Tom Slader, 5043 South Ashland Avenue, is pushing "La Saramita," five and ten cent brand of the Shields-Wertheim Co., of Cleveland. Mr. Stein, the factory man, is helping Slader place the brand.

C. T. Arrison, of the Manhattan Briar Pipe Company, was here this week showing his full line to the trade.

One of the largest distributors of "San Felice" cigars on the south side is Henry J. Zegars, 9057 Commercial Avenue.

Victor Thorsch, 5 North Wabash Avenue, reports an excellent business on "Bachelor" cigars in the city, and says that E. A. Strause & Co., of Peoria, are selling a lot of that brand down state.

Shibley & Co., 18 South Fifth Avenue, are now manufacturing the "Kiram" cigars and are meeting with good success in distributing them. This firm had the cigar privilege of the Drexel Cafe, Thirty-ninth Street and Cottage Grove Avenue, for a number of years.

L. H. Smitz & Co., 343 East Fifty-first Street, specializes in "Websters" and "Charles the Great." Bill Murray is the company and he represents the "La Venga" factory in the south side.

Ryan & Raphael Cigar Company, Steger Building, are distributing the "Bartholdi" brand, made by E. M. Schwarz & Co.

The "Eden" imported cigar, made by Calixto Lopez & Co., with New York office at 180 Water Street, is handled extensively by Grommes & Ulrich, of this city.

The "Lovera" brand, made by Jose Lovera & Co., of Tampa, with New York offices at 81 East End Avenue, is a great seller with the Best & Russell Co. This firm is also selling a lot of the "Specials," ten cent straight size.

The "Natural" cigarette, made by Schinasi Brothers, 32 West One Hundredth Street, New York, is being boosted by a great many clever window displays. This brand was, not long ago, a leader in fifteen cent cigarettes, and with such displays it will regain some lost smokers and get new ones.

Billy Glaccum, of William Glaccum & Sons, 302 East Forty-fifth Street, New York, who are makers of the "Glaccum" cigar, was here this week. Their one best account is Grommes & Ulrich. They also sell their Irish friend, Tom Diffley Curran.

"Rey Eduardo" Has Large Following in Clubs.

The "Rey Eduardo" cigar, made by the Ruy Lopez Company, of Key West, and handled exclusively by Park & Tilford, has quite a following in local clubs. Bill Higgins, the Park & Tilford Chicago man, is placing the brand in this section.

The "Charles the Great" Havana cigar, made by Salvador Rodriguez, is on sale in all the Best & Russell Co.'s stores. I also notice the "Tom Palmer" cigar, made by Wengler & Mandell, in all their stands and stores.

Al Kohn, of S. H. Furgatch & Co., Seventy-fifth Street and Avenue A, New York, is in the city placing his goods. Their "Favorite de Cuba" brand is handled by McNeil, Higgins & Co., wholesale grocers.

The "Tadema Horana" cigar, made by Arguelles. Lopez & Bro., of Tampa, has been handled in Chicago over twenty years by the W. F. Monroe Cigar Company, Tribune Building.

Perfecto Garcia & Bro., of Tampa, with main offices in Chicago, are selling a great many "La Amitas" to John Harding of the Postal Telegraph Building.

G. A. Renaud Has New Location.

Geo. A. Renaud, secretary of the Wm. F. Monroe Cigar Company, has leased the store at 124 West Monroe Street, in the New York Life Building, for a term of years. He expects to open it as a cigar store about the middle of November.

Jim Terrell, assistant manager Fair cigar department, joins Best & Russell Co. staff at the Palmer House Store, succeeding Ernie Meyer, who takes charge of the Pullman Building store of Best & Russell Co.

O. Schrader & Co., 26 East Randolph Street, recently had a window display of "Plantista" cigars, packed in cans. This company offers a leather pouch to consumers who give in exchange five "Plantista" bands.

L. & I. Rubovits are proprietors of the cigar stands in the Board of Trade and Postal Telegraph buildings. They handle the very best grades of domestic and imported cigars, and enjoy an excellent business. Messrs. Rubovits were formerly employed by Best & Russell Co.

Randall & Landfield Co., 112 East South Water Street, manufacturers of the "Francisco Yoya" cigars, have, through their popular salesman, Pop Brady, placed their brand, in a great many drug stores throughout the city.

Fred A. Rolter has charge of the cigar stand in the Federal Building, owned by Aaron Straus.

R. B. Lytle, 1520 East Sixty-sixth Place, is getting rid of a world of "Lytle' stogies all over town. He also jobs popular advertised brands of cigars.

The "Flor de Puente" brand, manufactured by C. Puente & Bro., 157 West Randolph Street, is well placed in the Loop cafes.

Landfield & Steel, 177 West Lake Street, makers of the "Little Heine" 5c. cigar, have just placed their brand with John Lorimer, at Fifty-fifth and Prairie Avenue.

Lilian Field Bros. Co., 24 West Jackson Boulevard, are giving special attention to the "Corena" Tampa-made cigar and, according to Dick Congdon, the company's star city salesman, this brand is a close second for "La Azora."

Geo. Honman & Co., 55 West Van Buren Street, of which Charley Honman is manager, is featuring "Clorita" Made in Chicago brand. Charley has another place at 516 South Dearborn Street.

Harry A. Jonte has built up a very good retail trade at 857 South State Street, where he handles all the popular brands.

E. J. Gibbons, 754 North State Street, has remodeled his cigar store and billiard room. His leaders are "Tom Palmer" and "Tropics."

One of the oldest cigar locations in the loop is that of Emil Greilen, 130 West Randolph Street. He features the "Sir Rahmas" cigar.

The Walls Court brand of F. Lozano, Son & Co., of Tampa, is certainly well placed in the loop, due to the team work of Ben Leeser and Sig. Mayer.

Eger & Co., who rented the store in the new Chicago Business College, Adams and Wabash Avenue, on the Adams Street side, have a "To Rent" sign on this space. It was thought they had decided not to take it, but on inquiry, it was found they want to rent one-half of same. This firm also occupies a cigar store in the Windsor-Clifton Hotel, on Wabash Avenue, near Madison Street.

The United Cigar Stores are opening up a new store at Fifty-fifth and Lake Avenue, next to the Illinois Central R. R. passenger station.

The Kiessling Cigar Co., of the Lexington Hotel, of which Geo. Kiessling is president, are pushing their private brand of Havana cigars, called the "Vanderbilt Cup." George has it well placed with all the clubs.

It is pretty well understood that Hittell Bros. will have to give up their store, corner Fifth Avenue and Randolph Street, on May 1st, 1913, as the building is to be torn down for a large structure. Hittell Bros. have a factory on the north side where they make the brand "Edward Gibbons." They expect to put the brand "Arona" on the market very shortly.

Nels Johnson, of Thirty-seventh and Cottage Grove Avenue, has been at St. Joe, Michigan, the past three weeks taking the baths, and expects to return around October 1st. He is still pushing the "Battle of Drexel" 5c. cigar.

Geo. H. Mayer, manager of cigar department of Steele-Wendeles & Co., La Salle and South Water Streets, says business is fair. This house acts as distributors for "Tom Keene" and "San Felice" 5c. cigars.

The Ferdinand Heischaf, Key West makers of the "Mi Favorita" brand for Park & Tilford, also make the "Otello" brand, distributed by Chapin & Gore.

Simon Lichtenstein, of 186 North Fifth Avenue, handles the "El Englo" brand of T. Englehardt & Co., of Tampa.

Geo. H. Maer has two drug stores, one at Lake and Clark and the other at Washington and La Salle Streets. In both stores he has a cigar department selling the popular brands demanded. His show cases are favoring the brands of Best & Russell Co., with whom he has some special arrangement.

The "Flor de Diaz" cigar, with the blue label, made by A. Diaz & Co., of Tampa, is being sold in quite a few places in the loop district.

A. H. Hanke, 443 South Dearborn Street, is distributing the "El Aguila" cigar, manufactured by Kuhles & Stock, of St. Paul.

The "Gambetta," 5c. cigar, which is distributed here by Ryan & Raphael, is manufactured by Welcher Bros., 231 North Fifth Avenue. This concern also makes the "Hava Cuba" for Pete Bauer.

John P. Stewart, whose retail store is 105 West Adams Street, is building up a nice jobbing business. His principal brand is "Cleora." Mr. Stewart is an alderman in the Twenty-first Ward.

The "La Matilde" brand is being distributed by Upmann & Wilcox, whose address is 14 South Franklin Street.

Reid Murdock & Co. are working a lot of window displays on the "Osceola" 5c. brand, which they are placing in Chicago.

The Erlich Mfg. Co., 241 West Broadway, N. Y., are makers of the "Corabana" 10c. cigar, which are handled in Chicago by Franklin, MacVeagh & Co.

The "Lord Macauley" 10c. cigar, made by E. Klein & Co., 320 East Sixty-third Street, is handled by Pete Bauer, 83 West Randolph Street.

The "Van Dyck" brand, made by M. A. Gunst & Co., Tamps office, have placed same with Best & Russell Co. for their Palmer House cigar stand.

Michael Friedman, a leaf tobacco importer, is again in Cuba, where he is purchasing goods for his customers.

H. M. Schermerhorn & Co. Inc., have the cigar privilege for the new addition of the McCormick Building, on Michigan Avenue, and expect to get down to business by the middle of October.

Sam Poley, of the Congress Cigar Co., 1038 West Van Buren Street, returned recently from a buying trip to Cuba.

Rothschild & Co.'s new department store, is about completed, and a large space will shortly be set aside for the sale of cigars and tobacco.

Barrett Cigar Co., 1330 West Madison Street, are making a cigar called "Tom Barrett," having named it after the late sheriff.

The cigar privilege in the Home Insurance Building, 137 South La Salle Street, is owned by Albert C. Becker.

R. M. Berlizheimer, of 22 North La Salle Street, is featuring the "St. Andrews" Havana cigar.

Cohan Bros., of 115 W. Lake Street, makers of "Pindus" cigars, have installed an electric light sign, advertising this brand for Simon Lichtenstein, at 186 North Fifth Avenue.

Thorwart & Roehling, 123 West Lake Street, are now distributors for the "Famosa" 5c. cigar, manufactured by E. Kleiner & Co.

H. E. Ackerburg, 187 West Madison Street, reports a big sale on the "Turnover Club" cigar.

Wm. D. Algeo, 1635 West Van Buren Street, through persistent efforts and good salesmanship, has placed his "Algeo" clear Havana cigar in many of the loop cafes.

The Capitalista Co., makers of "Capitalista Scotia" and "John McCutcheon" brands, are now located at 237 North Michigan Avenue.

C. E. Cace, the cigar broker, has opened a south side office at 1159 East Forty-third Street.

Berriman Bros., 38 South Dearborn Street, have devised a new package for "Jose Vila" cigar, it being a red leather box, and the factory will put the consumer's name on the box in gold letters, upon request from the dealer.

Julius Fernback & Co., 203 East Thirty-first Street, manufacturers of the "La Cyrilla" Havana cigar, report an excellent business, both in the loop and outlying sections of the city.

John N. Danner, the cigar broker, recently changed his headquarters and is now at 136 West Lake Street.

The "Jose Yomez" brand, manufactured by Brummen & Budinger, 11 West Kinzie Street, has rapidly become popular throughout the loop district.

B. Martinez, of Benito, Martinez & Co., has returned from a month's stay in Cuba, where he bought consignments of tobacco.

Doc. Raphael, of Ryan & Raphael Cigar Co., became a benedict a few weeks ago. As yet, but few of Doc's friends are aware of the fact. No doubt, a little later on, Doc. will find it necessary to open up a few boxes of "Lucius," the company's pet brand, and hand them around.

The out-of-town visitors include: Ned Guedalia, of Guedalia & Co.; Geo. Kraus, of Ruy Lopez, of Key West, who made his headquarters with H. M. Schermerhorn, Sig. Rosenthal, of the local concern, being George's brother-in-law.

The new cigar store, 1464 West Madison Street, is owned by El. Drell, who is handling all the well-known brands.

The tobacco trade in Chicago is interested in the fact that Jaime Pendas, formerly of the firm of Y. Pendas & Alvarez, Tampa, has joined the organization of M. A. Gunst & Co. Inc. Mr. Pendas is well known here and was at one time an associate and partner of Manuel Vega.

The "Flor de Mendel" 10c. cigar is being distributed by the Ryan & Raphael Cigar Co., Stegar Building.

Franklin MacVeagh & Co. are placing the "First Consul" 10c. cigar, made by P. Pohalski & Co., of 12 Laight Street, N. Y.

H. Rieser, treasurer J. & B. Moss, returned from a three months' trip of Europe, very much improved in health.

The Fair and Walker R. Eagle are making a drive on "El Planco," some odds and ends they bought from some local jobber.

Harry Vreeland, the "Milo" cigarette man, was in town, preparing for the fall campaign.

Geo. Meigs, of Sanchez & Haya, Tampa factory, visited Chicago recently. His brand is handled very largely in this section.

The "La Verdad" cigar, of Simon Batt & Co., is sold extensively by the Sherman House. P. J. Bauer, 83 West Randolph Street, also sells a lot of them.

W. G. Collins, Indianapolis representative of Best & Russell Co., is in Indiana, and F. Saunders, St. Louis representative, visited the home office recently.

Havana says 1912 was largest crop since 1900

First three weeks of September fine for leaf dealers.---Further rise in prices of some grades indicates bright future.

HAVANA, September 25.

IF the month of August had closed well for our leaf dealers the first three weeks of the present month have even been better still, as can be seen by the volume of the transactions accomplished. The prices have not alone been fully sustained, but they experienced a further rise for several grades, and the outlook for the future is flattering. We have received in round numbers from the country 82,000 bales of all kinds of leaf, while the sales according to the different reports, furnished to us by the leaf dealers, have reached 53,000 bales, thus leaving an apparent excess of 29,000 bales of accumulated stock during the first three weeks of this month. In reality, however, there is no such quantity for sale, as the bulk of this amount consists of purchases made previously in the country, direct from the farmers, and is simply arriving for home consumption, or destined for export to the United States, or elsewhere.

Of course, there is tobacco to be had yet for some time to come, but if we should continue at the present gait, then we should soon arrive at a point, where all the good vegas will have changed hands. As the escogidas are on the point of terminating, the receipts from now on are bound to be smaller during the coming month. Therefore with large sales we would have to draw upon the stocks on hand.

While there is no longer any doubt, but that the 1912 crop in its totality has been the largest since the year 1900, the demand, however, has been such that it appears as if we have had a small crop. The beauty and fitness of all kinds of this year's leaf has been so universally recognized, that the majority of the buyers which have come here have stocked up with nearly double the quantity of leaf, which they have been buying in former years. Prices are not too high for manufacturers, as the yield is larger in the manufacturing of cigars, and owing to the excellent taste, it is expected that the consumption of cigars from this crop will materially increase all over the world. Of course, there is one dark side, and this is the scarcity of good wrappers, but this affects our manufacturers more than the Americans, as the latter can help themselves with other kinds of leaf, such as Porto Rico, Sumatra or Mexico.

Thanks to the enterprise of one exporter to Germany, who has sent some 1200 bales of Remedios, first and second capaduras, to that country, it almost looks as if we have a new customer for these two grades, and this in conjunction with the growing demand from the Argentine Republic and Uruguay, our dealers will henceforth not be alone dependent upon the American trade for these styles in future. It will affirm our market, and as the available quantity in this crop is small in reality, it seems as if the hopes of our dealers in seeing considerably higher prices this winter might be realized, and this notwthstanding the fact that the quality is not as heavy as in former years. On the other hand the flavor of the 1912 Remedios is far superior to anything, which we have had for a number of years.

We have heard of one serious complaint from some exporters to Germany, that some dealers here have refused to carry out their contracts on goods to arrive at a certain figure, because the market went up on the grades. This is a custom in Mexico "en vogue" among the Vegueros, that will sell their crops three or four times to different buyers, each time at a higher figure, but making some excuse to the first buyers that they could not deliver the tobacco at once. This same custom has been adopted by a few farmers here in Cuba, when they saw the market rising, and some dealers here complained to us, how they had to be obliged to raise their bids three or four times, before they finally were able to receive the vegas, or that they lost the same, because another buyer had still raised the ante. That our dealers here in the City of Havana should, however, try to lose their honor, by going back on their word for the sake of getting a few paltry dollars more, is certainly contemptible, and for the sake of the good reputation enjoyed by the majority of our leaf dealers, we trust that the cases cited to us have been isolated.

Sales from September 2, to September 21, totaled 53,051 bales, or divided were: Vuelta Abajo 21,381, Partido 8,966, and Remedios 22,704 bales.

Buyers were: Americans 20,008, one Canadian concern 5,000, exporters to Europe 14,303, shippers to South America 562, and our local manufacturers of cigars and cigarettes 13,178 bales.

Exports of leaf tobacco from the Port of Havana, during the same period were: To all ports of the United States in bales: 19,150, Bremen and Hamburg, 11,479, Spain 2,150, Austria 570, Antwerp 19, Gibraltar 85, Oran 30, Mexico 59, South America 653; totaling 34,195 bales.

Receipts of Tobacco From the Country.

From Sept. 1. to Sept 21, 1912.		Since Jan. 1, 1912.
Vuelta Abajo,	31,246 bales	166,007 bales
Semi Vuelta,	3,324 "	18,670 "
Partido,	3,186 "	20,800 "
Remedios,	42,433 "	199,230 "
Mayari,	1,838 "	3,886 "
Total,	82,027 "	Total 408,593 "

Cigars.

Unfortunately, the rumor only proved too true, that during the second half of August our cigar industry lost almost all again, that it had gained during the first half of that month, and which the following official figures from our custom house are proving, viz.:

Export of Cigars from the Port of Havana.

	Cigars.
From August 16th to August 31st, 1911	10,686,787
From August 16th to August 31st, 1912	7,477,560
Decrease in 1912	3,209,227
From January 1st, 1911, to August 31st, 1911	121,293,861
From January 1st, 1912, to August 31st, 1912	107,270,087
Decrease in the first 8 months of 1912	14,023,774

As we learn, the first half of this month shall, however, have commenced better again, although the official figures have not been published yet, and we hope, that at last the tide may have turned in reality, and that henceforth we can report more cheerful news from here as regards our cigar industry.

There are apparently good sized orders from the United States and England, while the demand from Germany is mixed, some factories claiming to have good orders, while others say the demand is not what it ought to be, at this season of the year. The calls from Canada are very good, and there is also more demand from the South American republics and Australia again.

H. Upmann & Co. have purchased in all 9000 bales of this year's Vuelta Abajo crop for their H. Upmann factory.

Romeo y Julieta added another 2000 bales of Vuelta Abajo to their previous holdings, so that the same reach over 10,000 bales in all, which include some choice stock of the 1909 and 1910 crops, but none of the 1911 growth.

Partagas also bought 2000 bales of Vuelta Abajo additionally, during the last fortnight, thus being fully provided for any emergency.

Mr. Allie L. Sylvester, president of the American Cigar Company, of New York, and chairman of the Henry Clay & Bock & Co., Ltd., paid us a flying visit from the 12th to the 18th of this month. Mr. W. A. Millett, a director of the latter company, left on the 14th for New York upon a two weeks' vacation. He could not be spared any longer, as business is rushing in the principal factories.

The new blend of the Castaneda factory has been approved by the critical importers of New York, and in consequence orders have arrived in big quantities.

Sol is in receipt of splendid orders from the United States, England and elsewhere.

Eden reports a very flourishing state of affairs, as far as orders are concerned.

Don Felipe Rodriguez arrived from New York to-day, by the Steamship Saratoga. The Elite factory continues to be filled with orders from all parts of the world, high priced regalia sizes predominating.

Don Bernardo Moreda left with his family for Spain on the 20th inst., in order to enjoy a complete rest for a couple of years in his mother country. Quite a number of friends wished him "bon voyage," and a speedy recovery from his ailment.

Buying, Selling and Other Notes of Interest.

The sterling house of Sobrinos de A. Gonzalez had a banner three weeks, as their sales reached the big quantity of 9,547 bales of all kinds of leaf, and which included 2,150 bales shipped to the Spanish Regie.

Muniz Sons also had some good business during the same period, as they closed transactions amounting to 2,730 bales of Vuelta Abajo and Remedios.

Don Ramon Arguelles, of the Romeo y Julieta factory, became the lucky father of a bouncing girl baby, on the 14th inst., and all of his friends in congratulating him wished him a repetition in due course of time, in the shape of a baby boy in 1913.

Don Eustaquio Alonso, of Partagas fame y nada mas, celebrated his saint's day on the 20th inst., receiving the felicitations and presents of his friends. One of them sent him a goat.

Mr. Ernest Ellinger showed us his cartage bill for the month of August, and which was presented the moment the WORLD correspondent called to make him a visit. It showed that his firm had handled very close on to 4700 bales, going in and out, in that time. This is surely a sign that Don Ernesto is hustling when here. He left on Sunday last by the Steamship Havana for a short respite in God's country.

Mr. H. H. Strater also was one of the passengers by the Steamship Havana for Philadelphia, via New York, being accompanied by Mrs. Strater. His object is to have a rest although he would not neglect to see his customers at the same time. His large packing of genuine Manicaragua, and from the best vegas, is still in progress at San Juan de las Yeras and will yield around 4200 bales.

Continued on page 31

New Equalization Agreement Working Well—Cuesta, Rey & Company Discontinue Use of Electric Machine, Pending New Improvements to Apparatus

TAMPA, FLA., September 25.

THE rush of the holiday season finds the cigar manufacturers of Tampa in excellent shape to meet the big demand expressed in teeming orders from hustling salesmen. There is but one untoward circumstance which is militating against the full tide of prosperity and activity in the factories at this season. This is the shortage of skilled cigarmakers. The manufacturers are non plussed as to the reason for this condition. Hitherto the cigarmakers who went north for the summer have been returning, ready for work, long before this time of the year, and there has been no difficulty in filling all the available benches. At present, however, there is an urgent need here for more men. Of course there are some idle cigarmakers in Tampa, but they are not of the class employed in the making of high-grade goods. It is hoped that, by the end of another week, the manufacturers will be enabled to obtain all the men they need, but just now there is room for three or four hundred additional workmen.

For the first time since the spring, the output is now over the one million a day mark, the shipments for last week being slightly in excess of 6,000,000 cigars.

The industry has been gratifyingly free of troubles all summer. The happy idea of the Citizens' Association in cooperating with the Manufacturers' Association in the employment of inspectors to visit all factories and see that the equalization agreement of 1910 is being lived up to, seems to have been the means of avoiding the usual kicks and clashes. The inspectors have been diligent and have quickly adjusted all differences that have arisen. They have encountered several puzzling problems recently, and appealed to the association for further instructions, which were given at a joint meeting of the Manufacturers' Association and the Citizens' Association, held last week.

The manufacturers have experienced two serious obstacles recently. The quarantine which was maintained for about ten days, incident to the bubonic plague scare at Havana, prevented the shipment of tobacco, and many of the factories which had not taken the precaution to stock up ahead, were obliged to shut down several days. Fortunately, the quarantine was brief and the shipments of tobacco were immediately resumed. Another shutdown was caused by the record-breaking rainfall of ten days ago, when rain fell almost incessantly for four days and made it impossible to work the tobacco and, in some cases, owing to flooded conditions, to even reach the factories.

M. W. Berriman recently returned from Cuba, where he spent some time with his factory manager, Manuel Sanchez. Mr. Berriman proceeded in a few days to New York.

A. A. Martinez, of the J. M. Martinez Company, is spending a vacation in New York City. He will remain for the world's championship baseball series.

Jose de la Campa, the agitator, who has just finished a term of one year in the convict camps, under a sentence of local courts for conspiracy in connection with the big strike, has made his reappearance in the city, but, from all accounts is very conservative and docile in his conduct. He was one of the speakers at the Tampa celebration of Labor Day, speaking in Spanish, but making none of his usual appeals to passion and prejudice. He is said to be employed by the International Cigarmakers' Union as an organizer.

Frank R. Diaz, of V. Guerra, Diaz & Co., reports fine conditions at this factory and many large holiday orders for "La Mega." Harry Culbreath, the popular traveling man of the firm, is on the Coast again, after a brief visit to headquarters. This firm is making some very attractive holiday packages.

W. I. Webb, of the J. M. Martinez Company, has returned from his vacation, spent principally in the White Mountains.

B. J. Mays, of Guesta, Rey & Co., has returned from Hampton Springs, Fla., where he spent two weeks for rest, but he was unfortunately attacked with severe illness upon arriving there and spent most of the time in bed. He is now slowly recovering and catching up with the office work of the big concern.

The much-vaunted electric machine for exterminating bugs in cigars, which has been given a thorough test in the factory of Cuesta, Rey & Co., has not done the work promised for it, and its use has been abandoned by the firm. The promoters of the apparatus state that they will have certain defects in the machine corrected and that it will then do what is claimed for it. Manufacturers here were watching the test with keen interest as the success of the process would have meant much saving to them as well as a higher quality of cigars.

The Jose Lovera Company has just shipped a carload of cigars to Seattle, consigned to Schwabacher Bros. & Co. The shipment was of the finest sizes and the car was appropriately labeled, attracting great attention en route.

J. J. French, formerly of the Havana-American Company, who recently embarked in a new concern, known as Quiros, Villazon & Co., has returned from his first road trip and reports business excellent.

Celestino Vega has been making frequent trips to Cuba, buying tobacco.

Val. M. Antuono, of "C. H. S." fame, finds his orders sufficient to tax the capacity of his factory. His "Duke of Belcourt" is also in great demand.

The clubhouse of the Centro Asturiano, which was badly damaged by fire a few months ago, will be entirely removed and a new structure erected. Permission to do this work was obtained by Mariano Alvarez, vice-president of the local branch, on a recent visit to the headquarters of the parent society, Havana.

The Sanchez & Haya Company succeeded in getting an unusually fine lot of tobacco from the new crop. Simon Gonzalez, manager of the factory has gone to Spain to visit his relatives there and will spend about four months abroad.

Levy Joseph has resigned as local factory manager for Leopold Powell.

Lawrence Gunst is in Havana on business connected with the M. A. Gunst Company. This firm, it is reported, is soon to open a factory at Key West.

The business of the Tampa Box Company is breaking all records this season. The company is rebuilding, on a larger scale than before, the mill portion of its plant recently destroyed by fire.

Improvements at the factory of the Boltz-Clymer Company are very noticeable. The front of the building has been repaired and redecorated and broad concrete walks built from the entrance of the factory to the car tracks.

Fernando Rodriquez, of the "Charles the Great" factory, is expected here daily from New York.

PERFECTO.

New Orleans to Have New Pipe Factory

John Hoffman Leases Building for That Purpose—John P. Gaspard, Pioneer Cigar Manufacturer Dies—Many Pipe Salesmen in Town

NEW ORLEANS, September 25.

IT so happened that three pipe salesmen were here one day last week. The trade were inquiring if a pipe sellers convention was to be held. W. H. Lewis, of Adolphus Frankau & Co.; Ed. Sickles, with Kaufman Bros. & Bondy, and C. H. Schlichter, representing Wm. Demuth & Co., were the smokers article travelers on hand.

The United Stores have fine window displays this week of "Cuesta Rey" and "Upmann's Baby Bouquet."

J. Barzana, manufacturer of "La Dancita" and "8-20-6" cigars that have an excellent local sale, as well as a number of private brands manufacturer for the trade, has been kept so busy that he has had to increase his force of cigar makers.

Odenwald & Bros., Canal and Exchange Place, who specialized Pendas & Alverez "Webster" cigars, state that they have regular customers whom they have been supplying "Websters" to for fifteen years.

John Hoffman has leased the building, 232 Royal Street and will devote the ground floor to the manufacture of meerschaum and brier pipes. Mr. Hoffman is one of the few men in the South who has mastered his trade in Europe, and has installed in his factory all the machinery necessary for the manufacture and repair of pipes of all kinds.

In the death last Sunday of John P. Gaspard, 537 Decatur Street, there passed away one of the pioneer cigar manufacturers and dealers. For the past thirty years he has conducted the tobacco store at the Decatur Street stand, and was well known and universally esteemed.

News has been received here of the death of Walter Metzler, of the firm of Metzler Bros., Dallas, Texas, prominent cigar merchants of that city. Mr. Metzler has many friends here who learned the sad news with much regret.

Juan M. Gonzalez has just returned from his annual trip to Cuba. Mr. Gonzalez has purchased a large quantity of Havana tobacco to be used in the manufacture of his "Lacoya" and "Flor de Gonzalez" cigars.

PELICAN.

Havana Letter

Continued from page 30

Don Antonio Calzada, after his return from the Vuelta Abajo, has gone to the province of Santa Clara, in order to pick up some good vegas for his customers.

Sylvester & Stern received on account of previous contracts, and some new purchases, 8000 bales of all kinds of leaf during the last three weeks.

J. F. Berndes & Co. had bought for their customers, up to the 21st inst., 26,000 bales of all kinds of leaf, a large part of which is still stored here in their several warehouses.

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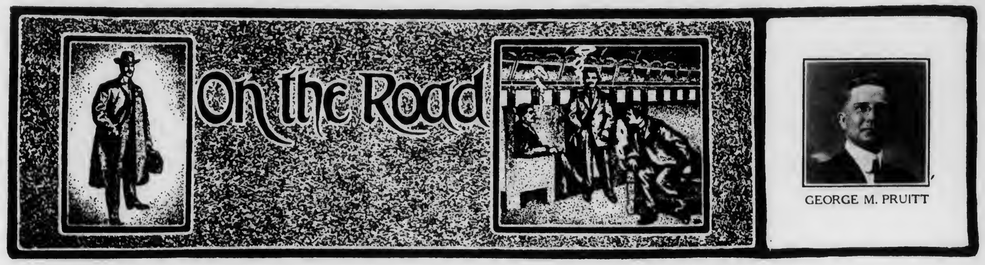


GEORGE M. PRUITT

George M. Pruitt, Popular "Havana Ribbon" Salesman

George M. Pruitt, popular South Jersey booster for Bayuk Brothers Company's "Havana Ribbon," is said to be one of the ranking members of that hustling staff of salesmen. He has been covering that territory for more than two years, and the large distribution the brand enjoys in the land of the mosquito amply proves his ability to produce results. Any doubting Thomases who are skeptical as to these statements have only to look around when they get to the shore towns for their annual respite from business life.

Mr. Pruitt is a resident of the City of Brotherly Love and votes from an address in West Philadelphia—he has not told us who for, as yet. He joined the army of married men less than a year ago, and with his wife takes great pleasure in showing his friends that the wedded state has single blessedness beaten fifty ways.

Mr. Pruitt, we extend to you our earnest solicitations and trust your endeavors will be as fruitful in the future as they have been in the past.

Sam Jeitles, of Jeitles & Blumenthal, Ltd., of Philadelphia, has a great many accounts in the Middle West. His "Frat" brand, sold by Geo. C. Knight, and "Havana Merits," by Albert Breitung, both of Chicago, are big sellers. When Sam's around he has all the boys goggle-eyed by showing the orders he takes from the W. A. Stickney Cigar Company, of St. Louis, for the "Tungsten" tin can brand.

Charlie Zeller, representative for the "Philip Morris" cigarette, has moved his office from the Colonial Theater Building Chicago. Dealers say it is a stand-off whether this brand of "Pall Mall" leads in Chicago as the 25c. cigarette. Zeller was formerly a jockey, but lost one of his arms in a race. The Philip Morris concern has a live wire in Zeller.

Nate Sampliner, who is doing yeoman work pushing the "Scribner" cigar, made by Bucher & Bucher Co., Dayton, Ohio, is again on a Western trip after a brief visit to the factory.

Arthur Meyers, factory agent for Bustillo Bros. & Diaz, has gone to San Francisco, where he will assist Michalitschke Bros. to place the "Henry the Fourth" among the leading dealers.

J. J. Hess, Coast agent for A. Santaella y Ca, makers of the "Optimo" cigar, has been in Seattle working hand in hand with the National Grocery Company helping them to push this brand.

J. A. Snyder, formerly representing the Blakslee-Snyder Co., of Buffalo, N. Y., is now connected with the Haas Tobacco Company, of that city.

Sanchez y Haya have put another representative on the Pacific Coast in the person of O. J. Lansing, who has been campaigning in Seattle on the Sanchez y Haya goods. Mr. Lansing will make San Francisco his headquarters.

William H. Curlett, a traveling representative of the American Cigar Company, has been campaigning in Buffalo, N. Y., where he has been popularizing the "Hoffman House," "Chancellor" and "Cremo" cigars.

Want More Enlightening Tobacco Reports

Connecticut Growers Say That Government's Figures on Sales Are Useless

A DESPATCH from Suffield, Conn., relates how the Connecticut Valley tobacco growers are nursing a grievance against the Agricultural Department at Washington, because of the recent statistics announced for the 1912 crop.

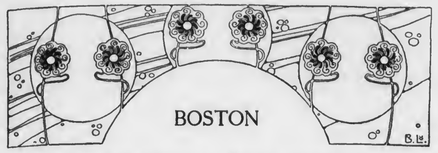
According to these statistics the average price paid farmers for tobacco in August was 11.7 cents a pound, as against 9 cents and a fraction a year ago. Except for the short crop years of 1874, 1865, 1864 and 1863, the department states, the 1912 average price is the highest on record. This is decidedly news to the New England farmer. The average price of to bacco, growers are informed, has not reached 11 cents a pound until this year, since the close of the Civil War.

New England farmers grow the great bulk of the fine domestic wrapper tobacco. Prices paid for this year's crop have ranged from 17 or 18 cents a pound to 35 cents for Havana seed and broadleaf strains. Only damaged tobacco has sold below the minimum price named. Moreover, after making due allowance for the fact that the New England tobacco grower is an intensive farmer and raises more pounds of tobacco per acre than the tobacco farmers of any other states, the fact remains that he cannot grow tobacco for 11.7 cents a pound, the "average price" which the Department of Agriculture mathematicians have arrived at.

The farmers of Wisconsin, the great binder State; of Ohio and Pennsylvania, which produce medium grades of tobacco, and of Kentucky and Tennessee, which raise burley leaf, can sell their crops profitably at prices below the cost of production in the Connecticut Valley. The comparison is particularly striking in the case of Connecticut shaded tobacco, for which the planter receives close to $1 a pound.

The Connecticut Valley tobacco planter is unable to comprehend why the Department of Agriculture should lump the price paid for tobacco in a score of States and then promulgate an average price for the country's entire crop.

Tobacco growers say that the preparation of statistics of this nature is waste of time. The only figures bearing on prices that would be of value to the tobacco farmer or the tobacco trade in general would be the average price paid for each strain of tobacco.



All Lines of Trade Hustling—Rosenthal Brothers & Bendetson Pushing "La Famosa" and "Havana Ribbon"

BOSTON, September 23.

THE cigar and tobacco industry in Boston and greater Boston is good. Fairs and conventions are being held, large quantities of cigars and cigarettes are bought, sold, and smoked. Sailors coming into the port of Boston, generally stock up here with plug tobacco and incidentals.

Wait & Bond, Inc., report business as good, repeating orders on "Blackstones" are very satisfactory.

H. Traiser Company, Inc., say that business and trade is brisk, orders on the "Harvard" and "Pippin" with other cigars, coming in every day.

Goldsmith & Silverman report that the trade on the "M. C. A." cigar is growing stronger every day. Their box trade with retailers is increasing rapidly.

G. Frank Davenport, manufacturer of the "Annie Pixley" cigar, will need more help if orders keep coming in, as his cigars are well liked and smoked in hotels and club rooms.

At the principal cigar and tobacco stores on North Street, Atlantic Avenue and the Hanover Street Bazaar business is good, and growing better every day.

In Charlestown all the retail cigar stores report trade as fair, being about the same the year round, with the exception of "Bunker Hill Day."

On Federal Street leading from the Post Office to the South Station, the cigar and tobacco dealers say that business is very fair for this time of the year.

On Essex Street, starting at Hamilburg's "Cigar Box" to the South Station, trade with the cigar, tobacco and cigarette men is considered very good; cigars by the box are being bet on the election.

At the picnic or outing of the "United Commercial Travelers" the "Arab" cigarettes were the only ones used.

At the State Street smoke shop trade is very good, the demand for Havana and domestic cigars is about equal. All kinds are kept to suit everybody in all goods appertaining to the business.

The R. J. Reynolds Tobacco Company is giving gratis an extra large pipe with each eight ounce tin of "Prince Albert" smoking tobacco.

Hull's Pharmacy, New Haven, has installed a large window display of "Hoffman House Bouquet" cigars, distributed by Hyneman Brothers.

John J. Keirnan, V. Guerra, Diaz & Co., was in town the last few days, taking orders and placing the firm's "Artemo" brand.

Klein's Drug Store, at Tremont and Boylston Streets, has just installed a fine and large window of popular smoking tobacco, advertised at ten cents, and three packages for twenty-five cents.

Mr. Newman, Federal Cigar Company, was in the city last week calling upon the jobbing trade.

Frank H. Scobey has been appointed the successor to Mr. Fishbach as the representative for "Melachrino" cigarettes, in New England.

Steve Hertz and J. M. Diaz, Bustillo Bros. & Diaz, are in town this week calling upon the trade. Mr. Hertz will soon take his Southern trip.

At Lynn the "La Integridad" cigars are finding considerable favor. H. E. Pearse, on Market Street, has added this brand to his window and cases.

Rosenthal Bros. & Bendetson are distributing a great amount of advertising matter, featuring their leading five-cent brands, the "R. R. Special," "La Famosa" and "Havana Ribbon," and in consequence these lines are growing in popularity.

A. Wingersky, of T. Rosenbaum & Co., has just returned from his eastern trip.

Dickey & Hodgdon, tobacconists, 27 School Street, opposite City Hall, Boston, report business as fair, but collections slow on box trade. Their trade through the summer has been good, as all the School Street cigar dealers have had a good business.

I see our old friend, Geo. Beach, who has been with the Riker-Jaynes cigar department for many years, is again back of the counter at 143 Summer Street. George has been changed around a great deal of late and is glad to get back to 143, where they always need a good man, and he is all that.

"Pat" Neeson is working as hard as ever with "Capulets" and "Jaynes" perfectos. He is noted for his "plugging" of these brands, and says box trade was never better.

At the Holland Wine, Cigar and Cigarette Company, Boylston Street, business is picking up, as "Young Charlie" Holland has just returned from two weeks spent up at Laconia, N. H., and is ready for the fall trade. They carry a first class line of imported and domestic cigars and cigarettes, and are agents for "La Mega," a Havana cigar.

Chicago Office for Sargent Humidor Company.

The Sargent Humidor Company has opened a Western office at Monroe and State Streets, Chicago. The business of this concern has been increasing at such a fast rate that to facilitate matters they have been obliged to establish this branch, to take care of the Western field. Their representative in that district will be John L. McKay, who will make the above address his headquarters.

Jeremiah J. Kelleher, who has been conducting a retail store in Fitchburg, Mass., for a short time, has taken over the cigar factory of Daniel W. Teehan, at 155 Main Street, that city, and will continue to make the "Monogram," "Fay Club" and other brands which Mr. Teehan has been manufacturing. The business was established thirteen years ago.

Samuel Traub, a retired cigar manufacturer of Brooklyn, N. Y., died in that city last week. He had lived in Brooklyn for many years, having come there at an early age from Germany. He was 85 years of age.

Birmingham One of Important Tobacco Centers of South

City Does an Enormous Business, Which is Rapidly Increasing—R. D. Burnett Cigar Company, Large Wholesalers, to Move to New Home Early in 1912

BIRMINGHAM, September 20.

THIS hustling city smokes fifty million cigarettes and about twenty-five million cigars in the course of a year, according to local wholesale tobacco dealers. They say a tobacco business of two million dollars a year is done here. Birmingham has two of the largest jobbing houses in the state and supplies virtually all the tobacco used within a hundred miles of this city or the northern portion of Alabama.

The two large wholesalers are the R. D. Burnett Cigar Company and C. C. Snider. In addition to these firms a number of the wholesale grocers and jobbers carry big stocks of tobacco, and do no mean business. Several of the large industrial companies which run strings of commissaries, buy direct from the factory. The estimate on the amount of tobacco handled by these concerns is hard to get.

It is surprising to hear of the amount of snuff consumed in this region. It is said to be over $150,000, a figure all out of proportion to the population. A large part of this is used outside of the city.

The sales of plug tobacco are very heavy indeed. One estimate placed the amount of plug tobacco sold in Birmingham at 250,000 pounds while another estimate placed the sales on this article at between four hundred thousand and five hundred thousand pounds a year.

The amount of granulated smoking tobacco has been estimated by one dealer at 300,000 pounds a year, while another dealer estimated that Birmingham sells more. Of the plug cut pipe tobacco it is estimated that Birmingham sells about 75,000 pounds a year.

Estimates on the increase in the sales of cigarettes were hard to secure. One dealer stated that it was a hard matter to estimate the increase while another hazarded an estimate that the increase would run almost forty per cent.

Greater Birmingham uses a large percentage of the cigars and cigarettes sold here each year. The estimates run almost as high as eighty per cent. on the cigarettes.

Birmingham's wholesale tobacco houses, C. C. Snider and the R. D. Burnett Cigar Company, are enjoying good increases in their business and the trade territory is broadening from Birmingham.

On the first of January the R. D. Burnett Cigar Company will go into its new home on Second Avenue, between Eighteenth and Nineteenth Streets. The new building is 50 by 140 feet and five stories high. It is of reinforced concrete and one of the most modern buildings in the city. Most of the first floor and the basement will be occupied by the Burnett Cigar Company, while the upper floors will be leased by a well known concern. The most modern humidors will be installed and the building will be thoroughly equipped as a wholesale tobacco house.

The American Tobacco Company's representative, "Dick" Buckman, is again in town, having been in New York and Chicago for the past two months. He reports good sales with the "Piccadilly," a small cigar packed ten in a box.

The windows at No. 50 Washington Street always look good for Geo. Hennessey, who is in charge of the cigar counter, has some clever schemes for dressing them. A cigar called "Jaynes Limited" is being featured at six cents straight, and is meeting with success.

WM. T. HENDERSON.

Made in Detroit

RECENT CONVENTIONS PROVE HARVEST FOR CIGAR MEN

Charles Richter, Old-time Restaurater Dies in Germany—New Stands Around Broadway Market---La Fond's Lease Store for Retail Business

DETROIT, SEPT. 25.

STATE Fair week, September 16 to 21, brought multitudes hither who left copious change in the coffers of the Detroit United Railway and the tills of the cigar merchant, hotel man and lunch counter magnate. Several recent large conventions, with their concomitant banquets, receptions, side trips, etc., are local incidents from which large sales of cigars and cigarettes have sprung. Manager Al. Thornberg, of the Pontchartrain Cigar department, states that recent gatherings have proved a harvest for his department, the sale of banquet sizes of high class brands, in addition to excellent business on regular sizes, being most gratifying. The lobby of the Pontchartrain was so packed yesterday with Republican politicians attending the state convention that, at times, it was almost necessary to fight one's way through. Of course, the Cadillac, Griswold, Wayne, and other leading hotels profit greatly by these gatherings, but none to quite the same degree as the Pontchartrain.

Two of our most urgent needs are a convention hall and additional hotel service. Of the two, the latter is the more insistent want. Every few months we are cheered by press stories (sometimes illustrated) of "another" modern, fire-proof, fifteen-story or so hotel to be erected at a cost of a million dollars or two when all details are perfected and leases arranged, etc., etc. Such tales doubtless spring mostly from the fertile imagination of some embryonic Napoleon of finance or realty. Thus far they have proved unreal and unsubstantial. The latest tale, however, involving the Hotel Cadillac, has some foundation in fact. But even this gives forth no promise of increased accommodation or new building for two years at least. Then it is projected to erect a fifteen-story, 750-room hotel on the present site, strictly high-class and up-to-date in all respects. The Messrs. Swart Bros., present lessees of the hotel, will retire November 1st, having sold the equipment and good will for $275,000. The Cadillac has, for twenty years, been one of the best known and most liked hotels with the traveling public. For the past fifteen years it has been under the Messrs. Swart Bros.' management. Their retirement is a great surprise to many. No immediate change in policy or staff is announced. Whatever changes may develop, it is hoped Detroit will not lose the agreeable presence of Clerks Purtscher and Carson.

The hosts of friends of Chas. Richter, old time restaurateur and founder of the Hotel Richter, will be grieved to learn of his death, September 15th, at Stuttgart, Germany, whither he had gone last spring in search of health. Mrs. Richter was with him at the time of his death. Mr. Richter moved to this country with his parents in 1852. He served for three years as a private in the Civil War, previous to which he worked as a blacksmith in Newark, N. J. In 1866 he came to Detroit, and two years later started in the restaurant business. At different times he had restaurants at Marquette, Mich., New York and Hoboken. He played an important part in the affairs of the Harmonie Society, which, in his days, was the leading musical organization of the city, as also the centre of social activity among the Germans.

In keeping with the State Fair, was a window carried last week by the Central Cigar Company, corner Broadway and Gratiot Avenue. Most in evidence was a scare-crow artistically created out of one of "Jim" Robinson's old hand-me-down's. This was aided and abetted by diverse and sundry pumpkins, squash, oats, straw and other agricultural details. Incidentally, a few boxes of "Court Royal" and "San Telmo Record" sprang into view here and there. The window was unusual (for Detroit) and effective.

As forecasted in THE TOBACCO WORLD several months ago, more cigar stands are gathering about the new Broadway market. Jesse Rothschild opened some time past, and now J. S. McDonnell is just opening in the immediate neighborhood, at 85 Broadway.

Another new stand is that of Lester Wanamaker, at 63 Michigan Avenue. This will be operated in addition to the present stand at 14 Michigan Avenue.

There is a handsome display of "Bellmo" this week, in the Woodward and Clairmount Avenue store of the Detroit Drug Company. This is a seed and Havana cigar distributed by the Jackson Company of this city. Other displays of the same cigar are noted at Marvin Preston, Jno. Ford, Temple Cigar Store, Ben Crittenden, Art Klotz and Blessed's Grocery.

The La Fond Cigar Company, aided by a vigorous campaign in the local press, have done a big business in a comparatively short time with the "John Ruskin" five-cent cigar, made by I. Lewis Cigar Company, of Newark, N. J. Owing to a shift in the La Fond organization, a rumor was started that the recently established wholesale division would be discontinued. This report is entirely unfounded. The sales for August show an increase of nearly 80 per cent. over July. I do not feel warranted in disclosing the gross amount as given to me by Chas. La Fond, but it runs into good sized figures and is highly flattering to a three months' old concern.

Another move of the La Fond's that has stirred great interest is the leasing of the store at 127 Woodward Avenue at a high rental, for the purpose of opening a retail stand. Within a few yards, on the same side of the square, this is flanked by Bert Johnson, O'Brien & Co., E. M. Harris and Robert Schram, while directly opposite is the Hotel Ponchartrain, The Metropole and United Cigar Stores, and Louis Schneider. Faith must be strong in the La Fond boys, but there are doubting Thomases who say they can't make good. Yet the same was true when they took the Majestic stand at what was then regarded as an enormous rental. They made good in the Majestic with a vengeance. The new store will embody some novel ideas in arrangement and fittings.

Both M. A. and C. A. La Fond are now in the East, adding business to pleasure.

Ed. Heineman is looked for Thursday from Pt. Hope, Mich.

Al. Neff forsook Gittneyville a few days ago and, between sales at McMillan's, is reminiscing about pleasant times with the village lads.

European tourists are returning, among them Mr. and Mrs. J. P. Hemmeter, Chas. Eichhorn, of the Victor Jar Company, and Jno. P. Lieberman and family.

Detroit manufacturers are a unit in lamenting the want of cigarmakers. They are watching one another jealously. Under present pressure it would take very little to "start something." How supremely envious they are, one of the other. They know how to get rich, but have not learned how to get together.

The Superia Cigar Company, not yet four months in their new plant on Hendrie Avenue, are already planning to start, at an early date, the erection of an annex that will give them room for 150 additional help. This firm's recent expansion has been remarkable.

Lee O. S. Rinkle is not given to saying much about business, but the smile that lit his handsome (ahem!) features was sufficient assurance that things are moving along beautifully. Mr. Connor is on the job all the time, and keeps the factory end occupied.

Henry Mazer, of Mazer Cigar Company, has been in Iowa for some time superintending special work on "Miss Detroit" for the Western Grocery Company, of Marshalltown, Ia., and its branches. The brand has proven a big hit with these people, who have the distribution for the state.

Traveling men are thicker than flees on a dog. Everyone is out hustling for holiday orders. Here are some familiar names:

J. M. Logan, Logan Tobacco Company, makers of "Crownel" and "Luriana," Porto Rico and New York; H. Anton Bock, also Frank Horning, H. Anton Bock & Co.; Jos. Carlisle, A. Santaella & Co.; Willis Andens, F. Garcia & Bro.; Harry Alces, Simon Batt & Co.; Geo. Becker and Mr. Lopez, Jr., Calixto Lopez & Co.; Ben Lesser, F. Lozano Son & Co.; Leo Schoeneman, Celestino, Vega & Co.; Jos. Gans, Gans Bros.; S. Schragenheim, Heineman Bros.; A. Shapiro, Esberg, Gunst & Co.; E. Ackerman, Y. Pendas & Alvarez; L. E. Scheibe, Ruy Lopez; Harry Miller, Arguelles, Lopez & Bro; Jesse Powell, P. Pohalski & Co.; J. Wertheimer, E. M. Schwartz & Co.; W. B. McBirney, V. Mancebo, Muina & Co.

W. T. Taylor was also here representing the Romeo and Julieta factory. Likewise Alexander Herbert, vice-president of the Philip Morris Company, accompanied by Gus Bloch.

There were a few leaf men here, including D. E. Carter, W. H. Ralyea & Co., Elmira, N. Y.; Jno. Nissly, Lancaster, Pa.; Walter Eiseman, Eiseman Bros., Cin.; Harry Nathan, E. Spingarn & Co., N. Y., and W. E. Conover, E. A. Calves, Phila.

S. F. HEAVENRICH.

Receiver Asked for Oklahoma City Firm

The creditors of the Metropolitan Cigar Manufacturing Company, of Oklahoma City, Okla., have filed a suit in the Federal Court, that city, asking that the concern be declared an involuntary bankrupt. The following companies joined in the petition: The Rachel Leaf Tobacco Company, of St. Louis; Nun, Buse, Dienst Company, of St. Louis, and the Reichert Leaf Tobacco Company, of Wilwaukee, Wis.

"All Lines Improving," Says San Francisco

Many Changes in Different Concerns—Bier, Saalburg & Company Popularizing "Ruy Lopez"—Sanchez & Haya Representative on Job

SAN FRANCISCO, SEPT. 20.

LOCAL retailers and wholesalers alike say that business is improving, and in the distributive trade the last week has been one of the best on record for this time of year. An unusually heavy rain occurred early in the month, and for a time buying on the part of country dealers was interrupted by fear of heavy damage to dried fruits and late crops, the reaction helping to make this an unusually busy week. Since the rain it is found that little damage and considerable good was done, and delayed orders are coming in rapidly. In some sections conditions are still unsettled on account of the prohibition movement, but on the whole the disturbance on this account is subsiding. A good many new stands are getting under way, and the initial orders help to swell the volume.

Los Angeles retailers had quite a rush last week during the G. A. R. convention, the veterans forming only a small part of the crowd that visited the city on that occasion. A good many of the visitors from the east and north are spending this week in San Francisco, and dealers in the downtown streets manage to keep pretty busy.

Mr. Frankel, of Frankel, Gerdts & Co., the local manufacturers, who has been in Cuba for the last month, is expected home about the end of the month. He will probably spend a day or two in New York on his way home.

Arthur Meyer, Pacific Coast representative of Bustillo Bros. & Diaz, is spending the week in Southern California, having returned from his northern trip a few days ago. He is now working in the interest of his company's "Henry the Fourth" cigar, which promises soon to become as popular on the Coast as the old Alexander Humboldt line. The first shipment of the "Henry the Fourth" to Michalitschke Bros. & Co., the distributors in the San Francisco territory, arrived only a few days ago, and the goods are well received by the trade.

M. A. Gunst & Co. are introducing, through their chain of retail stores, a new Porto Rico line, "La Entrada," which is already finding a good demand. Some changes have been made in the local stores, M. Lindner being transferred from Powell and O'Farrell Streets to the Ferry stand at the foot of Sacramento Street, succeeding J. Heiman, who is now in charge at Third and Mission Streets, while the Powell Street stand has been turned over to M. Joseph. I. Falkenstein, of the local force, is spending the week on vacation in Southern California, and Gus Simon, the Portland manager, is visiting the San Francisco office.

Edward Wolf, of the Edw. Wolf Company, says: "Business is better in every way than it has been for some time past, and we are all looking for better times this fall." Mr. Wolf reports a continued growth in the sale of "Nestor Gianaclis" cigarettes, though his own time is largely occupied with the Manila importations. He has just employed Fred Unger, a well known cigar man of Los Angeles, to represent his lines in that part of the state, the territory extending over into Arizona. Hackfeld & Co., Ltd., have taken up the "Nestor" cigarette agency for the Hawaiian Islands.

J. G. Stickley, special representative of the S. R. Moss Cigar Company, Lancaster, Pa., and S. Graf, of H. L. Judell & Co., agents for the Moss line are calling on the trade in the central valley district.

Mr. Lachman, of Lachman & Meyer, leading cigar men of Reno, Nev., has returned home after spending a couple of weeks in this city.

I. Danziger, who has been calling on the trade in the mountain states in the interest of his Manila lines, is expected at his office in about a week, being now in the north.

Jesse Rich, a prominent retailer of Portland, Ore., has just returned from a visit to San Francisco and Los Angeles.

S. Bachman & Co. are mailing to their customers a 16-page pocket catalogue of their numerous cigar lines, designed for the convenience of retailers in placing orders. S. Bachman & Co. are making a number of improvements in the arrangement of their store, which will give more room for the offices.

"Milo" Adams, representing the Surbrug Company on the Coast, stopped in the city this week on his way back to Los Angeles from a northern trip.

Emil Judell, of H. L. Judell & Co., has returned to his favorite fishing grounds in Oregon, his former outing having been cut short by bad weather.

Sol Arkush, specialty man for the "Luis Martinez" cigar, who has been in San Francisco for a couple of weeks, has left for Portland, Ore., and will spend some time with the trade in the north Coast cities.

I. Wentworth, who has been boosting for the "Flor de Lovera" at Los Angeles, is now working the San Francisco trade for Wellman, Peck & Co., the distributors.

P. M. Crane, now in charge of the Durham tobacco department of the Tobacco Company of California, was formerly at Denver, Colo., and prior to that had charge of the Boston office of the American Tobacco Company. J. J. Donovan and T. A. Baird, also formerly of Denver, are now with the California Company.

H. H. Manley, representing the American Cigar Company on the Coast, who has been spending some time in Southern California, is now visiting the north Coast cities.

O. J. Lansing, special representative of the Sanchez & Haya line, arrived here the first of the week, and is starting a strong campaign in the interest of the "Sanchez & Haya," which already has a high reputation in San Francisco. Mr. Lansing expects to spend some time in various parts of the Coast.

Bier, Saalburg & Co. have been extremely active of late in working up new business for their leader, the "Ruy Lopez." The line is being extensively advertised, and the results during the last month or so have been extremely gratifying.

The Retail Cigar Dealers' Association of San Francisco, now has its organization complete, and within a few weeks has gained a comparatively large membership, having the majority of first-class independent dealers enrolled, though no jobbers are admitted. The officers are: Dan P. Carter, president; Robert Donahue, first vice-president; A. A. Knox, second vice-president; Fred Prinz, secretary-treasurer, and James Byrne, financial secretary. Messrs. Jones, Gabe Cohn, Marks and Dwyer form the executive committee.

Seattle Retailers Complain of Five Cent Brands

They Claim Profits are too Small—J. A. Gibson Moves to Larger Stand—"Pure Gold" Tobacco Proving its Merits

SEATTLE, SEPT. 17.

BUSINESS, while not booming, is showing a big improvement. People are back from their vacation and the state from one end to the other is in fine condition, the fruit crop is one of the largest in years, and lumber is bringing better prices than for some time. Mills that have been shut down or running on half time, are now working at full capacity night and day.

T. E. Snyder, of the United States Tobacco Company, is working their several brands, and in this territory "Epicure" and "Central Union" are both good sellers.

The Turco American Tobacco Company are making great strides with their new ten-cent brand "Turkey Land" cigarettes. They have some very attractive windows in the down town section.

Mr. Carlston, representing the Melachrino Company, was in the city last week doing some nice work on their different cigarettes. Their No. 9 is one of the leading fifteen-cent sellers on this market.

F. B. Bourk, Inc., the popular Third Avenue jobber, reports a big increase on their leading five-cent cigar, the "44," which is new in this market, but is making a strong bid for the business.

Wooley & Co., importers and jobbers of Manila cigars, report business unusually good, they have a large business in Alaska and are the pioneers in the Manila game here.

The retailers are complaining of the great number of five-cent brands that they are being forced to handle through the sampling that is being done. One concern gave away 500,000 of one brand, and the retailer that would not buy was made a present of a box. Of course, they understand they will have to pay for this method of doing business, and the profit has been small enough in the past on five-cent brands.

J. A. Gibson, who has had the stand on First and Madison Avenues, has moved to a larger stand in the same block. As he has been in this block for several years he will no doubt carry his trade with him and do a larger business.

George Leghorn, of Juan De Fuca, has just returned from a business trip to Portland. He seems to be more than pleased with the trade outlook.

A. G. Bradbury, who has charge of this territory for Mason Ehrman Company, reports a big sale of "Flor de Moss." Mr. Cincheimer, the factory representative, is covering the territory with him.

The Merchants Tobacco Company, are getting nice results on their "Pure Gold" tobacco. It is proving its merit, as the retailers all report it the largest selling brand of a new granulated ever placed on this market.

BUCK.

Late Jobbing Notes

M. J. Schwab, The Dayton, Ohio, distributor, has struck a popular chord in his new five-cent brand "Fighting Jimmy," named after James Cox, the Democratic candidate for Governor. Berning Bros., Cincinnati, are the makers.

Ehrman Bros. & Co., the San Francisco jobbers, report receiving large lots of "Optimos," made by A. Santaella y Ca, which are in the light colors so much in demand in that territory. The "Havana Ribbon" is also a big seller with them.

The "La Confession" cigar, made by Benito Rovira Company, 315 East Sixty-second Street, New York, is being distributed in Chicago by Morrison, Plummer & Co., the wholesale druggists. This cigar sells extremely well in Denver and Los Angeles.

Scarcity of Help Cripples Pittsburgh Factories

Stogie Manufacturers Unable To Fill Rush of Orders—New Acker, Merrall & Condit Stands Opened—Other News From Smoky City

By Special Correspondent.

PITTSBURGH, September 23.

RAYS of prosperity have at last penetrated the smoky pall, that imaginative writers say hangs over this city of steel and stogies. Faint signs of the aforesaid rays have been visible for the last three months, but it was not until September that they burst through in full radiance. This applies to business in general and the tobacco trade in particular.

The best evidence of the new era is the "Help Wanted" signs displayed at nearly all the stogie factories. Help is not only wanted, it is *needed* very badly. Oversold and unable to increase the capacity because of the lack of stogie-makers is the universal report. Some factories have been working at night to keep up with orders and then fall short; others have been compelled to refuse new business. As a result, the labor scarcity has become a very serious problem. Added to this is the apparent unrest among the workers which has manifested itself in several strike outbreaks. Stogie-makers have not been slow to take advantage of the situation to demand increased wages and cause the factory owners other inconveniences. So the manufacturers find themselves facing the paradoxical situation of "hard times" caused by too much business.

Local jobbers and retailers report good business—a decided improvement over September of last year. Such representative houses as Jenkinson's, Reymer's, Zimmerman's, Goldsmit, Moyer's and others look upon fall prospects through rosy glasses.

One of the most notable changes in the cigar trade has been the opening of the new Acker, Merrall & Condit stands in the Fort Pitt Hotel. Sherman Coe, of this company, came from New York this week to inspect the new quarters, which, by the way, are the finest in this section. The main stand is in the lobby and is fitted with marble, mahogany and plate glass fixtures made by Froher Bros., New York. Downstairs in the hallway leading to the pool room and restaurant has been built a very attractive humidor, equipped with an up-to-date ventilation system and electric humidity regulators made by the Humidity Regulation Company, of Troverse City, Mich. A retail stand has also been opened in front of the humidor and it is here that K. U. Dahlgreen, the local manager, makes his headquarters. Mr. Dahlgreen is a veteran A. M. & C. man, having had charge of some of the most prominent stands of this firm in various sections of the country. He has made a close study of the Pittsburgh situation and as a result has a stock of fine cigars unsurpassed anywhere. From stogies at 2 for 5, to fine Pedro Murias at $1.25 each, his stock runs the whole gamut of popular high class brands. Prominent in the cases are noticed "Don Antonio" (H. Anton Bock); "Lovera" (Jose Lovera & Co.); "La Carona," "Carolina," "Henry Clay," "Van Dyck" (Esberg-Gunst Co.); "Solace" (G. W. Nichols) and, of course, the "Graham Courtney," the special A. M. & C. favorite in a big assortment of sizes. Cigarettes include "Philip Morris," "Melachrino," "Pall Mall," and others. Mr. Dahlgreen expects to cater largely to high-class box trade, for which there is a splendid opportunity in this city of millionaires. He is assisted by two New York men, Hugh H. Carter, formerly of the Nassau Hotel, Long Beach, and Chris. Winther, formerly of the Ritz-Carlton stand.

K. U. Dahlgreen

S. B. Goldsmit, of Goldsmit Bros. & Co., has returned from a two months' tour of Europe, accompanied by his family. He found things humming upon his return—a fact that added to the pleasure of his home-coming.

"Nebo" cigarettes are being featured in this section through newspaper ads and window signs. Some of these signs shown in the foreign quarters are in Italian and Yiddish—a clever scheme of the Lorillard Company to build trade among foreign smokers. The "Nebo" is a five-cent, cork tip, piece of goods.

G. P. Waidely, vice-president of the Union-American Company, spent a few days in New York last week. J. M. Philbin, secretary, has just moved his family here from New York.

To aid in the quick distribution of "Cincos," Reymer & Bros. have recently added an auto to their delivery service. A special "Cinco" window display this week attracted much attention and big business.

The Eagle Cigar Company are now occupying their new four-story brick factory building at Second and Middle Streets, Allegheny. Manager Hargrave states that business is brisk.

The Penn Cigar Company have moved their factory from their newly-erected building on Bedford Avenue to Ironton, Ohio. Scarcity of labor in this market is said to be the cause.

Hannan Bros. have increased the capacity of their factory by erecting a four-story addition, 40x66 feet.

Leonard Wagner, one of the oldest and best known stogie manufacturers in this section, has returned from a three-months' trip to Europe. He was accompanied by his wife, daughter and two sons and visited his native home in Germany.

A new-style package with unique sanitary features is being marked by the Pittsburgh Stogie & Cigar Co. The cigars are banded and sealed in an air-tight dust-proof gelatine-covered package, four to a pack which is opened by a string. Manager Sharp has patented the idea—it looks like a winner. The brand is called "Puro Panatella Cigars," and the cigars sell four for ten cents.

C. H. Gibbs Company, one of Pittsburgh's newest cigar firms, had a clever window display of "Luxury" cigarettes this week at their store, 440 Wood Street.

W. L. Flagg, general manager of Duquesne Cigar Company, reports his "Red Devil" stogies constantly oversold. He, too, is up against the scarcity of labor.

"Seinbad" is a new brand of stogies being made by Standard Cigar Company.

The Wabash Cigar Company is quite busy on orders for "London Trophies."

The Enelow Cigar Company are finding new markets for their big seller, the "Zig Zag" stogie. It's repeat orders are larger than ever—a convincing sign that dealers do not keep them very long on their shelves.

W.

"Tabakose," a New Preparation for Leaf

Its Makers Claim it Will Prevent Wrappers From Becoming Brittle and Will Flavor Cigars

Cigar manufacturers who have had considerable difficulty in keeping their wrappers from drying out and becoming brittle, should be interested in a new preparation "Tabakose" now on the market, which is guaranteed to do away with much of this annoyance. Furthermore, it is said to also improve the burn and the flavor of the tobacco. The makers claim for their article all these things and are willing to prove that it contains nothing deleterious to the smoker.

The solution has been tried by a number of manufacturers throughout the country, and the users are said to be entirely satisfied with it. It is made by the Tabakose Company, of 135 Front Street, New York, who have so much confidence in their product that they are willing to send a trial order to any manufacturer, who may return it if it is not all that the makers claim for it.

Springfield, Mo., Dealer Fails

Guy R. Minto, who has been conducting a cigar store and pool room at 298 St. Louis Street, Springfield, Mo., has filed a petition in bankruptcy. According to the petition the liabilities are $4987.34, with assets of $3772.27. Several large Eastern firms are involved in the failure.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Lancaster County to Have New Factories

LANCASTER, SEPT. 24.

THERE have been rumors within the past two weeks referring to a number of factories opening up in this county which at this writing appear to be a certainty. According to the latest reports the United Cigar Manufacturers' Company will soon be operating two more. They are to be at Terre Hill and Brownstown. This same source of information stated that the American Cigar Company would shortly open a factory in Reinhold's Station. It will be located in the old canning plant at that place and will accommodate about 200 hands.

The cigar business is certainly on the jump in this region. Every factory in town is working, and some of them at night also. The last revenue reports give every assurance of a fine fall trade and the leaf men are beginning to share in the prosperity. They state that the Pennsylvania tobacco is selling well. One man said that by the time the new crops are ready to be worked, the old leaf will be pretty well disposed of.

The S. R. Moss cigar factories are running overtime in an endeavor to catch up with orders. There has been a heavy demand for the "Flor de Moss" and the Moss "Cubalettes." Albert Moss is again home after a trip to the Southwest.

J. K. Leaman is well pleased with his new location at 110-112 West Walnut Street. Mr. Leaman is optimistic as to a good fall season and says it will be one of the best in years.

Taken as a whole the new crop, which is now being harvested, will be a good one. There is not likely to be any buying on the fields this year. Some of the tobacco has only been topped and it is feared that perhaps a number of crops will be frosted unless they come along faster than they have been doing. But they are the exceptions. The hail storms have scared some of the growers and the packers now say that some of them are cutting tobacco which is unripe.

Walt R. Kendig, of the Imperial Cigar Company, is on a trip for his firm. Daniel Manheimer is also on a Western trip which will keep him away for about three months. The "Havana Masters" are taking a strong hold in the West and Mr. Manheimer expects to come home with some especially good orders.

A. F. Keighly, of W. Duke, Sons & Co., was a recent trade visitor as was Luther M. Case, a tobacco man of Hartford, Conn.

Revenue Figures Encourage York Cigar Manufacturers

YORK, SEPT. 24.

WITH the coming of fall there is every indication that York is coming into her own. The last revenue statistics of the Ninth District give every evidence of an increasing output and manufacturers are optomistic. The output of cigars for August was the largest since the August of 1907. The increase over last July was almost a million and a half.

Every factory in town which does any business worth noting is working hard in an endeavor to supply the demand. The Plitt plant, the factory of Otto Eisenlohr & Bros., and the one of the United Cigar Manufacturers' Company are going full time and some of them over time. Inquiries at the leaf warehouses also are encouraging. They are doing well and expect to report an added improvement ere long.

The tobacco growers are hustling to get their crops under cover. The hail storm of several weeks ago did considerable damage and they don't care to take any needless risks. There is good reason for thinking that the farmers will harvest fine tobacco. Later reports on the storm state that the loss will not be as large as was at first expected.

The work is well under way for the alterations at the new addition to the store of Young & Busser. This firm claims that when the annex is finished the smokers of York will be getting conveniences which few cities of its size enjoy. The fixtures inside will be moved around consderably so as to arrange the stock more conveniently.

The Gallagher stogie factory at Dallastown is doing a big business. They recently got out a special small cigar for a distributor in Harrisburg which made a hit with the smokers in that city. E. S. Seachrist, a cigar manufacturer of wide experience, personally supervises the work.

Manufacturers down Red Lion way are also sharing in the wave of prosperity which is coming to us. One of the busiest factories is that of T. L. Adair & Co. They have been receiving very good results on the "Sporty King," a cigar which they have been featuring. Inquiries at the other plants elicit the same reports. Kaltreider & Neff are erecting a building which they will use to manufacture scrap tobacco. A part of the market house there has been secured by the C. O. Meads Tobacco Company for their business. The Monarch Cigar Company is another busy plant.

What The Reading Men Are Doing

READING, September 24.

THERE has been little of moment happening in the tobacco trade within the past fortnight. Manufacturers are hustling on orders and the hum and bustle around the different factories is a welcome sound to ears which have been hearing complaints for several months. The retail end of the trade appears to be the dullest, if it can be called dull. The leaf men are receiving a fair amount of orders and it takes no prophet to forecast a great deal more for them.

Charles Y. Yetter reports a fine outlook for his brands and says he expects to do one of the best fall trades in years. His factory is now running with a full complement of hands.

Ibach & Rader, cigar manufacturers of Newmanstown, who have factories in Lebanon and Newmanstown, will shortly open another in Strouchsburg, near Myerstown. It is expected that about twenty men will be employed at first and the force be increased as conditions warrant. Frank S. Rader, the junior member of the firm, who resides at Newmanstown, is one of Lebanon county's Republican nominees for the Legislature.

The recent hail storm did considerable damage in this region. Luckily the loss was only in a few sections or it would have been a great deal worse. Reports from Spring Grove state that several fine crops were completely destroyed.

J. U. Fehr & Son, leaf dealers, have an unusually fine assortment of Pennsylvania tobacco which they have been showing to the manufacturers around here with fine results. They expect to do a heavy fall business.

Things are booming as usual around the Yocum factory. Little need be said at this time about the "Y B" and "Spana-Cuba" except that they are as popular as ever.

The Fleck Cigar Company have had D. D. Sulkis, their traveling representative, on the road, where he is doing very well. He was last heard from in the west, Ohio, where the Fleck cigars are well known.

Calls at the other larger factories all called forth the same comments, "Business fine, best for some time." This can be said of the Julius B. Hansen factory, also those of E. E. Kahler and the Empire establishment of John Spatz.

A visit to Newmanstown shows the cigar manufacturers of this hustling town all on the jump. The Witter factories are all working hard as is the plant of F. P. Shanfelder. The latter factory reports a run on the "Guide Post" and "Lucy Forrester" cigars.

New Germinal Factory in Manila

Erecting Modern Three Story Building of Concrete—To Have a Second One Soon

On September first the Germinal Company, in Manila, began the construction of what will probably be the largest concrete building in that city. The new plant is to be erected on land which the company recently purchased in Manila and will be three stories high. It is to be fitted with electric elevators, overhead conveyors, and many more modern appliances for the facilitating of the employees' work. It will be modeled after the finest and most up-to-date factories in other countries.

It is expected to shortly begin operations upon another factory in Malabon, in which nothing but cigars are to be manufactured. These moves have been imperative, as the output of the Manila factory has been far behind the demand for the goods. San Francisco is securing thousands of the "Germinal" cigars each month.

Manuel Vega Opens Chicago Factory

Manuel Vega, formerly of Manuel Vega & Co. (Vega and A. M. Klein), opened up a factory and office of his own on September 16th, at 157 West Randolph Street, Chicago. Mr. Vega will make the well-known clear Havana brand, "Rosa y Yo," which is being distributed by Dettelbach & Beckman, Chicago jobbers. A. M. Klein, who was formerly connected with Mr. Vega, has gone with Francisco Bolano.

One of the best known cigar dealing houses of Dallas, Tex., Metzler Bros., has leased the cigar stands in the new Adolphus Hotel in that city and will install a fine line of goods.

William C. Schutz Dies in St. Louis

Well-Known Member of Rice-Mercantile Cigar Company Passes Away From Heart Trouble

William Charles Schutz, one of the best known men in St. Louis tobacco circles, and a man who has a record in the business which any one might feel proud of, died in St. Louis on Friday, September, 13th, from heart trouble, after a week's illness. He was vice-president of the Rice-Mercantile Cigar Company and had worked himself to that position after years of service, during which time he showed his capability in many capacities.

Mr. Schutz was born in St. Louis in 1856 and entered the cigar business as a messenger boy with the firm of Rice & Byers, which concern later became the Rice-Mercantile Cigar Co. He was connected with this house for more than twenty-five years and worked himself upward until he became a director and vice-president. He had not taken any active part in its affairs for the past seven years, although he still retained the vice-presidency.

Mr. Schutz had always taken a lively interest in public affairs and was a member of the City Council for several years, during which time he worked zealously for the good of the city and was instrumental in the passage of progressive legislation. He resigned after serving some time owing to the passage of some measures over his head which he considered bad for the welfare of St. Louis.

A widow and three daughters survive Mr. Schutz. He was a member of the Lutheran Church in St. Louis and also was connected with the Mercantile and City Clubs.

John G. Boess, a well-known figure in leaf circles in the East and Middle West, died in Chicago several weeks ago after an illness of long standing. Mr. Boess was manager of the leaf house of Crump Bros. and later became connected with A. Cohn & Co., of New York City. He was well liked by all and his death is regretted by many who had come to know him well. He is survived by a widow and three children.

Henry W. Latus, at one time connected with Welcher Bros., the New York cigar manufacturers, died recently at his home in Brooklyn. Mr. Latus came to this country from Germany at an early age. He was forty-three years of age and is survived by a widow and three sisters.

William A. Dooley, late of the wholesale drug house of Dooley & Bro., of Toledo, Ohio., and at one time a cigar manufacturer, died in Brooklyn several weeks ago. He leaves a daughter, two sisters and a brother.

Edward Vogelsang, long in the cigar manufacturing business in South Brooklyn, N. Y., died recently at his residence, aged fifty-eight years. He is survived by a son and four sisters.

F. M. Edmondson, proprietor of a cigar and pool room in Wichita, Kans., died in that city recently, aged fifty years. He is survived by a widow and six children.

Joseph Plant, for many years in the tobacco business in Seattle, located at 5414 Ballard Avenue, died in that city recently.

William Fitzpatrick, for many years in the wholesale and retail tobacco business at Woodward Avenue and Larned Streets, Detroit, died at a hospital in that city as the result of a fall. Mr. Fitzpatrick was fifty-four years of age and leaves a widow and daughter.

Charles L. Joel, head of J. Joel & Son, of Fitchburg, Mass., cigar manufacturers and dealers, died at his home in that city last week from heart trouble. He was a member of many lodges.

Naval Men in Philippines Want Cigars at Cost

Authorities at Washington Asked to Allow Commissaries to Secure The Weed

WASHINGTON, D. C., September 22.

THE high cost of living has caused the marine corps in the Philippines to plead with the Comptroller of the Treasury Tracewell to permit the naval commissaries to sell cigars, tobacco and other supplies of a similar nature to the officers and enlisted men of the navy and marine corps at cost, as is done in the army. This matter Comptroller Tracewell has not as yet decided, for he states that it can only be authorized by Congress.

The brigade quartermaster of marines at Cavite made the request because of the general high cost of provisions in the Philippines. Such a course, he declared, would result in great benefit to the enlisted men in their messes as they would be enabled to purchase these articles from their pays, which, as is well known, are not large. The appeal, he said, was particularly urgent from expeditionary sources, who wanted cheaper cigars and cigarettes and tobacco to while away the hours on the field.

Manufacturers Around Cincinnati All Hustling

Burley Tobacco Trade Attends Falmouth Fair—Albert Bejach Leases Another Location. George A. Voige Company to Introduce "Handspun Brevas" and "Topaz" Cigars.

CINCINNATI, September 26.

CIGAR manufacturers throughout the First Ohio District are working full time and in many instances are advertising for additional help, and there is a pronounced feeling of optimism in the trade.

The annual Falmouth (Ky.) County Fair was held last week, and on Friday the Burley tobacco trade of Cincinnati attended in a body. Prizes were given by The Farmers' and Shippers' Leaf Tobacco Warehouse Company, W. D. Spalding, W. D. Collins & Bro., and other members of the local trade. W. C. Ridgeway, a prominent shipper of Burley tobacco to this market, is president of the Fair Association.

Dan. A. Wolf, the Main Street cigar distributor, last week featured the "El Wadora" brand of Sig. C. Mayer & Co., of Philadelphia, which has an excellent sale in this city.

Albert Bejach, who recently opened a well equipped store at 435 Main Street, has leased another location at 707 Vine Street, in the heart of the retail district, and expects to have the latter ready for business within ten days.

A trade visitor during the week was Mr. Shields, of the Shields-Wertheim Company, of Cleveland, Ohio, whose "La Saramita" and "Little Sara" brands are distributed locally by G. W. Bickett.

R. S. Strohfeld, of 1351 Main Street, is ranked among the leading sub-jobbers of this city. He does a large business on a number of private brands of cigars.

The Brunhoff Manufacturing Company, which specialize in cigar cutters, change trays and other novelties, reports the receipt of many orders for these articles, thus indicating a favorable condition of affairs among the cigar manufacturers.

The George A. Voige Cigar Company, of the Pickering Building, is about to introduce to the trade the "Handspun Brevas" of Victor Thorsch Company, and the "Topaz" brand of the Standard Cigar Company, of Canton, Ohio. William J. Brueckner, the popular secretary and treasurer of The Voige Company, reports business as being excellent with the concern. President Voige is now devoting two-thirds of each day to calling on the retail trade.

The Burley tobacco market last week showed little change over the previous week. A total of 671 hhds. were disposed of, at an average of $8.18 per 100 lbs., as against $8.52 the week of September 13th and $9.38 for 543 hhds. the corresponding week last year.

HULL.

LEAF TOBACCO MARKET

Slight Change in New York Market---Hail Storms Scare Pennsylvania Planters to Early Harvesting---Wisconsin Situation Almost at Standstill

NEW YORK.

NEW YORK CITY, September 25.

THERE has been no perceptible change in the leaf market within the past two weeks. No complaints are heard and everything appears to be moving along as usual. There have been many buyers in town, but as far as could be learned they have not purchased in any large quantities. Dealers seem to take little interest in the Sumatra inscriptions. The quantities purchased at Amsterdam have been lower than was at first expected. Prices as a rule are lower than at previous sales.

The Connecticut crops have taken the most attention. This leaf is not scarce, but prices could be much lower, say the manufacturers. The other tobaccos are all selling well. Pennsylvania is moving well as is the Ohio, although there is still much of this on hand. And from reports coming from these sections, the 1912 tobacco will be good. Havana is receiving its share of attention. Leaf men are pleased with the tobacco, as are the manufacturers, although some of them are grumbling at the lack of good wrappers. Yet these same men admit that the flavor and burn are all that can be desired.

PENNSYLVANIA.

PHILADELPHIA, September 25.

A GRADUAL improvement can be noted in the local leaf market. The inquiries are more in number and sales also show a tendency to be larger in volume. Within the past two weeks dealers report a number of large sales in Pennsylvania, which at this time is selling very well.

There has also been a fair run on Havana, which is moving very nicely. In the Connecticut and Dutch leaf there is not much change, the demand for this being about the same. It has been brisk for over a month now. Leaf dealers are all in a more contented frame of mind and expect good things for the fall trade. They will not be disappointed, judging by the hum and bustle around the different factories.

LANCASTER, September 24.

The hail storms have thrown quite a scare in the ranks of the tobacco growers and harvesting of the crops is going along at a great rate. Much of the tobacco is in a good condition, yet some of it could stand a great deal more good growing weather than it will get. There has been so much damage that the growers are not disposed to take any chances. Of course the growth in many cases is very uneven, but the tobacco as a whole is heavy and the packers think well of it.

The 1911 crop is moving along very well. Many men predict that by the time the 1912 crop is in the hands of the packers the old leaf will be pretty well disposed of. Sissel & Tole recently disposed of several hundred cases and Schreiner Bros. are also reported to have sold a large amount. The other tobacco is being sold in a fashion, but not in large quantities.

YORK, September 24.

The tobacco growers are all harvesting their crops just as fast as the condition warrants. The tobacco as a rule is in good condition and the growers expect good prices. The hail storms have done so much damage that the leaf is being put under cover as soon as possible.

The sales in old leaf are going along in a fair fashion. The majority of the factories are all doing well and this is beginning to have its effect on the leaf men.

CONNECTICUT.

SUFFIELD, September 24.

THE hail storms within the past two weeks have done so much damage in this section that the growers are losing no time in getting their crops under cover. It has been estimated that the damage will total $75,000. The loss at first reported was even larger, but later figures place it at the above figure. The story was almost all confined to northern Connecticut. These losses were in part covered by insurance.

There is still some tobacco left in the fields. The scarcity in help has been remedied and the work is pretty well finished up. The Springfield bureau furnished a large number of the helpers this year, while the Hartford supply has been rather scarce on account of the distance from that city to this place. The tobacco hands are paid anywhere from $2 to $2.50 a day at this time of the season, when harvesting is on the rush. During the season the majority of the help receive anywhere from $1.50 to $1.75 a day.

WISCONSIN.

EDGERTON, SEPT. 20.

IT would seem that for the present buying was at a standstill in this as well as other tobacco growing sections in the state. And yet it is probably only a lull, for a considerable portion of the later fields has not been bargained for and the recent cool, damp weather has not aided in bringing them to maturity.

Wednesday afternoon a hail storm passed through a section of Dane county, covering a strip about a mile and a half wide from Cottage Grove to Deerfield. The damage, of course, will be comparatively small as the earlier and best crops have been harvested.

The volume of transactions have materially declined over that of the past two weeks. The large operators are taking things more leisurely indicating that their orders are nearly filled, while no new men have taken the field so the excitement of the first buying is gradually subsiding. Up to date prices have been quite generally maintained. The following are a few sales showing the range of prices:

McGinnis Bros., 14a at 12¾&4c.
And Doldad, 10a at 12&4c.
Henry Duxstad, 5a at 13&3c.
Fred Nelson, 8a at 13&4c.
Gus Schultz, 3a at 10&3c.
L. Sherman, 1½a at 12&3c.

The harvest is being pushed along as rapidly as possible until the bulk of the early fields are well nigh secured. The later tobacco has been coming forward to maturity very fast of late and some excellent leaf will be harvested should frost hold off.

No news of importance has come to the surface in the old leaf market. Sampling of last season's packing has commenced in a limited way, but the tobacco has not dried off as well as it ought yet.

The shipments out of store reach 700 cases from this market for the fortnight to all points.—*Edgerton Reporter.*

KENTUCKY.

HOPKINSVILLE, SEPT. 21.

FOR the past two weeks, and the last week especially, the cutting of tobacco has been rushed at a great rate throughout this region.

The farmers found much trouble at times in securing labor and wages ranged from $1.50 to $2.00 per day with board. Even then many of the negroes preferred to remain in town and work on the public works, jobs being plentiful. But at the close of the week it was estimated that fully three-fourths of the present crop was in the barns and the curing process was well under way. The tobacco has suffered greatly from the burning weather that has prevailed. It was nothing unusual to see two and three and four leaves left on a stalk on account of the extent to which they had been injured. Much of the tobacco was cut green in order to save it at all. Both the quality and the quantity has suffered considerably from the dry, hot weather and the crop, as a whole, is expected to be much below the average.

In Todd county it is reported they have a fine crop, in the northern portion of this county same report is made, but taking the district generally the report is anything but encouraging. The farmers are busy keeping the fires going under their tobacco to cure it. Generally several barns are burned at this season by reason of the tobacco catching fire from some one of a number of accidents that are liable to occur. Already one farm, that of Stegar Brothers, containing 16,000 pounds of tobacco has been thus consumed.

There was little doing on old tobacco on this market last week, the demand being light and prices low considering the excellent quality and condition of the old tobacco and the bleak prospects for the new crop.

Large Barn in Scantic, Conn., Burned Down

A fire in Scantic, Conn., last Monday night caused the loss of a tobacco barn belonging to H. W. Talcott. The loss will approximate $20,000, with insurance of about one half. The barn was considered one of the largest in the Connecticut Valley, being 400 feet in length by 40 feet wide. The contents were entirely destroyed.

The Proudfit Loose Leaf Company, of Grand Rapids, Mich., has leased the Michigan Tool Building in that city, and as soon as minor alterations are made, will occupy it. They have been compelled to seek new quarters owing to increasing business. They will employ about 100 people in their new plant.

The executive committee of the Burley Tobacco Company, of Lexington, Ky., has let the contract for the construction of a steel and concrete warehouse at Carlisle. The building is to cost $20,000.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

CEDECO:—24,907. For cigars. September 10, 1912. The Fehenfeld Cigar Co., Baltimore, Md.

JOS. J. BLOOR DIRECTOR No. 339 L. O. O. M.:—24,908. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 10, 1912. O. B. Davis, Middletown, N. Y.

H. H. BROWN:—24,909. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 10, 1912. O. B. Davis, Middletown, N. Y.

SECURITY SEAL:—24,910. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 10, 1912. Kaufman, Pasbach & Voice, New York.

PENNSY SELECT:—24,911. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1912. G. Goldsmith, Pittsburgh, Pa.

PRINCE AND ADA:—24,912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1912. John B. Williams, Cincinnati, O.

DON JUAREZ ESPECIALES:—24,913. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1912. Schmidt & Co., New York.

SLY PUSS.—24,914. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1912. Henry Eschenbaum. Spring Valley, Ill.

WHAT MORE DO YOU WANT:—24,916. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 12, 1912. J. A. Nutowe, Chicago, Ill.

LA EDGA:—24,917. For cigars, cigarettes, chewing and smoking tobacco. September 13, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

ST. SIMONS ISLE:—24,918. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 14, 1912. T. O. Lloyd, Brunswick, Ga.

ISLE DE ST. SIMONS:—24,919. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 14, 1912. T. O. Lloyd, Brunswick, Ga.

T. & Y.:—24,920. For cigars. September 14, 1912. H. H. Land, Tampa, Fla.

MOREA PASHA:—24,921. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 16, 1912. State Cigar Co., Chicago, Ill.

LA SANAGUN:—24,922. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 16, 1912. H. E. Grace, Kenosha, Wis.

THE CODACK GIRL:—24,923. For cigars, cigarettes, chewing and smoking tobacco. September 16, 1912. Moeller & Kolb, Chicago, Ill.

THERE AND BACK:—24,924. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 14, 1912. Luckett, Luchs & Lipscomb, Philadelphia.

ROSE GARDEN:—24,925. For cigars, cigarettes, chewing and smoking tobacco. September 17, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

LE BOQUET DE GABILLA.—24,926. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 17, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

LA ROSE GABILLA:—24,927. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 17, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

LA PAPILLORA:—24,928. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 17, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

EARL OF LONDSDALE:—24,929. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September, 17, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

PIMOLETS:—24,930. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 17, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

NACH FEST:—24,931. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 17, 1912. John Philip Erwin, Perkasie, Pa.

HAVANA MIDDIES:—24,932. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 17, 1912. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

DES PARLARDO:—24,933. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 17, 1912. S. Loewenthal & Sons, New York.

LA FLOR DE ATUEY:—24,934. For cigars, cigarettes, cheroots, stogies, chewing and smking tobacco. September 18, 1912. Schmidt & Co., New York.

EL PRIMER DESCUBRIDOR:—24,935. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Schmidt & Co., New York.

HAVANA HARVEST.—24,936. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. W. A. Depue, Lansing, Mich.

ONE WOMAN:—24,937. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. J. I. Clarke, Jesup, Ga.

ROYAL CURVES.—24,938. For cigars, cigarettes, stogies. September 18, 1912. Arnold & Tschop, Windsor, Pa.

LEADER WILSON:—24,939. For cigars, stogies. September 18, 1912. J. A. Shuhart & Co., York, Pa.

DO-IN-IT-BLUNTS:—24,940. For cigars, stogies. September 18, 1912. J. A. Shuhart & Co., York, Pa.

EXPLICO:—24,941. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

INTERCEDO:—24,942. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

PRAECIPIO:—24,943. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

REVOCO:—24,944. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

DISCEPTO:—24,945. Fir cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

EXSISTO:—24,946. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

IMPETRO:—24,947. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

CONVELLO:—24,948. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

SECTOR:—24,949. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

OBLECTO:—24,950. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

PLANGOR:—24,951. For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

REVERTO:—24,952. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

HEFF'S HAVANA:—24,953. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 19, 1912. H. E. Heffelfinger, Pottstown, Pa.

CHIEF RED CLOUD:—24,954. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 19, 1912. Kaufman, Pasbach & Voice, New York.

LA SALTILLANA:—24,955. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 19, 1912. Haas Bros., Cincinnati, O.

THE TIME OF HIS LIFE:—24,956. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 19, 1912. Cole Lithographing Co., Chicago, Ill.

MC'S:—24,957. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 20, 1912. John Philip Erwin, Perkasie, Pa.

EL TRIUNFO:—24,958. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 20, 1912. Wm. Steiner, Sons & Co., New York.

NATIONAL MIXTURE:—24,959. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. September 20, 1912. Standard Tobacco Co., Fayetteville, N. Y.

SILVER SIDE:—24,960. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1912. Cole Lithographing Co., Chicago, Ill.

DE PALMA:—24,961. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1912. Braun Bros., Chicago, Ill.

BILLY GIBSON'S SPECIAL:—24,962. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1912. Bernhard Weidkoff, New York.

CONWAY HALL:—24,963. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1912. Cole Lithographing Co., Chicago, Ill.

FOG PRINCE:—24,964. For cigars, cigarettes, cheroots, stogies. chewing and smoking tobacco. September 21, 1912. Cole Lithographing Co., Chicago, Ill.

SUPREME DESIRE:—24,965. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1912. Cole Lithographing Co., Chicago, Ill.

EXPRESSIONALE:—24,966. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1912. Cole Lithographing Co., Chicago, Ill.

HENRY WATTERSON:—24,967. For cigars, cigarettes, chewing and smoking tobacco. September 23, 1912. C. C. Bickel Company, Louisville, Ky.

LADY LALLA.—24,958. For cigars, cigarettes, chewing and smoking tobacco. September 23, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

GOOD DAYS:—24,969. For cigars, cigarettes. September 23, 1912. Charles H. Storm, Chicago, Ill.

TRANSFERS.

WALT MASON:—24,429. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1912. Registered by J. W. Long, Oklahoma City, Okla. Transferred September 23, 1912, to H. Sommer Company, Quakertown, Pa.

UNCLE WALT:—24,428. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1912. Registered by J. W. Long, Oklahoma City, Okla. Transferred September 23, 1912, to H. Sommer Co., Quakertown, Pa.

THE SAME CIGAR:—24,045. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 5, 1912, by Kaufman, Pasbach & Voice, New York. Transferred September 4, 1912, to John Schwatz & Sons, Poughkeepsie, N. Y.

CORRECTIONS.

NASHIB—NASSIB is the corrected form:—**24,915.** For cigars. cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1912. Nicholas E. Marcoglou, New York.

CANCELLATIONS.

ABBE:—24,692. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 12, 1912. C. B. Henschel Mfg. Co., Milwaukee, Wis. Has been cancelled.

SIR MARCELO:—24,843. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1912. Heywood. Strasser & Voight Litho. Co., New York. Has been cancelled.

ROYAL CLUB:—24,780. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 9, 1912. Kraus & Co., Baltimore, Md. Has been cancelled.

Cox & Harris in Financial Difficulties

The retail cigar firm of Cox & Harris Co., which has been operating two stores in Minneapolis, Minn., has gotten into financial difficulties and a receiver has been appointed. It was decided to place the affairs of the concern in the hands of a board, which is composed of the W. S. Conrad Company, the Watt Cigar Company and the E. B. Crabtree Company, the three largest creditors. It is expected that within six months the affairs of the firm will again be on a sound basis.

San Telmo Company has Cigar Manufacturing Exhibit

The San Telmo Cigar Manufacturing Company, of Detroit, have an exhibit in the Industrial Building at the State Fair in Detroit showing the process of making their goods. The exhibit gives every phase of the work from casing the leaf to packing the finished product.

Attractive window display of "Post Dispatch" cigars in Palace Cigar Store, San Diego, Cal.

Dissatisfied With American Packing

Algerian Purchasers of Our Tobacco Say It Often Arrives in Damaged Condition

ALGERIAN purchasers are dissatisfied with the condition in which American leaf tobacco is delivered. It is shipped in wooden casks, weighing from 1500 to 2200 pounds, and the casks, owing to their weight, are subjected to rough handling and nine times out of ten arrive in a more or less damaged condition. As a general rule, there is a loss of 7 to 10 per cent. in the weight of tobacco contained.

Owing to a loss of moisture in transit it is natural that there should be a certain decrease in the weight of tobacco shipped considerable distances, and it is difficult to ascertain just what loss is due to defective packing; but it would appear obvious that considerable tobacco may be lost when casks are broken.

That American tobacco can be packed satisfactorily is shown by the fact that complaints are not heard regarding shipments from other countries. Algerian importers prefer that tobacco be shipped in casks not weighing more than 600 pounds, which are much less liable to be broken and are more easily handled. If American shippers are not willing to change their practice in this respect, it has been suggested that they strengthen the casks by iron bands.

It is estimated that about two-thirds of the American tobacco exported to Algeria is shipped direct, and the other third is transshipped from German or Belgian ports. It is not known in this country where the American casks are broken; but it is believed that they should be made smaller or stronger to stand ocean transportation. The casks are stored in warehouses and covered with tarpaulin at the docks of Algiers, and it cannot be ascertained that they receive any unusually rough handling at this port.—From Consul Dean B. Mason, Algiers.

Late Trade Items

LaMar Mace, who has been connected with the Deschler cigar stores of Bloomington, Ill., for several years, has purchased fixtures and a stock of cigars and has opened a stand at 104 West Front Street, that city.

W. J. Keating, a cigar manufacturer of Burlington, Vt., has filed a petition in bankruptcy. He gives his liabilities as $858, with assets of $200, all of which is claimed exempt.

Hector Levoie has purchased the cigar store in Worcester, Mass., conducted until recently by Charles Joel, 62 Main Street, and has taken possession.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H.ADLER, 304 - 306 E. 48th., NEW YORK.

UNION-MADE CIGARS.—Highest grade nickel cigar on market. No cheap junk. Sales cash. Correspondence solicited. James V. Baker, Arcadia, Fla. 10-1-h

WANTED—Distributors for Sen Auben Hand-Made Segars, Conchas, Londres and Blunts. Twenty-two years' run. For further information write S. H. Durstein, Wilmington, Del. 6-15-c.

THE D. & K. CIGAR CO., Dallastown, Pa., informs the trade that they make a complete line of high-grade cigars. Samples on application. 9-1-c

For Sale.

FOR SALE

HAVANA

Table Shorts and Scraps. Price 45 cents per pound. ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

FOR SALE: HAVANA SHORTS LARGE AND CLEAN. HIGH AROMA, PRICE 40c. GUARANTEED 80% PURE HAVANA. INTERSTATE TOBACCO CO., 1397-1399 AVENUE A, NEW YORK CITY, N. Y.

HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York. tf

FOR SALE
1 Pease Cutter No. 2
1 Day Mixer No. B
1 Vibrating Sieve No. 50
1 Simpson Eccentric Grinding Mill No. 2
2 Safety Clutches
1 Packer and Weighing Machine Combined.
All the above in first-class condition.
Address: L. J., Room 44,
70 Fifth Avenue, New York.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

Sale of Tobacco and Cigarettes in Manchuria

Tobacco and cigarettes form another item not clearly set forth in the customs statistics, according to a consular report, as large quantities enter North Manchuria from the south which are not recorded in the custom houses of this district. The joint British-American interests and the Japanese are the principal competitors of Russia in the cigarette market. The sales in North Manchuria in 1911 were as follows: Russian, $499,351; British-American, $152,838; Japanese, $30,900.

New Tax on Cigarettes in Denmark

On October 1, 1912, there will go into effect in Denmark a law imposing a new set of internal revenue taxes on cigarettes, cigarette tobacco and cigarette wrappers. These taxes will apply to imported cigarettes, etc., as well as to the Danish product. A schedule of the new rates is on file in the Bureau of Foreign and Domestic Commerce.

Marking of Genuine Cuban Tobacco

In a law of July 16, 1912, the Cuban Government has provided for the use of an official stamp, to be issued by the government, on the boxes or packages of all tobacco manufactures exported from Cuba. Each box or package of cigars or other manufactured tobacco must be so sealed that the contents can not be removed without tearing the stamp. It is intended that this stamp or label should be a guaranty of genuine Cuban tobacco. The law is to go into effect ninety days from the date of publication in the Gaceta Oficial, i. e., on October 23, 1912.

F. H. Lampson has opened a new cigar manufacturing plant in Ansonia, Conn.

J. H. Charles has started a cigar and tobacco store in Paw Paw, Mich. It is located in the Grimes Building on West Main Street.

ESTRELLA 53, HAVANA, CUBA
GUTIERREZ & DIEHL
S en C.
Successors to Miguel Gutierrez y Gutierrez
CABLE: COSECHERO
Phone: A-3828
GROWERS, PACKERS AND EXPORTERS OF FINE LEAF TOBACCO
From the Miguel Gutierrez y Gutierrez plantations in the Pinar del Rio and Santa Clara Provinces

SOBRINOS de A. GONZÁLEZ
Founded 1868
LEAF TOBACCO MERCHANTS
Packers of VUELTA ABAJO, SEMI VUELTA, PARTIDO, and all varieties of Tobacco grown
in the Santa Clara Province
Cable Address "ANTERO"
WAREHOUSES and OFFICES
INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

John F. Nissly & Co.
Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

I. KAFFENBURGH & SONS
QUALITY HAVANA
Neptuno 6, Havana, Cuba - 88 Broad St., Boston, Mass.

ERNEST ELLINGER & CO. Packers and Importers
OF HAVANA TOBACCO
Havana Warehouse, Estrella 35-37 New York Office, 133-137 Front St.

Joseph Mendelsohn Louis A. Borneman
MENDELSOHN, BORNEMAN & CO.
HAVANA TOBACCO IMPORTERS
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Manuel Alvarez & Co.
Importers and Packers of Havana Leaf
And Packers of Puerto Rican Tobacco
Havana Office: SAN MIGUEL 136 Puerto Rico Warehouse: CAYEY New York Office: 178 WATER STREET

CRUMP BROS.
Importers and Packers of **Leaf Tobacco**
121 West Lake St., Chicago, Ill.

TEODORO PEREZ S. J. JANOVER
Teodoro Perez & Company
IMPORTERS OF
High Grade Havana Tobacco Exclusively
212 PEARL STREET, NEW YORK
Havana Office: Lonja De Comercio Havana Warehouse: Mariano

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples.
Samples cheerfully submitted upon request.

PLANTATIONS:
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WAREHOUSES:
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Largest Growers of Shaded Tobacco in the World
We Offer the Fanciest Grades of Wrappers; Lights, Mediums and Darks
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Telephone 5276 John

MADE IN PENNSYLVANIA

Here is the Cigar That Repeats

Guaranteed Hand-Made, of selected tobacco, and attractively packed. "Old Chatsworth" is positively one of the very best Five-Cent Cigars on the Market.

Write for Prices and Territoro

A Live Proposition for Live Distributors

Luxfer Cigar Co., Manufacturers, Hellam, Penna.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

JOBBERS' OPPORTUNITY

To let us bid on your requirements. We manufacture the best high-grade cigars for the jobbing trade, and should like to prove this claim by submitting samples to interested jobbers. We can protect you on the Lux, Sunset, Peale, Yankee Baron, John La Farge, Factory Bouquet, El Sobrano, Sweetheart and other exceptional good labels.

W. U. BLESSING & CO., Hellam, Pa.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

THE REAL GOODS Are the Only Lines that Makes Prosperous Dealers

FIVE CENT CIGARS

Lord Northcliff

Are real good 5c. cigars and duplicate on their quality. That means easy sales and quick returns. Try them.

Monarch Cigar Co.

Red Lion, Pa.

We can supply superior medium priced goods. Jobbing trade only. Correspondence solicited.

20th CENTURY 5c. CIGAR

LA ALTOONA, Perfecto and CASILDA, 10c. Cigars

Are standards of high quality. They will interest progressive houses

Made by

C. H. Plitt Cigar Company, York, Pa.

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.
46 Miller Street, Pittsburgh

ESTABLISHED 1877 — NEW FACTORY 1904

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Manufacturer of **FINE CIGARS**

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Five Cent Goods

Sold to the Jobbing Trade Only

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Importers of Havana and Sumatra **Tobacco** Packers of Domestic Leaf

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Established 1825

Importers of Havana and Sumatra and Packers of Leaf Tobacco

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Importers of Havana and Sumatra and Packers of Seed Leaf Tobacco

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J. B. MILLEYSACK, Manufacturer of

Fine Havana Handmade Cigars

821 LAKE STREET, LANCASTER, PA.

Correspondence with jobbing trade invited. We offer inducements that meet all competition.

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Importers of Habana and Sumatra, Packers of Seed Leaf Tobacco and Growers of Georgia Sumatra

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Packers of Fine Cigar Leaf

Fancy, Lancaster County B's and Tops a Specialty

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Tobacco Bought and Packed on Commission

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Wsrehouse: Bird-In-Hand, Lancaster Co., Pa.

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Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba

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SUAREZ HERMANOS

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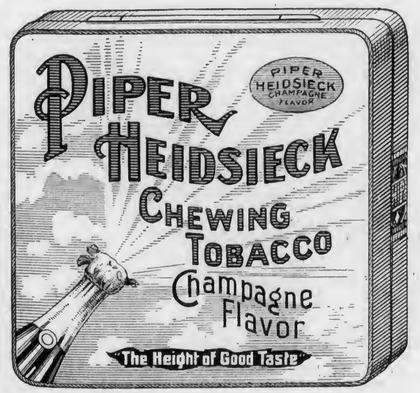

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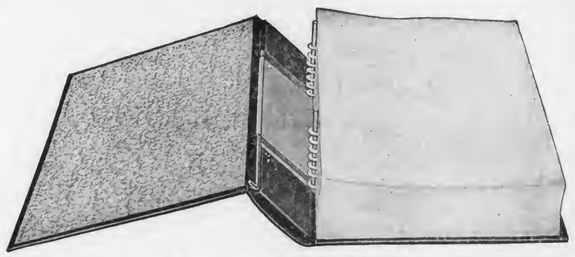

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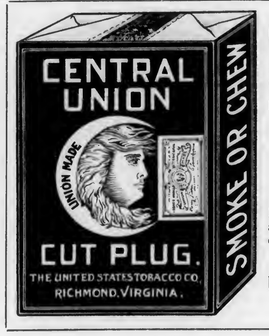
For Gentlemen of Good Taste

San Felice
CIGARS
The Deisel-Wemmer Company
LIMA, O.



Central Union
No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.
United States Tobacco Co.
RICHMOND, VA.

E. REGENSBURG & SONS, Tampa, Fla.

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

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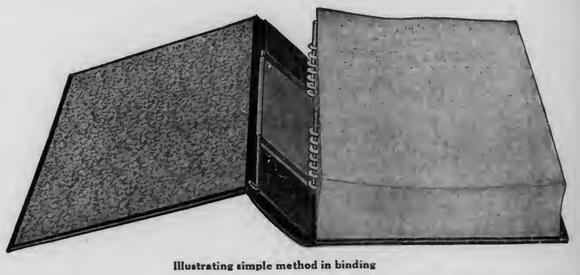
KEEP The Tobacco World
For Ready Reference
In the Big Ben Binder

Here shown—the only binder that has the appearance of a regular bound book. No punching of holes necessary; all that is required is a slight slit between the pages with a pen knife. Each Binder holds one volume. We can supply these binders at the following prices:

Price for one - - - - $1.00 prepaid
Price for six - - - - 5.50 prepaid
Price for twelve - - - 10.00 prepaid



Illustrating simple method in binding

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great

FINE HABANA CIGARS

are on sale wherever highest quality is the prime consideration.

Made by

Salvador Rodriguez
at
Tampa, Fla.

Offices: New York Warehouse: Havana

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on
REY EDUARDO
An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

PARK & TILFORD
Fifth Ave. and 26th Street, New York

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

We doubly inscribe our new brand

SINTOMA

("Token")

To our Founder as a memory-tribute—(See label).

To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

Juan F. Portuondo

Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

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PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S

Cinco

CIGARS.

PHILADELPHIA

Counsellors Keep Customers Coming

or, as one dealer happily phrased it

"I buy Counsellors to make Customers AND KEEP BOTH"

ALLEN R. CRESSMAN'S SONS, Mfgrs.
PHILADELPHIA, PA.

FIVE OF HARTS

BEST 5¢ CIGAR

You'll Win the Game of Business With This Hand
It's Made to Repeat. Live Distributors Wanted.
T. H. HART CO., Mfrs.
Main Office: 12th and Walnut Streets, Philadelphia
Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

Back the big winner!

Isn't it wonderful the way Piedmont sales are growing?

Months ago they passed all the other 5-cent brands—and they are still agoing.

We believe in backing a winner. That's why every package of Piedmonts now contains a Coupon.

If you are not carrying Piedmonts —you better get aboard.

Liggett & Myers Tobacco Co.

Piedmont
Cigarettes
10 for 5¢

The New
5c Cigarette

A Silk Novelty
in each package

Cigars of Distinction — Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best
Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers
TAMPA, FLA.
"THE TRULY HAVANA HOUSE"
New York Office and Salesroom: 136 Water Street

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

What a Smoker Thinks of the "BOLD" Cigar

AMERICAN EXPRESS CO.

Schnectady, N. Y., 9/24/12.

Mr. A. J. Town, G/A.,
Adams Express Co.,
Philadelphia, Pa.

Dear Sir:-

TWO FIFTY BOXES OF CIGARS

A friend of mine speaks highly of a cigar manufactured by Bobrow Bros., 114 S. 2nd Street, your City, and I would like to ask if you would not have one of your inspectors buy me two fifty boxes of cigars and send them on here C. O. D. I understand these are sold in all of your principal stores and can be purchased in any one of your good stores. If you will please arrange to do this for me, same will be appreciated.

Yours truly,
W. A. DRAGE, Agent.

The name of the cigars are BOLD. If they don't wish to ship C. O. D. advise cost and will remit cash.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

Actual Size
1 OUNCE 5¢
MINIMUM TRIAL ORDER
ONE CASE FREIGHT
PREPAID.

Union Made

The tobacco that's sweeping the Pacific Coast from Mexico to Canada.

the package

that is competitive and does sell.

Pure Gold Tobacco Co.

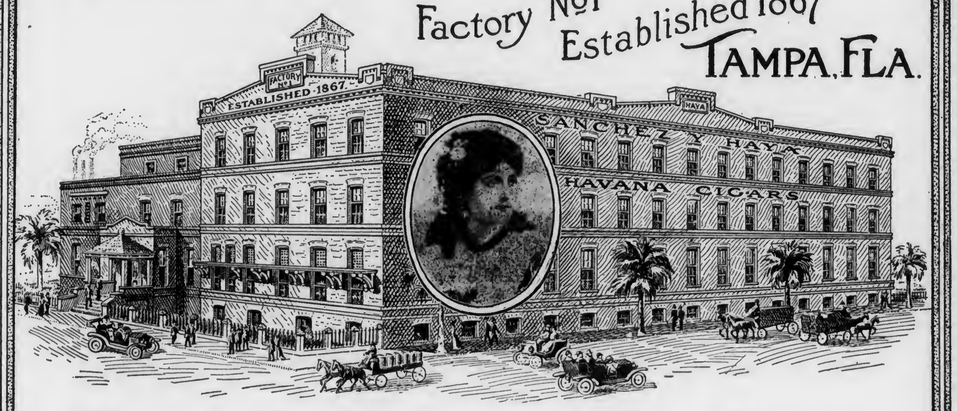
Greeneville, Tennessee.

successors to Merchants Tobacco Mfg. Co.

C.R. Daily. Chairman & Gen. Mgr. C. Austin. Pres. M.R. Armitage, Secty & Treas.

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

LA TONIA

A Clear Havana Sumatra Wrapped Cigar

¶ Made in sizes and shapes that appeal to men who appreciate **Quality.** It is that particular Cuban blend and aroma that wins favor among the judges of quality cigars.

JOHN STEIGERWALD & CO., Inc., Philadelphia

Makers of EL BORITA and WAHANETAH 20th and TIOGA

Send for Free Sample Book
OF
German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company
LITHOGRAPHERS
Steiner Building 257-265 W. 17th Street
NEW YORK

UNIFORMLY GOOD!
ALWAS DEPENDABLE!

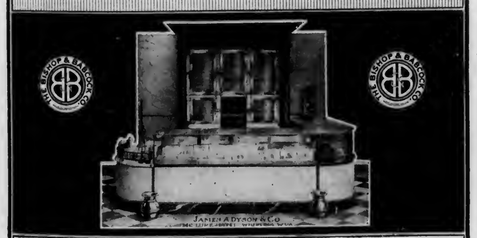
THAT'S WHAT WE GUARANTEE ABOUT "EL JAFFE", THE FINEST BROADLEAF AND HAVANA CIGARS MADE.

YOU CAN PUT THEM IN STOCK WITH A FEELING OF ABSOLUTE SECURITY. THEY'LL DRAW TRADE AND HOLD IT.

10c. AND UPWARDS WRITE FOR SAMPLES

BAUM-JAFFE CO.
115-117 N. THIRD STREET
PHILADELPHIA, PENNA.

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

Racine Paper Goods Company
Sole Owners and Manufacturers
RACINE, WIS., - - - - U. S. A.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CASTAÑEDA HABANA TRADE MARK

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
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DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

"ELITE" F.Ry Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

London Trophies ARISTOCRATS

PITTSBURGH TRADE BUILDERS

London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded. 2 for 5c. and a full line of 3 for 5c. stogies Correspondence from jobbers and brokers solicited.

Wabash Cigar Co., Pittsburgh, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.C.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations.

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau
102 South Twelfth Street, Philadelphia

Each Cigar Wrapped in Tin Foil and Tissue Paper

EL DALLO

5c. 5c.

The cigar is right, because it is made of the right kind of tobaccos in the right way.

The special wrapping is right, because it keeps the cigar **fresh** and **clean** from **maker** to **smoker.**

PRODUCED BY

Wertheimer Bros., Baltimore, Md.

Here's the **WHEELING STOGIE** that **SELLS**

POSITIVELY

MILD

Wheeling Delights

Made of the best grade of selected tobacco in a sanitary factory by the best stogie-makers in the world. Exclusive territory open for live jobbers. Write today.

LITTLE PET STOGIE CO.
Factories: 1427 16th St., 1110 Market St.
Wheeling, W. Va.

Manufacturers of Wheeling's Famous Stogies

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

World Famous Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

Wm Penn

10c. Cigar
Good Thru' & Thru'
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

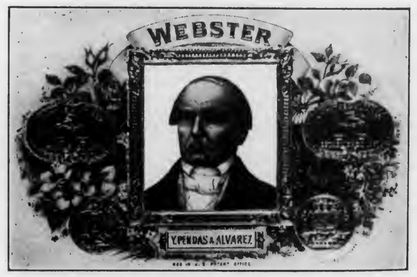
FIVE CENT CIGAR
PHILADELPHIA

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, OCTOBER 15, 1912. No. 20.

Cudahy Denies That He Is Backing Merger of Alabama Tobacco Interests

Chicago Packer in Statement to Tobacco World, Makes Emphatic Denial---Reorganization Under Way Through Chicago Capitalists

A RE-ORGANIZATION of the Alabama Sumatra Tobacco Company, which it is predicted will re-establish that corporation firmly in the tobacco field of Alabama, is now in progress. From the Chicago offices of the company S. W. Ham, brother of the late founder of the company, Thomas B. Ham, states that affairs are progressing nicely and, although no definite plans can as yet be announced, it is hoped to have matters in hand by November 1st.

The announcement in the various newspapers throughout the country that John Cudahy, the wealthy Chicago packer, was to become president of the Alabama Tobacco Company, a new corporation recently chartered in Alabama with $600,000 capital, is emphatically denied. In a letter to the TOBACCO WORLD, Mr. Cudahy states his position as follows:

CHICAGO, ILL., October 10, 1912.

The Tobacco World Corporation,
102 S. 12th St.,
Philadelphia, Pa.

Gentlemen:—

Replying to your favor of the 8th inst., I wish to say that I am not now, nor have I ever at any time acted as President of the Alabama Tobacco Company, nor have I held any other office or directorship in the above concern, and you will oblige me very much by giving this denial as much publicity as you can.

As to any facts in connection with this incorporation, I am unable to furnish you with any, but if you will address your communication to S. W. Ham, in the Heyworth Building, Chicago, he will no doubt give you the desired information.

Yours very truly,

JOHN CUDAHY.

From Mr. Ham, mentioned in the above letter, it is learned that the tobacco crops on the company's lands in Alabama total more than 200,000 pounds. Some 47,000 acres of land in Baldwin County on which is raised principally shade-grown tobacco are involved. Owing to a disagreement the company has given up the warehouses to the growers, who are now curing the tobacco and offering it for sale. There has apparently been a conflict of interests between the original Alabama Sumatra and Havana Tobacco Company and the new company, which is known as the Alabama Tobacco Company. The old company, it is understood, guaranteed to purchase the tobacco from the growers who had purchased the land from them, and the new company, which was organized to take over the first one refused to recognize this agreement, resulting in much dissatisfaction among the growers.

Tobacco men in general throughout the country who appreciate the high quality of the Alabama tobacco will watch with interest the untangling of the situation, now that the new company is taking shape to readjust its affairs.

Tobacco Trades' Alliance Formed to Provide Credit System and Help Trade

Movement, Launched by Prominent Manufacturers in New York, Aims to be National in Scope---Advisory Board is Named

STEPS for the formation of an organization to be known as the Cigar and Tobacco Trades' Alliance, Inc., were taken at a meeting of representatives of nearly all the leading cigar and tobacco manufacturers in New York, held in the Hotel Victoria of that city, Friday evening, October 11th.

It was the second meeting in the interest of this organization, the preliminary one having been held a week previous at which the foundation for the association was laid.

The chief object of the association will be the maintenance of an efficient system of credit protection operated and controlled from a central bureau which will gather and distribute information to the members concerning the history, financial status, changes in the firms of the retail and jobbing trade, provide a method of collection of claims, as well as foster fair trade methods, the prevention of frauds, and raising the standard of business to a higher level.

Asa Lemlein, General Manager of the E. H. Gato Cigar Company, one of the promoters of the movement, presided as chairman of the meeting and representatives were present from the following manufacturing firms: Berriman Bros., Gans Bros., M. A. Gunst & Co., E. Kleiner & Co., Jose Lovera & Co., the E. H. Gato Cigar Co., E. Regensburg & Sons, A. Santaella & Co., E. M. Schwarz & Co., Lincoln & Ulmer, Carl Uppmann, Salomon Bros. & Stern, Charles Schaverin, Mendel & Co., P. Pohalski & Co., the Cosio Cigar Co., Dresner Bros., John W. Surbrug, Louis Ash & Co., S. Monday & Sons, George L. Storm & Co., Marcelino Perez & Co., Rey Straus & Co., Carlos Garcia & Co., R. Epstein & Co., Bustillo Bros. & Diaz, the Metropolitan Tobacco Co., Jacob Stahl & Co., Max Schwarz, Tunis Bros., the Hudson County Tobacco Co., the Cuba Cigar Co., Cane Bros., the Waldorf-Astoria Segar Co., S. I. Davis & Co. and the Martinez Havana Co.

The objects of the association were discussed and sufficient encouragement was received to warrant the promoters in predicting that the success of the movement is assured.

Advisory Board Named.

In compliance with the by-laws, representatives of the following firms were appointed as an Advisory Board: Berriman Bros., E. Kleiner & Co., E. M. Schwarz & Co., Charles Schaverin, George W. Faber Inc., Salomon Bros., & Stern, E. H. Gato Cigar Co., A. Santaella & Co., Bustillo Bros. & Diaz, American Exchange Cigar Co. and Lincoln & Ulmer.

At Friday's meeting there was an open discussion as to the best method of conducting the association and a plan for the by-laws was presented by Mr. Stern, of Salomon Brothers & Stern, who acted as temporary chairman. This preliminary plan recommends that the Association co-operate with the Hotel Purveyors' Alliance, and by affiliating with that association, get the benefit of their organization at comparatively small cost.

Continued on page 14

THE TALKER AND THE CLAM

Extreme Types of Cigar Salesmen Analyzed

By James Fordyce

NO two cigar salesmen have the same method of making a sale, some men coax, cajole and talk the prospect into signing, while others say very little and yet succeed in attaining the same end. Which method is better, and which is easier, is difficult to say, each has its own merits.

Take, for example, a salesman of the kind first named; he opens up with his heavy artillery of sales talk, as soon as he has a buyer's attention and does not cease until he either sells or sees no sale is possible.

The second salesman lets the other fellow do the talking and injects a pithy word or two when the psychological moment arrives.

The talkative salesman always faces the danger of saying too much, or the wrong thing at the right time, while the other, in direct contrast, must run the risk of having the buyer think him a dolt or not well versed.

The best method is to be prepared to follow either course, according to the prospect or buyer one is talking to. All salesmen know the type of buyer that allows a salesman to talk and talk and who hardly lets on that he hears. This buyer is one that much talk does not affect, as the more a salesman talks the less tighter mouthed he becomes, until, at the last, in sheer desperation, the salesman packs his cigar sample case and departs vowing never to visit that man again.

The salesman who talks very little, permitting his goods to talk for him, makes a better impression on this type of buyer, for he, as a rule, admires a man of little speech. Analyze the man you are about to sell and adapt your selling talk to his personal mood; by all means don't make the fatal mistake of talking in a rapid fire manner to the man who knows he resents this selling patter.

There is good in each system, somewhat like the work of the poet who asked the critic for an opinion of his poems and was told:

"I have read you work, and find much therein that is new and good, but the good is not new, and the new is not good."

So it sometimes is with salesmen of the talking type, their selling arguments often are good, but not new, while at other times their talk is new but not entirely good. It's something like a bet without odds.

To glean good from both types, that's the secret. Listen to both, gather the best of each, and combine them, and there is a combination hard to beat. Look up these two types and learn from each and you can go forth prepared to meet customers of any type or class. But you must do it, not think of doing it, for

"Between the great things we cannot do and the small things we will not do, the danger is we shall do nothing."

For He Who Hits the Pipe

Consumer of Tobacco Gives Advice Cautioning Users of Weed to Smoke Slowly

"I SMOKE a pound of tobacco a week and a number of cigars thrown in, and I don't feel any ill effects from it," says a writer in a foreign daily. "Another gives up smoking because it upsets him."

No single reason can be given for this because a number of important factors exert their several influences. Susceptibility is, no doubt, one of them, and this phenomenon of the individual is the cause of so much uncertainty whenever an attempt is made to apply generalities.

Another factor is the temperament of the individual apart from his susceptibility. The man who smokes a great deal unharmed is usually of a placid nature; the other is generally nervous. This does not alone mean that he of the stronger physique resists the bad effects of tobacco smoke better, but that he smokes more slowly. The result is that he gets a different collection of substances into his mouth, on the whole less powerful in their action than those received by the fast smoker. In addition to this, there is the opportunity for increased condensation of the more liquid portions of the destructive distillation of the tobacco in the butt end of the cigar or cigarette or in the mouthpiece of the pipe, so that here again less noxious bodies reach the mouth.

The word "nicotine" covers a multitude of sinful substances. Chemically regarded, it is a definite, excessively poisonous body; but a smoker usually means by it the collection of substances constituting the acrid oil which dribbles from a pipe.

Elaborately Carved Pipe

The illustration here shown is that of a pipe, being exhibited in the store of Gustav Fischer, 268 Tremont Street, Boston, Mass.

The pipe is copied after the famous picture of Bunker Hill, by the artist, Doolittle. It is two pounds in weight and took four years of Mr. Fischer's spare time to carve. He has been carving pipes for forty-five years, and is considered an expert in the art.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

THERE is something inseparably connected in thought between a cigarette and a fez. No matter if you never saw the Turkish flag, you have seen many fezzes and perhaps drank many fizzes, the latter guaranteed to whistle a quarter from your pocket at any time for a package of the finest pills that are rolled. There is a general belief that no self-respecting cigarette factory would even try to do business without a cross-legged Turk recumbent outside the door, with perhaps a more active one inside the door and certainly no Turk of class—that being the only kind that comes to America and goes into the cigarette business—would be seen in public without his fez, which is in the way of saying, he thinks more of his Kelly than some affinities do of their divinities. As a matter of fact there has been some thought of escaping the anathemas of reformers and bachelor women by discarding the name of the little round soother and rechristening it fezarette, but the movement has not gained much headway, although it has hopes.

BASIL CONDAX

One does not have to be an eater of figs to know where Smyrna is any more than one has to be a consumer of tar to know something about South Carolina, but pictures in the public prints have shown some of its inhabitants to be addicted to the fez habit, which is still all the more reason for drawing a relationship between cigarettes and fezzes, particularly in view of the fact that Basil—get that name Basil—very Hellenic and very Romanoffish—Basil Condax was born in Smyrna, Asia Minor, something like three dozens of years ago, and he is the real, bright, shining, scintillating, great-white-way light in the Chicago cigarette world, although he does not wear a fez during business hours and, for all the writer of this wots, never has since he threw the last one on the floor of his Smyrna home in Asia Minor and dared his mother to find it for him. This is not to say he could not wear a fez if he wanted to, for he has a fezzy face that would look well surmounted by one of those red contraptions, with fancy embroidery just above the forehead, but he prefers a Shayne just as a matter of taste and not as one of environment.

Fez or no fez, this Basil Condax knows something about the cigarette business, and every dealer in Chicago is wise to it. He came from Asia Minor to Chicago about ten years ago and at once took charge of the western department of E. A. Condax & Co., the offices and salesrooms being at 220 North State Street, in the Hampdon Building. Asia Minor must be a nice place to be born in, for Condax came to the United States loaded with ideas for the improvement of the cigarette business, most of which he has put into practical operation with benefit to himself, his firm and the trade.

He noticed shortly after coming to Chicago that there were no really mild nor really heavy cigarettes on the market—there were plenty of the paper smokes, but they were just cigarettes, with nothing to distinguish them. Mr. Condax set about to remedy this condition and put on the market the "Condax Very Mild" in plain and cork tips. They were an immediate success and are particularly attractive in their handsome boxes, the design of which is patterned after a wonderful Turkish rug.

The firm, which has justly won the esteem and consideration of the trade for their originality and resourcefulness, manufactures the "Condax Petite," "Royal Ascot," "Condax Straw Tips," "Condax Very Mild" and "Condax Radishah." All the boxes in which the goods are packed are extremely attractive, being entirely different from all others, and have had much to do with the great sales of the Condax cigarettes. A large campaign of publicity has been undertaken recently in Chicago and vicinity and many of the largest cigar shops contain displays of the Condax goods that cause the passerby to stop and admire.

Mr. Condax is proud of the fact that his firm is one among the few others in this country that gives personal attention to the growing, buying and blending of tobaccos. This insures a uniformity of output that can be obtained in no other way. Mr. Condax knows the cigarette business at its every angle. He is a live, wide-awake, cultured, educated gentleman, whom it is a pleasure to know and never a satisfaction to leave. His English is perfect, with just the tiniest of accents, he having been taught English in Asia, in anticipation of his residence in America. His business ability is marked to a degree that has caused the Condax goods to be not only the well-known, but the demanded in many markets.

Basil Condax is the youngest of six brothers, all of whom are in the cigarette business. A few years ago he decided it was not good for a man to live alone and took unto himself a wife, who now awaits his homecoming each night. At the present writing, Mr. Condax is in New York, where he goes frequently to confer with his brothers, as they all believe, like the Irishman, "that in onion there is strength," and rely on each other for suggestions.

HARRY E. RODENBAUGH.

Tobacco Trades' Alliance

Continued from page 11

The Plan of the Association.

Some of the principal points in the proposed by-laws are as follows:

I. PRIVILEGES OF MEMBERSHIP.

All members shall be entitled:

First: To receive an association book containing forms as follows:

(*a*) Blank requisitions for credit reports.

(*b*) Forms to be used by members in reporting to the central office information concerning the credit standing of customers. Members will be obliged to send down information concerning the credit standing of any of their customers whenever requested so to do by the central office, this information to be kept on file, for use in compiling credit reports.

(*c*) No. 1 and No. 2 forms of dunning letters, which shall be printed on letterheads of the association, and to which all members shall be authorized to sign their names. No member shall in any case, change or add to the form of said letter. These forms shall request payment to be made direct to members. Attached to these forms there shall be two coupons. Whenever dunning letter No. 1 is sent to a delinquent account a coupon advising the central office of the fact must be forwarded. Whenever and as soon as payment is received the member shall forward coupon No. 2 advising the central office of that fact. These matters will be tabulated in the central office and will be used in compiling the credit reports.

(*d*) Blank forms for forwarding claims to the central office for collection on the basis of the following charges: 10% up to $300; 5% on the excess up to $500; 2% on the excess up to $1000; 1% on the excess above that amount. Minimum collection charge being $2.

Second: Members shall be entitled to two hundred special credit reports on customers within the Metropolitan district of the City of New York, which district shall include the five boroughs of the City of New York, Jersey City and Newark; also on customers outside of the Metropolitan district when the information is obtainable from local sources. Reports in excess of the number specified shall be supplied at twenty-five cents apiece. Requisitions for reports shall be made to the central office on forms contained in the association book.

Third: There shall be a system of interchange of ledger experience among the members through the central office as a clearing house; forms for this purpose will be contained in the association book and members will give their experience on designated accounts when requested to do so by the central office. The experience of the members will then be compiled in the central office, and the results will be communicated; but in no instance will the source of the information be divulged. Each member will receive a number which he will use in communicating credit information to the central office.

Fourth: All members shall forward to the central office a list of the delinquent accounts which appear on their books during the period of one year immediately preceding the beginning of their membership in this association.

Fifth: Members will be supplied with a rubber stamp, stating substantially as follows:

"We are members of the Cigar and Tobacco Trades'Alliance. Under its rules all inquiries for credit information in the trade are referred to the central office, at 261 Broadway, New York City."

Sixth: The committee has conferred with the management of the Hotel Purveyors' Alliance, an association of hotel and restaurant supply dealers, of which a number of tobacco manufacturers are members, and appreciate very much the suggestions received from this source. This association, which has been in existence for many years, has a thoroughly equipped plant and excellent facilities for carrying out the plans above suggested, or such other plan as may be decided upon by this meeting. The committee has taken it upon itself to enter into tentative negotiations with the management of the Hotel Purveyors' Alliance, and after careful consideration have agreed to recommend that the management of the Hotel Purveyors' Alliance take charge of the management of our proposed association. It is agreed that a charge for the service above mentioned shall not exceed $125 per annum per member. By affiliating itself with this credit association of recognized standing, our association will at once have the proper facilities and will be enabled to start operating immediately along the lines suggested, without the necessity of raising a large capital and making a large investment. The work of organizing and putting into operation and maintaining such system of credit protection as is adopted by this association is to be placed in their hands subject to the approval of this meeting and subject to the following provisions:

Seventh: There shall be a committee of twelve members of our association to be known as the Advisory Board of the Cigar and Tobacco Trades' Alliance. This Advisory Board will meet monthly or whenever called together by the executive vice chairman, and the officers and executive officers shall hold office for one year.

Eighth: The officers of the Advisory Board shall consist of a chairman, executive vice chairman, a secretary and an executive secretary. The members of the Advisory Board shall be designated by the chairman to act on the following sub-committees:

(*a*) Committee on Credits and Collections.
(*b*) Committee on Adjustments, Reorganizations and Insolvencies.
(*c*) Committee on Laws and Legislation.
(*d*) Committee on Organization and Membership.

Manila Strike Virtually at End

Out of 350 Workers Who Walked Out in One Factory, Almost all Are Back Again at Benches—Labor Agitators Keep Things Stirred up

MANILA, October 7.

THE strike among the cigar and cigarette makers in the factories in this city, which looked as though it might tie up the entire industry in the Philippines, is virtually broken. The employees, 350 in number, of the Flor de Intal factory, are almost all at work again. The others are gradually drifting back.

One reason for the strike was the enforcement of the new registration law. In addition the workers demanded a wage increase. The increases asked for ranged from 25 to 100 per cent., which the factory operators positively refused to grant. This matter, it is understood, has to an extent been adjusted.

The strike would not have lasted as long as it has were it not for the discontent the labor agitators have caused among the easily led natives. The government had intended to make arrangements for a conference between the unions and the factory owners in order to explain the registration law, pointing out its advantages, but the strike had already been declared.

Cigarmakers Settle Many Questions

Samuel Gompers as a Delegate From New York, Virtually Dominates Convention in Baltimore

THERE was little of great importance in the proceedings of the International Union of Cigarmakers in Baltimore during the third week of the convention.

A number of questions came up which were acted upon satisfactorily. The one which probably caused the most discussion was that of determining who should have the power to grant strikes. This was finally allowed to remain with the local unions.

A resolution, which passed after hot debating, was the one providing for the organization of cigar workers in union factories and the admittance of these persons on a half due basis, but with fewer benefits. They are to receive benefits in case of a strike, but not for sickness.

A measure which was fought hotly was one stating that any member of the International Union who became a member of the National Civic Federation forfeited his membership in the union. This resolution, fostered by J. Mahlon Barnes, of Philadelphia, was opposed by Samuel Gompers, a delegate from New York, and after a strong appeal to the convention it was defeated. A resolution was also passed which called for the publication of a notice in the papers for three months warning the Eastern workmen from going to the Pacific Coast, as there were already more men there than were needed.

Mr. Lemlein's Views.

Speaking of the movement Mr. Lemlein gave his views as follows:

"The Cigar and Tobacco Trades' Alliance is going to be national in scope, and to judge from the large amount of favorable replies that I am receiving from manufacturers in all parts of the country it will be a great success. They believe that the time for organizing such an association is now at hand and that the epigram of Benjamin Franklin made at the time of the Declaration of Independence that 'unless they hung together they would be hanged separately' applies with equal force to the wholesale cigar and tobacco manufacturers in their credit relations to the retail and jobbing trades. The alliance will be conducted along somewhat novel lines and not in the way as is usually done by other trade organizations. It will not have any officers, and will conduct its business through committees. The members of the executive committee will serve as chairman of the other committee."

PROBLEMS of the RETAILER

Watch Your Accounts Carefully

The ordinary retail cigar store man nowadays spends too little time altogether on the question of his accounts. Not one out of ten, probably, of the smaller men, can state positively just how he stands in regard to his stock and what his profits have been in the past year. No large business house today can take those chances with its business—why, then, should not the retailer, who has much less capital to fall back upon than the large house, keep his accounts so straight that he knows just how he stands?

The average United cigar store, for instance, does perhaps eight times as much business as the average cigar store. That means 800 per cent. in favor of them and in favor of scientific retailing. If every retailer would provide himself with as much information about his sales, expenses, purchases, etc., as the United Cigar Stores provide themselves with, there would be a wonderful awakening in the retail business.

And the United Company is in a position to dictate to its many stores, and goes a little further than "suggesting" methods. If any United Store does not keep proper records there is "something doing" from the home office. They know just how they stand and have records to prove it. And the dividends paid by this company prove that this method must pay. On the contrary, many retailers are going out of business every day and cannot even tell just why they failed. They cannot put their fingers on the weak point, but put their failure to any one of a thousand reasons, none of which is right.

The dealer who knows the exact amount of each day's efforts soon eliminates the unscientific methods, the inefficient clerks, the goods that won't sell, and stops the leaks. He is soon able to direct his energies in the right channels—those that make for success—and also for the success of the manufacturers who put out his goods.

Have you ever thought about this, Mr. Retailer?

Pertinent Pointers For the Clerk

Customers dislike to be told that you "are just out" of things. Make it a part of your work to inspect the shelves every morning. You will find things you didn't know were there.

The clerk who is successful is the fellow that makes customers want to come back to his store.

If a man expects to get a bigger job than the one he has he must first outgrow his present position.

Salesmanship is merely making the customer think as you think about the goods you are trying to sell. But be sure and think right.

Play no favorites. The number of customers you wait upon is just as important as the amount you sell. It is the many little profits that count.

Dealers should now take advantage of the foot-ball season, which is upon us, and trim their windows accordingly. The large cigarette manufacturers are not overlooking this. Liggett & Myers are pushing the "Fatima" cigarette by means of college displays in many places, which are attracting much attention. They use numberless arangements of the cigarettes and in making up the display utilize flags from the different colleges in a lavish manner around the window.

If Advertising Was Prohibited

Even in these enlightened days, one hears of the man who does not believe in advertising. "I have no use for it," he tells you. "MY goods will sell themselves."

To take him literally, let us for a moment imagine that all advertising were suddenly prohibited. What would that mean?

In the first place it would mean the absence of advertising in periodicals of all kinds, whether newspapers, magazines or trade journals. It would also mean that the business man would not be allowed to have his name over the door, for is not that advertising?

The drug store would not display the globes of colored water. The minister would not announce the topic of his next sermon, nor the mid-week meetings, from the pulpit. There wouldn't even be signposts at country crossroads, nor on the street corners in towns and cities.

If you should visit a strange community where there was no advertising whatever you would realize how absolutely dependent you are upon advertising. If you wanted to go to a store, particularly the best store, no one could direct you, for that is advertising—word of mouth advertising—which is sometimes as important and valuable as any other.

Frankly, you would find it practically impossible to live without advertising, although you might manage to exist after a fashion.

The question now before all up-to-date dealers is to work up catchy schemes for the holiday trade. A number of good ideas will be published in this department from now until Christmas, which the merchant should study carefully. Many of them can be applied to **your** business with advantage. Watch for the "Retail Rinkles."

Window Bulletin Suggestions

OUR SLOGAN, "ONLY THE BEST."

We aim to sell our goods to you at the most reasonable price consistent with quality. This applies to every thing we carry, from cigarettes, cigars, etc., to fine humidors.

"Quality" is the Keystone of Our Business.

PAY YOUR ELECTION BETS

with the best cigars procurable for the money. It shows you're a good loser and a judge of good cigars. Drop inside and allow us to quote our price per box.

GOALS FROM THE FIELD.

We've been putting our ——— cigars across the bar and between the posts for ten years and they're still going there as true and good as ever.

TRY ONE. 10c. Straight.

NEW YORK CITY has been much interested during the past few weeks in the visit of the eccentric genius, Pierre Loti, who has come to the United States with his brilliant reputation as a dramatist, orientalist and writer, to stage his new play, "The Daughter of Heaven."

Loti is strong on friendships with reigning sovereigns, and among the first visits he made in the States was on President Taft, who quizzed him about Turkey, which country Loti knows well, and loves deeply.

The author was a great friend of Abdul Hamed, the former Sultan of Turkey, and received from him many wonderful and rare gifts. Included in these presents, was a gold smoking set inlaid with jewels forming the Sultan's name and also two superb cigarette cases. One of these cases Loti always carries with him, and tells the following incident concerning its presentation:

One day when he was received in audience by the Sultan, Abdul Hamed offered him a cigaretee. The French writer took the cigarette, but placed it in his pocket.

"Why do you not smoke it?" asked the Commander of the Faithful.

"It is to remember you by, sire," Pierre Loti answered.

So pleased was Abdul Hamed with the graceful response of his friend that he took from the table the gold cigarette case, set with diamonds that spelled, in Turkish characters, his name. "Then take this, too," he commanded.

* * *

I have many friends, who are constant smokers, and spend few of their waking moments without a cigar or cigarette in their lips. The question has often arisen in my mind, what their attitude would be if constant smoking was compulsory.

As a matter of courtesy, I have on several occasions smoked a number of cigars to test wrappers. After six or seven trials the task became very arduous, if not repugnant. These thoughts arise from the remarks of an observant Frenchman who was dilating recently on the peculiar and unhappy lot of the official tobacco testers of the French Regie. This board of testers is composed particularly of old men, who were formerly inspectors in tobacco factories, and they are employed by the Ministry of Finance, to test and report on all kinds of tobacco, that are to be sold in the French Republic. They work eight hours a day solid, and smoke indiscriminately, cigars, cigarettes and pipe tobacco made by the French Regie as well as all the imported goods the sale of which is permitted by the government.

A curious practise among this board of men is the consumption of numerous drafts of strong black coffee, which the inspectors claim not only off-set the dangers of constant use of all grades of bad tobacco, which they must test, but also assist them in differentiating the taste of the various grades to be reported upon.

At the meeting of the cigar salesmen on Friday evening, October 4th, Abe Lyons of Durlach Bros., 181 Water St., New York, that young man who has been selling cigars for thirty-five years, told a good one on himself.

He was making towns in Ohio, in company with a whiskey salesman. They had had rather poor luck and at the town of Washington Court House, outside of Columbus, his travelling companion suggested that they go off the train and see a friend of his, named Pat Lyons. Abe insisted that he had never known any one but a Jew by the name of Lyons, and doubted if there could be a man by the name of Pat Lyons.

However, he was persuaded, when above the door of a respectable looking saloon, appeared the sign Patrick Lyons, and on entering he met a jovial-looking Irishman with a brogue that could have only been manufactured in County Cork, Ireland. Pat Lyons had never met any one but an Irishman named Lyons.

The two Lyons were discussing their name when Abe espied "a cul'ld gem'man" with a suit case, containing the initials "C. L." and asked him what the initials stood for, whereupon the nigger came back with "Clarence Lyons, sir."

Abe immediately fainted.

* * *

"Try one of these cigars, old man. I am sure you can't get better."

"No thanks, dear boy. I tried one last week and am not better yet."

* * *

The good ship Dinsdalehall, reached the port of New York a few days ago, after a long voyage from Spain, with a wonderful story of an electric storm, which had played pranks with them.

It seems that the boat was loaded with iron pyrites, when she ran into a thunder storm off the Azores. The lightning and electricity played around her, like a school of porpoises. During the midst of the disturbance, the captain stood out on the after deck, smoking his briar pipe. Some forty feet away was the man at the wheel. Suddenly a bolt of lightning flashed from the clouds and struck the foretopmast of the vessel. According to the yarn, which the seamen told, it ran down the mast, along the deck to the wheel house, where it knocked the man at the wheel down unconscious, and then made a bee-line for the captain. It ran up through his body, and went out by way of the briar pipe, which he held in his teeth, smashing his pipe in little pieces, and scattering it over the deck. The hearty old sea-dog was slightly dazed by the shock, but was not injured. All of which is faithful and true, according to maritime veracity.

Moral: When in a thunder storm smoke a brier pipe.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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RAWLINS D. BEST, Covington, Ky. . . . . Secretary-Treasurer

A movement both timely and practical, which if it be developed, promises to be a tremendous factor in the tobacco trade of this country, has been started by the preliminary formation of the Cigar and Tobacco Trades Alliance, Incorporated.

At Last, a Real Idea For a Trade Alliance

This organization, fostered by a group of manufacturers known nationally for their progressive methods, is the concrete expression of a sentiment that has long existed for the bringing together of the leading factories into a working body, intent upon the improvement of conditions.

Although the movement has started in New York, the men behind it aim to make it national in scope, including everybody in the trade who is willing to share the expense of its up-keep as well as in its benefits. It will embrace every cigar, cigarette and tobacco manufacturing concern that desires to join, and will be conducted along novel lines, not having any officers, but managing its affairs entirely through an advisory board and special committee.

Manufacturers have long since recognized the necessity of combined action for the promotion of their general welfare, as well as meeting their individual needs along the lines of credit protection.

The alliance aims to establish a system elastic and comprehensive, controlled by a central bureau in New York, with branch offices in the principal cities of the United States, which will receive, gather, compile and distribute information to the members concerning the history, financial status and changes in existing trade conditions in the retail and jobbing trades with which its members are doing business.

The proposed system, if worked impartially and for the general good, should provide real credit protection helpful to the manufacturers and the legitimate retailers and wholesalers because it specializes on a particular line of trade. By eliminating the cheats and crooks it will prevent to a large extent unfair competition and help the dealers that aim to live and let live. By establishing a method for the collection of claims, free to its members, it will provide a smooth working clearing house, which should be at once economical and effective.

One of the objects of the association (and a very commendable one) is to foster fair trade methods, prevent fraud, and protect and bring its members together on a higher plane.

With such aims and its destinies directed by men of unimpeachable character and unquestionable ability, the Tobacco Alliance starts its career under favorable circumstances. But its ultimate success depends on you, MR. MANUFACTURER. If you want such an association, if you endorse its platform and realize the need for such co-operative work, now is the time to speak. One ounce of practical support NOW is worth tons of lip praise. Make your money talk.

THE TOBACCO WORLD heartily endorses the alliance's platform and stands ready to uphold it with all the force and vigor at its command.

May it prove just the very thing for which the trade has been seeking.

First signs of the holiday rush are apparent among the manufacturers of cigars and tobacco. The tide of business seems to be rising with accelerated force, and by the middle of November will be at its highest point.

How to be Ready For Holiday Trade

This means that there will be a tremendous pressure upon the facilities of the manufacturers to meet the demands, and it also means that those jobbers and retailers who have sent in their orders early will receive the first consideration.

Many a cigar store has found itself handicapped December 15th or thereabouts for the lack of goods, simply because of the procrastination of the buyer in placing his orders.

The capacity of any cigar factory is not elastic enough to turn out double the normal output in a limited time. Cigarmakers are becoming very scarce in all sections of the country and manufacturers are finding it more difficult every day to fill their benches. For that reason, it is impossible to speed up the output during October and November to fill the tardy orders.

Added to this is the congestion of freight that always occurs early in December, due to the holiday demands and the shortage of freight cars. Some of the leading railroads have warned shippers of the shortage in freight cars and the resultant delays in shipments. This condition is likely to be aggravated rather than improved when December 1st rolls around.

The moral to the jobbing and retail trade is evident. If you want your goods for holiday trade, place your order now with instructions to ship at once, if you have not already done so.

Readers of THE TOBACCO WORLD are invited to write to the Editors, expressing their opinions on trade matters. All communications to receive attention must be signed.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York

E. P. Cordero Reorganizes Business

Under New Management, J. Fred Wilcox Becomes Associate With Office in Chicago

REORGANIZATION of the business of E. P. Cordero, which promises to prove a great factor in its expansion, has just been effected through the formation of the firm of E. P. Cordero & Co. For the past thirty years Mr. E. P. Cordero has held an enviable position in the clear Havana industry, and his brands "Mi Hogar" and "La Superior" became strongly intrenched in many sections of the country.

Under the new arrangement Mr. Cordero will have associated with him J. Fred Wilcox, who for many years has been identified with the Chicago jobbing and importing business. Mr. Wilcox, who makes his headquarters in Chicago, will look after the selling end, in which he will be ably assisted by L. C. Dupee. Mr. Cordero, Sr., will continue to look after the New York factory end, in which he will be assisted by his son, Harry E. Cordero, and his son-in-law, Leo G. Steiner.

They expect to push aggressively not only their old brands, but their new brand, which will be known as the "Cordero," and also the favorite "La Matilde."

The alliance of Mr. Wilcox with this well-known firm should prove mutually beneficial, as he is favorably known in the West, and brings to the business a ripe experience in the sales end.

Two More Stands For United

The United Cigar Stores Company have acquired two more valuable sites for their stores. One of them is the northeast corner of Broadway and Forty-second Street, on which they have taken a lease for fifty years. The other, which is rather unique in its selection, is at the northwest corner of Twentieth Street and Sixth Avenue, and is a small store cut out of the corner of the O'Neil and Adams department store.

Mr. Straus, of Rey Straus and Company, 136 Liberty Street, and Tampa, manufacturers of "Mi Rey" cigars, left early in this month for a trip through the Middle West. He expects to return about the 20th.

A. Garcia, of the firm of Garcia and Vega, 97 East Houston Street, manufacturers of "Duquesita" cigars, is spending a few weeks in Cuba, selling tobacco stock. He is expected to return about November 1st.

New Cigarette Merger in Statu Quo.

Mr. Reed and Associates Plan to Have New Organization Kill Price-Cutting

THERE has been little to report since our last issue in regard to the development of the newly organized Tobacco Products Corporation. It is understood that the new enterprise will concentrate exclusively on the cigarette business and will be entirely independent of any connection with the American Tobacco Company. So far the only independent concerns to be taken over by this corporation are the Surbrug Company and the Khedival Company, although it is hinted that other cigarette factories are likely to be absorbed.

Daniel G. Reed, chairman of the Rock Island Railroad, is looking after the financial end of the new enterprise and associated with him are Norman B. Ream, a director in the United States Steel Corporation, and Judge William H. Moore and Francis L. Hine, a New York banker.

One of the policies of the new corporation will be the stopping and prevention of price-cutting, both for the jobber and retailer.

Liggett & Myers Distribute Interesting Booklet

Liggett & Myers are distributing through the retailers a catchy little advertising booklet, called "Official, Political and Other Valuable Information—1912." Besides containing colored illustrations of a number of the firm's products, such as "Fatima" cigarettes, "Star Plug Chewing Tobacco," "Piedmont" cigarettes, "Horse Shoe Plug" and "Velvet" smoking tobacco, together with other valuable information, the books and summary of the Electoral and Popular votes of all the presidential elections from 1840 on, as well as the vote by States of the Democratic, Republican, Socialist, Socialist-Labor, and Populist and Independent League candidates for President in 1908. It also gives biographical sketches of President Taft and Governor Wilson, as well as a list of all the Governors of the various States of the Union at the present time. It is a valuable little pamphlet for persons prone to political argument.

New Cigarette For Stephano Brothers

J. M. Dixon, who recently took the position of sales-manager of Stephano Brothers, of Philadelphia, is now in New York pushing a vigorous campaign on their new cigarette, the "Afros." This should be a pronounced success, judging by the wide distribution the other Stephano cigarettes enjoy.

New York City Items

Another cigar stand has been opened by William Hollingsworth, the proprietor of the stand in the King Edward Hotel. It is located in the U. S. Rubber Company Building, Fifty-sixth Street and Broadway. Everything connected with the store is of the latest and most up-to-date pattern.

Sam H. Harris, 422 East 53d Street, manufacturer of "Sir Rahmas" cigars, started early this month on a four weeks' trip through the West and South.

M. J. Levy, of the Montclair Bels Cigar Company and the Mt. Vernon Specialty Company, No. 6 Church Street, is making a trip through the West.

Nicholas F. Reiner, of the Reiner Drug Company, Providence, R. I., was recently elected a director of the National Cigar Stands Company, at a convention held in New York recently.

Mr. B. Lowenthal, the Chicago representative of S. Lowenthal & Sons, is spending a few weeks in New York. Mr. Harry Lowenthal has just returned from a trip through the South.

Mr. Wildernauer, of the house of William Demuth & Co., manufacturers of pipes and smokers' articles, 507 Broadway, has returned from a Western trip.

Mr. Richard Gordon, of the Pera Cigarette Company, 333 Fifth Avenue, New York, reports a healthy growth of the firm's business in this country. The cigarettes are now on sale in nearly all the leading hotels, cafes and clubs in New York, and the sales are constantly increasing.

Philip Morris & Co. have undertaken a campaign of street car sign advertising for the "Philip Morris" cigarette. The signs show a map of the western part of South America and the western part of Europe, with the cities of New York, Montreal, London and Cairo, seemingly banded together by a series of cigarettes.

Esberg-Gunst in Key West Almost Ready

Work on the new branch of the Esberg-Gunst Cigar Company in Key West is being rushed and it is expected that everything will be in readiness for operation about October 15th. Jaime Pendas, who will be the manager, is now in Key West superintending the work. He stated that they will make only the highest grade clear Havana goods in the plant.

TO LATE FOR CLASSIFICATION

WANTED—Salesmen calling on the trade to sell pipe cleaners. Fast sellers and liberal commission. E. T. Gilbert Manufacturing Company, Rochester, N. Y.

FOR SALE—Six cases fine long sweet little Dutch. J. H. Spera, Ephrata Pennsylvania.

Melachrino's Incorporate Under New York Laws

Have Authorized Capital of $3,500,000, Which Affords Ample Means For Pushing Firm's Products

As indicated in the last issue of THE TOBACCO WORLD the cigarette business heretofore conducted by M. Melachrino & Co., at 214-216 West 47th Street, New York, has been incorporated under the law of New York State, a charter having been issued last month. The following officers were elected at the first meeting of the new concern: Miltiades Melachrino, president; R. M. Ellis, R. B. McKittrick and W. H. Munson, vice presidents. The office of secretary and treasurer will be combined and this official is to be chosen shortly.

The corporation has an authorized capital of $3,500,000, which will give them ample working capital to greatly enlarge the scope of their business in many directions.

As is well known, Melachrino cigarettes are perhaps as widely known throughout the world as any brand of cigarettes made. The head office and factory of the parent concern is located in Cairo, Egypt, and they have large factories and warehouses in London, Hamburg, Germany; Bombay, India, and elsewhere. Perhaps the first and most popular introduction of the goods in the United States, came through the medium of American naval officers, and for a number of years the Melachrino cigarette has been the leading cigarette smoked by all our fleet officers.

It has only been a few years since the American factory was established in New York City. Their head office being located for a long time at 28th Street and Fifth Avenue. About two years ago the present beautiful warerooms, 214 West 48th Street, off Broadway, where they have been in the past few months, the company found it necessary to enlarge the building at number 216.

The president of the corporation, M. Melachrino, came to this country for the express purpose of establishing this plant, and he has largely been aided in the work by the gentlemen who have been named as vice presidents in the new corporation.

Messrs. Ellis and McKittrick are known the country over as men of undoubted efficiency in the cigarette field, and it is largely through their efforts that the widespread distribution of the goods through the United States has been accomplished.

Liggett Stand in Buffalo a Fine One

What is considered to be one of the best equipped cigar stores in Buffalo, was opened in that city several weeks ago. It is the new stand of the Liggett Company, and is located at 533 Main Street. On the opening day souvenirs, in the form of cigar lighters and cases, were given away to customers.

The stand, which is under the management of Frank Eagen, is finished in a fine manner inside, having mahogany fixtures and showcases. There are fine windows for display purposes and the stand is in the heart of the shopping district, which should insure a good trade.

Large Increase in U. S. Imports

According to one of the latest bulletins issued by the Department of Agriculture the imports of the United States on tobacco, cigarettes, etc., has increased wonderfully within the past year. The percentage of increase for the first eight months of 1912 over the same period last year is more than fifty per cent.

Lewis Brothers, leaf tobacco brokers of New York, recently purchased about 75 acres of Connecticut broad leaf tobacco, and plan the erection of a large packing warehouse in Manchester in the near future.

PHILADELPHIA.

September Output Shows Large Cigar Increase

Production So Far This Year Ahead of Same Period in 1911—Little Cigars and Cigarettes Decrease

JUDGING by the returns of the First Pennsylvania Internal Revenue District the manufacturers are doing a land office business. The output has continued to increase and the present indications point to a greatly enlarged increase in production in 1912 over 1911. The figures for September are as follows:

	Sept., 1912	Sept., 1911
Cigars	65,235,370	63,574,600
Little cigars	25,029,000	30,945,000
Cigarettes	8,827,400	8,868,320
Cigarettes at $3.60	5,400	114,900
Manufactured tobacco	91,557	90,022

The production of cigars for the first nine months of this year is 551,171,350 compared with 545,485,010 during the same period last year, an increase which should grow even larger during the remaining months of 1912.

Trying the Coupon Scheme Among Retailers

Louis Zifferblatt, of the Emze Cigar Company, of Thirteenth Street, below Filbert, has introduced the coupon-giving practice in the retail store of the firm. It is his intention to try to interest a number of the central cigar retailers in the scheme and thus to divide the cost of the plan. Coupons have been printed which are given away with all purchases. The premiums, such as the United uses, run from cigar-cutters to safety razors.

New Retail Store For West Philadelphia

J. C. Smythe, connected with the cigar department of Mitchell, Fletcher & Co., who is proprietor of the cigar store at 1214 North Fifty-second Street, West Philadelphia, is opening another stand at 5536 Spruce Street, where a complete line of smokers' requisites will be carried in stock. W. H. Smythe, father of Mr. Smythe, will have supervision of both stands. The latest location is in a new and fast growing community and under able management should make a first-class smoke shop.

Balis Bros., of 1645 Passyunk avenue, have taken a store on Second Street below Market, where they will run a retail stand in connection with their other business.

Speed Goodloe & Company Take On "Argood"

THE Speed, Goodloe Cigar Company has taken on a new cigar which they state will be introduced around this section without delay. It is styled the "Argood," and is manufactured by E. Renninger, of Denver, Pa., who is one of the leading lights among the factory owners in that section of the State. It is a nickel proposition and is packed in boite nature boxes in a very attractive manner.

Mr. Brown, one of the Goodloe missionaries, is back at the office after a trip through Delaware and Maryland, where he was convincing retailers of the merits of the "Goodloe" cigar, a nickel brand which has met with a good reception. H. H. Ellis, of Delmar, Md., who took on this brand, has one of the most up-to-date stores in that town. He is installing new showcases of the latest sliding top variety, which is greatly improving the appearance of his store. Another retailer to handle the "Goodloe" brand is Paul Watson, of Salisbury, Md., who took on the "La Devisa" cigar, manufactured by E. M. Schwarz, of New York.

T. & O. Distributors Call At Factory

The continued increase for the Theobald & Oppenheimer brands is starting to embarrass the factory. This could be easily handled were it not for the inability of the firm to secure the needed additional cigarmakers. The traveling representatives have been notified not to take any more orders for new sizes, as the delay in filling the orders would be too great.

A number of T. & O. distributors have been calling at local offices, among them being: D. C. Glasser, of Dubuque, Iowa, one of the largest jobbers in that section, and a heavy handler of "William Penn" and "Little Wm. Penn" cigars; B. S. Bissinger, of Bissinger Bros. Co., of Pittsburgh, another big T. & O. jobber, and Mr. Jones, of Jones & MacIntosh, a leading tobacconist of Ogdensburg, N. Y.

The "Quaker" a New Representative Philadelphia Smoke

T. H. Hart & Co. are working their factory full blast these busy days. They are now introducing a new cigar, which should be one of their strong brands. It is styled the "Quaker" and is put up in a very attractive manner. They were compelled to defer putting this latest smoke on the market until now, due to the activity on the other brands, which occupied their time completely.

Quaker City Items

The Tenth and Market Streets store of Thomas Martindale & Co. is featuring the products of E. Regensburg & Co. and showing "The American" cigar in "La Favorita," "Diplomatico" and "Conchas Especial" sizes.

The present plant of John Steigerwald & Co. has become too small for this firm and they now have several locations under advisement at which the new factory will be located. An announcement will soon be made to the trade advising them as to the new home of the "La Tonia," "El Borita" and the "Walnetah."

Jeitles & Blumenthal have rented the building next to their present quarters at 123 South Eleventh Street, and will occupy it as soon as the necessary alterations have been made. It is expected that the new accommodations will allow them to add one hundred more cigarmakers to their forces.

Monroe Luchs, of Luckett, Luchs & Lipscomb, is in Philadelphia, looking over local conditions and getting in touch with affairs here. He is the Chicago representative of the firm and wished to be quoted as an optimist regarding the fall trade for the L., L. & L. brands.

T. H. Hart Company, Twelfth and Walnut Streets, report that business is on the increase on their "Five of Harts" and "Heartsease" brands.

A new size of the "Heartsease" which has found a ready sale is the "Petit Opera," and on the "Corona" size the factory is oversold. This condition also exists on some of the smaller sizes of the "Five of Harts."

The new smoking tobacco recently introduced in this market by the United States Tobacco Company, "Hugh Campbell's Shag," has met with a cordial reception. All the larger dealers around town have taken it on and report good sales. The advertisements appearing in the daily papers have assisted them materially. "Jack" Fowler, the representative of the United States Tobacco Company in Philadelphia, is now on a trip through the Middle West pushing this mixture.

The factories of the Baum-Jaffe Company are all working full time on the many orders arriving for the holiday trade. The "Coiner" can now be found at many of the first-class stands around town. A heavy campaign was recently waged on this brand locally. The "A. J. Cassatt" and "El Jaffe" are also receiving attention, particularly in other cities, where they are receiving a wide distribution. These brands will soon be worked locally harder than they have been heretofore.

The general air of prosperity around the Dusel & Goodloe establishment is a good indication of the wholesale business around town. They have been specializing on "Little Chancellor," "Principe de Gales" and "La Preferencia" and are doing an immense business around town as well as among the larger retailers in the up State towns, where they do a heavy business. Their quarters are now becoming too small for them and they have a plan under consideration for securing a larger building.

Sig. C. Mayer, of Sig. C. Mayer & Co., has again gone West after a short stay in the city overlooking local conditions. He reports satisfactory progress on the "Rey-Oma," a cigar which the Mayer factory has been pushing heavily.

There is no indication of a let-up in the bustle around the Bobrow plant. L. M. Walter has been on a journey to New York and Brooklyn, where he secured some very satisfactory orders for the "Bold" and "Discriminator" cigars. The factory is now working until 7 o'clock each day in order to keep the supply up to the demand.

One of the best window displays around town recently in the point of high-grade goods was that shown in the Mint Arcade store of Godfrey Mahn. It showed only clear Havana goods and attracted quite a bit of attention. The "Romeo y Julieta" was in a handsome case, showing thirty-two sizes. Other brands were the "Casteneda," "Partagas," "Upmann" and the "Hoyo de Monterey." Any one looking for fine holiday smokes need go no further than these.

The cigar department of the Mitchell-Fletcher store at Twelfth and Chestnut Streets has received advices that a shipment of ten cases of imported goods will reach them within a short time. The shipment comprises such well-known brands as H. Upmann & Co., Henry Clay & Bock & Co., F. Garcia & Bro., Partagas and Romeo & Juliet.

Record-Breaking Fall Trade For Cressmans

Reports from the Cressman factory indicate a record-breaking fall business. The "Counsellor" has been making big headway in the extreme West, among the Pacific Coast retailers and jobbers, which activity is beginning to make the local headquarters hustle.

Joseph Gallagher, vice-president of the firm, is again back at his desk after an enjoyable European trip.

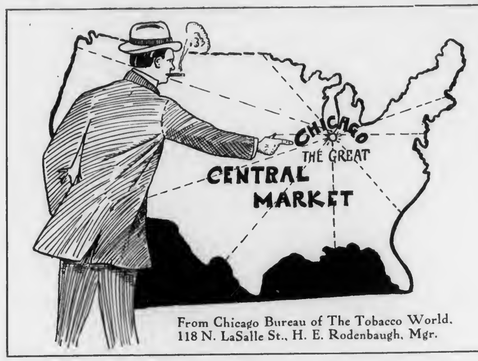
W. F. Renninger to Marry on Wednesday

W. F. Renninger, assistant secretary of Luckett, Luchs & Lipscomb, is one of the latest recruits among the ranks of the younger cigar men around town to become a benedict. When informed of the rumor Mr. Renninger smilingly admitted the fact and said the lady in the case was Miss Olive Kahler, of Reading, Pa., a relative of the Reading manufacturer of that name. The wedding will take place in this city on Wednesday, October 16th.

Mr. Renninger is well known among cigar circles around the Quaker City and Ninth District, and is receiving heartiest congratulations from his many friends. He is a son of E. Renninger, the Denver, Pa., cigar manufacturer.

Boltz, Clymer & Co. have prepared for distribution among the trade a new catalogue showing the assorted shapes and sizes illustrated in colors of their "El Palencia" cigars. This catalogue is handsomely printed and shows an excellent picture of the factory on the first page, and the coat of arms is also shown in an embossed effect. The illustrations printed are from actual photographs.

J. G. Atherholt, 111 South Broad Street, is giving away a silver-plated combination electric cigar lighter and ash tray with every order of 100 cigars sold during the week of October 14th. The lighter is detachable from the tray, and of guaranteed make, which usually sells for $1.00, thus reducing the actual cost of the cigars that amount.



From Chicago Bureau of The Tobacco World.
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

Latest Happenings in Chicago

Plans Announced For Fine New Hotel---Best & Russell Issue Clever Booklet---Racing Renewed At Mineral Springs

CHICAGO, October 12.

NOT a little excitement has been created by an article published in one of the city papers, purporting to describe the methods of the American Tobacco Company and giving alleged inside information in regard to prices of tobacco and its products. The figures presented pertained to matters and conditions, the facts concerning which were supposed to be in the list of the inmost secrets of the business. On the part of those directly interested, it is asserted that the article was not based on facts, and that the alleged information was grossly incorrect. And there the matter rests, and the flurry is ended.

Reports concerning the condition of trade in high-grade cigars vary widely. Some of the dealers assert that business is very dull; others express greatest satisfaction. However, the manufacturers report heavy orders and none of the dealers are giving any evidence of lessening trade. Some of the jobbing houses report considerable increase in business over last year.

The week's returns on the leaf tobacco trade show a very large business, with prospects of still greater demands. Here and there a dealer reports rather discouraging prospects, but the general tone of trade is highly encouraging.

Every now and then there is a revival of popularity for the meerschaum pipe. Not that the meerschaum was ever unpopular, but there seem to be times when a new demand springs up for the old favorite and business increases. We seem to be in the midst of such a period just now. Orders for meerschaums are heavy and increasing.

For Chicago's Finest Hotel.

Plans are announced for the construction of a magnificent new hotel; larger, finer and more splendidly furnished than any now in existence in the city. The reported contemplated cost is to be $5,000,000. The location selected is the site of the present Stratford Hotel, on Michigan Boulevard—with the addition of the land on which the McCormick Building stands, if that land can be secured, making a total frontage of 220 feet on the Boulevard.

The southeast corner of Van Buren Street and Western Avenue and the southwest corner of Adams and Market Streets have been leased by the United Cigar Stores Company.

In connection with the thirty-seventh anniversary celebration of the founding of the Fair department store, special and noteworthy attention is given to the display and the trade in the cigar and tobacco department. The management is pushing the sale of the "Andero," a new brand of clear Havana cigars, which proves popular. One of the special attractions is the opportunity to secure a 16-ounce glass jar of "Prince Albert" smoking tobacco and a 50-cent briar pipe, silver mounted, the jar and pipe being sold together for 90 cents. The Fair's cigar and tobacco trade is reported by Mr. Anderson to be highly satisfactory.

Charles Parker, who runs a cafe in the Douglas Arcade, Thirty-sixth Street and Cottage Grove Avenue, is building up quite a cigar business by selling the popular brands all at cut prices. He takes the brands like "Tom Palmer," "La Cyrilla," "Sanchez & Haya," "La Venga," and "Ben Bey," and sells the two-for-a-quarter size at 10 cents and gives and additional 5 per cent off on box prices for cash.

Charles E. Way has put in the Bolano clear Havana line in his Fifty-seventh Street store.

Manager C. A. Paulson, of the Best & Russell Company's chain of stores, says the two Saturday specials, which they retail for five cents straight, "San Marco" and "Potter Palmer," both are big sellers.

Louis Lehnhard, of 263 West Sixty-third Street, has a large window display of the new "Osceola" five-cent cigar. He is selling also a big quantity of "Cisneros," the clear Havana brand of Wahl & Comstock Company, Chicago.

The Tom Jones Cigar Store, 163 West Jackson Boulevard, has a large window display of "Ben Bey," the brand that made John Grommes famous.

P. J. Bauer, of 83 West Randolph Street, has added the "Flor de Diaz" brand, of A. Diaz & Co. Mr. Cuygar, of this firm, was in town recently, placing the brand.

Best & Russell Company have put on sale in their stores the brand of "Donna Ganda," George Knight's cigar.

Best & Russell Company Issue Booklet.

"Smoke Talks" is the name of a clever little booklet issued by the Best & Russell Company, of this city, to boost their "Robert Burns" cigars. The booklet purports to be advice administered by physicians and is illustrated by several dozen appropriate cuts well executed to illustrate the contentions of the advertisers. Special attention is called to the mildness of the blend and the effect of the heavy Havana cigar smoking on the nerves of the business man. The wording is snappy throughout and catchy so that a reader will be interested on the jump and read it through before discarding it. It is full of such words as "jump" your nerves, "drive" your heart and brain "jiggers" which compel attention. On the whole it is as clever a piece of advertising as has appeared for some time.

Label Blumenthal, of 219 Whiting Street, a salesman for a cigarette company, was fined $10 and costs by Municipal Judge Hopkins recently for tacking signs on private property without consent of the owners. L. A. Damon, 4203 Oakenwald Avenue, secretary of the Municipal Art League, caused the arrest.

Boys stole cigars valued at $25 from an automobile owned by Joseph Bartowiak, 4934 South Paulina Street, when he left the machine unguarded at West Superior and Noble Streets. A half hour later detectives found the boys at West Chicago Avenue and North Paulina Street in various stages of nausea produced by smoking the cigars. They confessed the theft of the cigars, the remainder of which were found at the home of one of the boys, who, although only nine years old, is said by the lads to be the leader of the band. They were turned over to the Juvenile Court authorities.

Clarence L. Stone, of 522 Bryant Avenue, a cigar salesman, died yesterday at his residence, of a fractured skull incurred in a fall down a flight of stairs.

John Ruhe, a Philadelphia cigarette maker whose death was reported here a few weeks ago, left his fortune of over one million dollars to a brother, Fred Ruhe, of Freeport, near this city, whose occupation has been for years that of a stock food peddler. As far as Fred is concerned, animals will hence forth suffer for the want of the food that he has been boosting for years.

I. P. Doyle, manager of the cigar department of the Home Drug Company, has returned from a two weeks' vacation in Michigan, where he was fishing.

The Fair department store is featuring a new brand called "Andero." For display case box they have same packed 500 in a box.

William Higgins, of Park & Tilford, recently called on the Chicago trade. I also heard from him in Kansas City and St. Louis.

Jos. Bauer, of the United Cigar Manufacturers Company, has been assisting A. F. Farris, reresentative of Best & Russell Company, in introductory work on the "Abbey" cigar.

Another recent visitor was S. J. Manheimer, of Kaufmann Brothers & Bondy.

The Oppenheimer Cigar Company, of Saginaw, Mich., has opened a new store at 305 South La Salle Street, directly opposite the Board of Trade.

I. M. Lederer was recently made field representative of the Congress Cigar Company, of this city, and is doing a cracker-jack business with the company's clear Havana cigar.

Will Merchants Patronize Parcels Post?

"Merchants, will you patronize the parcels post system to be established by the government on January 1, 1913?" This is the question Postmaster Campbell is asking the business men of Chicago in order to acquire an idea as to the popularity of the new institution. Letters were sent out to the business men asking their views and asking if they intended to avail themselves of the service. Attention is called to the provisions raising the weight of mailable merchandise to eleven pounds; rate for local delivery, which will be 5 cents for the first pound and 1 cent each pound additional up to the eleven pound limit; and the fact that the department will not issue receipts for this matter nor provide indemnity therefor except for such as will be registered.

Bert Christian Some Plugger.

Bert Christian, one of Best & Russell Company's star men, is strongly boosting the United Commercial Travelers organization. Bert is a member of Northwestern Council No. 72, which enrolls such other well-known men as Al. Breitung, Billie Best, Clarence Hirschhorn, Joe Werthheim, Geo. Mayr, Chas. Miller, Jno. Grommes, Jno. Thompson and Jno. Morrison.

A boosters' plan has been started among them which is called a 1-4-all and all-4-1. It is a reciprocal idea in which members buy only such goods as are handled by other members when such grades of goods are to be bought.

The membership is limited to traveling representatives, such as salesmen, buyers, collectors, auditors, adjusters, members of firms or heads of departments of jobbing houses or manufacturers' brokers or city salesmen for wholesale houses and professional men. The membership is over 65,000 and is made up of the liveliest bunch in the country.

The beneficial part of the order, taken together with the social side where the boys enjoy seeing each new member "ride the goat," accounts for its marvelous growth among the most sociable class of men in the world.

H. R. Swezy, 116 North La Salle Street, has added the "Van Dyck" line. Mr. Swezy's wholesale business has greatly increased and with the two box salesman, Messrs. Bennett and Corey, booking their Xmas orders, it keeps Dad and Lew on the jump. This is, without doubt, one of the busiest stores in the loop.

A. J. Crouch, B. S. Tabler and Carl Hendrix were named as incorporators in the Momence Drug Company, of Momence, Ill. The capital stock is $20,000.

The Krost Cigar Company, of this city, took out incorporation papers, capitalizing at $2,500, to manufacture and deal in cigars. John C. Farrell, Andrew W. Little and Lee Cohn registered.

The Churchman Drug Company, of Springfield, with a capital of $25,000, incorporated recently naming H. J. Churchman, John H. Lease, M. Churchman, George J. Shark and Edwin S. Shouck incorporators.

Burns & Goldfuss, proprietors of a live buffet at 220 North State Street, issued some clever advertising cards boosting the "La Soneda" cigars, made by Storm, Fisher & Company, of New York. Each of the cards has a short story on it which, after the customer reads and laughs, he passes on to another, so, in this way, the company gets its customers to help advertise for them.

Sol Levi, one of the oldest and best-known leaf salesmen in the business, has become connected with the leaf house of Newmann & Gach, and will make Indiana and the South for them. Mr. Levi's friends wish him the best of success with his new house.

Years ago department stores sold a large quantity of cigars, but while figures are not at hand to back up the statement, yet it is noticeable that each year shows a falling off in the trade which the department stores do in this line. It is easy to see the reason for the sale of tobaccos requires a highly specialized selling force and adequate equipment to place them before the public in the most enticing manner. The department store trade at the present time seems to be limited to the distribution of job lots which in themselves cause a suspicion when they are placed on the market for sale, as the better grade lines are handled by private distributing agencies and care taken with them which could not possibly be received when handled in the manner they must be, when offered for sale by the department houses.

Racing Renewed Near City Limits.

Mineral Springs race track was opened October 12, and while not yet completed, gave some idea as to the possibility of the place. The grandstand was only about half completed but the paddock and garage were ready for occupancy. Twenty-six stables, capable of holding eight horses each, were rushed through in time for the opening.

The management is looking to Chicago patronage to support the undertaking. Gary and Hammond also have a number of enthusiastic track men. The tickets, sold in Chicago for $2.00, include car fare both ways and an admission to the track. Purses averaging $3,000 per day were placed in banks at Gary as an inducement to horsemen. The financial success of the venture will be determined by the possibility of "oral betting" satisfying those who go to the track only for the purpose of betting, and whether that kind of betting can get by Indiana authorities.

Harry Linden, proprietor of a cigar store at 514 North Clark Street, took unto himself a wife a few weeks ago.

I learned last week that L. J. McKinnon has resigned his position with F. P. Cordero, now F. P. Cordero & Co., the Company being according to reports, J. Fred Wilcox, of this city.

Theobold & Oppenheimer have been working on their "Royal Lancer" brand, erecting window displays. They are giving special deals for windows in the Loop and secured many valuable spaces.

Bob Brunton is getting the "Nestor" cigarettes well placed all over town. The Nestor people are putting out a new 25 cent package called "Ras-Eltin" and Bob has succeeded in getting them in most of the Loop stores and hotels. Bob is kidded by his friends about the name of the cigarettes, which he claims means "Peer of All"—not the kind of piers they tie boats to though.

Ed Morgan, who has been developing the "Optimo" and "Tom Moore" brand for Clarence Hirschhorn & Company, has resigned and the position has gone to J. L. George, formerly of J. & B. Moos.

Offers have already been made for the corner and inside stand for the new building to be erected at the northeast corner of State and Lake Streets. This site has just been leased for a period of 99 years and a bank now being organized to occupy the bank floor.

Charles H. Storm, of Storm, Fisher & Company, left October 13th, for St. Louis and Kansas City, to be gone ten days.

J. J. Plance was a recent Chicago visitor and pulled down a nice order from the Chicago Athletic Club while here.

Fred Suss left for St. Louis, Mo., after spending some time in this city. Mr. Suss represents R. Steinecke Company.

A cigar manufacturing house was opened in New York by Eugene Vallens, formerly of this city, and will place a fine line of clear Havanas on the market.

M. Cortelyou resigned his position as manager of the National Cigar store, at 34 South Dearborn Street, to take a position as city salesman with Berriman Brothers. His place has been taken by Ralph M. Hamburger.

In the first district of Illinois, which takes in a part of the northern part of the State there are 1400 cigar factories, of which 1079 are located in Chicago. This shows that the cigar industry has been prospering in this territory in the increased number of factories.

What promises to be a wonderfully successful campaign was started in "Afros" cigarettes, under the direction of J. M. Dixon. The article is from the house of Stephano Brothers, of Philadelphia, and sells in packages of ten for fifteen cents retail.

J. Fred Wilcox recently became associated with the firm of E. P. Cordero & Company, in the position of general sales manager, with offices at 14-16 North Franklin Street, from which the future selling agency of the Cordero products will be carried on. E. P. Cordero & Company are successors to the old firm of E. P. Cordero, who have manufactured high grade clear Havana cigars for many years. "La Matilda" is to be a new brand placed on the market by this house in connection with their other line, "Mi Hogar." "La Superior" and the "Cordero." On the last brand one of the features is the label carrying a picture of E. P. Cordero, head of the factory.

Harry Cordero, son of the founder of the factory, will be supervisor of the manufacture, having learned the business under the instruction of his father, who is considered one of the best judges of Cuban leaf tobacco in the business. Leo. G. Steiner, son-in-law of Mr. Cordero, will be in charge of the business department and the office work of the firm.

The success of the firm from the jump is undoubted, as all are men of experience and standing in the tobacco business. These men will be assisted also by Le Roy C. Dupre. Nothing, it seems, now stands in the way of this concern taking its place as the foremost tobacco house in this part of the country.

A. S. Fink will start January 1 with Solares & Company, of this city, to represent them as salesman, leaving F. M. Lytzen & Company, of Muscatine, with which house he has been connected for five years.

A crackerjack "La Venga" cigar display appeared in the window of James H. Wells, who is a great booster of this brand. His drug store is located at Jackson Boulevard and Fifth Avenue.

Joseph A. Moos will have charge of the tobacco department which will be opened up on the seventh floor of the new Rothschild department store at State and Van Buren Streets.

LATE NEWSY TRADE ITEMS.

The periodical and tobacco business of George F. Briggs at 327 Washington Street, Newton, Mass., has been sold to Joseph Green, Church Street, who will make extensive alterations.

Tafel Brothers recently opened a new and up-to-date cigar store in the Glencoe Hotel, Piqua, Ohio, which will be operated in connection with their present store on Ash Street, that city.

Job G. Liming has purchased the cigar and candy business on Miller Street, Highland, N. J., formerly conducted by Mrs. Sylvia Borden.

A new cigar and tobacco store was opened recently at 120A Main Street, Marlboro, Mass., by Vincent Werner.

Announcement has just been made by the management of the Manufacturers' Hotel, Moline, Iowa, that a new and strictly up-to-date cigar stand will be opened in the lobby of the new People's Bank Building, between November 15th and December 1st, under the management of Scott Owings.

A cigar factory has just been opened at Manito, Ill., by S. D. Yates.

The co-partnership heretofore existing between I. H. Fisher and S. W. LaShelle, operating under the name of the LaShelle Cigar Company, Marshalltown, Iowa, was dissolved on October 1st by mutual consent. The business will be continued under the same name as formerly by Mr. LaShelle, while Mr. Fisher will engage in another line of business.

Creditors of Guy R. Minto, bankrupt cigar dealer of Springfield, Mo., recently held a meeting and appointed John S. Farrington trustee. The stock of cigars and tobacco will be sold at auction to satisfy claims of creditors.

Moses L. Truell, the oldest cigar manufacturer in New Hampshire, and for fifty-three years actively engaged in business in Maine, will retire and spend the winter in California. The business will be conducted by Alonzo Ouellette at the Factory Street address, and special pains taken to uphold the quality of the "Old Home Ten," "40-6" and "Golden Zone," brands which have done much to crown Mr. Truell's business career with success.

all that's new with JOBBERS and DISTRIBUTORS

Change in E. W. Elam Co. of San Francisco

Federal Cigar Company Takes Over Manila Cigar Business of Former Firm

THE Manila cigar business of the E. M. Elam Company, of San Francisco, which has for some time handled the agency for a number of Manila manufacturers, covering the United States, has been taken over by the Federal Cigar Company. The deal was closed last week by D. H. Ball, vice-president of the P. Lorillard Company, who left for the East last Sunday.

Mr. Elam, under the new arrangement, will be Coast representative of the Lorillard Company's cigar and tobacco lines. He has long occupied a prominent position in the Coast trade, and the present arrangement is expected to work greatly to the advantage both of himself and of the Lorillard Company. Mr. Elam returned a few days ago from an extended Eastern trip.

New Wholesale House For Little Rock, Arkansas

Henry Loeb, a representative of the Niles & Moses Cigar Company, of Kansas City, is opening a second store in Little Rock, Ark. He already has a stand in the New Capital Hotel, which is considered to be a well-paying venture. Mr. Loeb stated that the store, which is at 404 Main Street, will be remodelled entirely, and when completed will do a wholesale and retail business. He intends to place a stock of smokers' articles in the store valued at $50,000.

Seattle Takes to "El Wadora"

Ed Marshall, the factory representative of Sig. C. Mayer & Co., of Philadelphia, is now working hand in hand with the wholesale houses jobbing the Mayer goods in the West. When last heard from he was assisting the National Grocery Company of Seattle to boost the "El Wadora" by clever salesmanship and attractive window displays. Sig. C. Mayer, the head of the Philadelphia firm, is also on a trip through the Middle and Far West.

Apte Cigar Store Takes On "Moses Cleveland"

The "Moses Cleveland" cigar, made by the London Whiff Cigar Company, of Cleveland, Ohio, has been taken on by the Apte Cigar Store, of St. Louis, who will push it heavily in that territory. They will also distribute the "Losnovios" cigar of Boltz, Clymer & Co., handling it in five sizes. The Apte store are moving to their location at Pine and North Third Streets.

C. V. Barnes, Cincinnati Jobber, Fails

C. V. Barnes, jobber, of 1011 Central Avenue, Cincinnati, made an assignment last week for the benefit of his creditors. His assets are estimated as of the value of $1500, while liabilities total about $5000.

"Havana Ribbon" and "Pippin" Being Campaigned

EHRMAN BROTHERS & COMPANY, of San Francisco, are about ready to start a more aggressive selling campaign in the interests of "Havana Ribbon," Bayuk Brothers Company, of Philadelphia, and "Pippin," Traiser & Co., of Boston, cigars. These two cigars are moving nicely, and it is felt that they can profit by a lot of special publicity work. The same company is featuring Benson & Hedges cigarettes in their cigarette line.

Lang & Co., the Portland, Ore., jobbers, have started to handle Manila cigars and recently took on the account of the "La Alejandria" cigar for Oregon, Northern Washington and Idaho.

E. G. Bennett, cigar broker, No. 116 North La Salle Street, Chicago, has just taken on the Pinkus Bros. line of "Monogram" cigarettes—made to order. Mr. Bennett says he is doing a good business, selling in 500 and 1000 lots.

One of the coming new wholesale houses of Pittsburgh, the C. A. Gibbs Company, will distribute the "Lozano" cigar in that territory. This brand is used in a number of clubs around Pittsburgh and with a live house behind it should be one of the big sellers of the Smoky City.

Donahue & Eaton, wholesalers, of Indianapolis, have taken on the account of the "Idol Cigar," made by the Havana-American Company.

The "Cuesta Rey" brand is being widely distributed by the St. Louis house of Wm. Stickney & Co., which city is one of the strongholds of the "Truly Spanish" house.

Jeffreys Brothers, the Newark, N. J., jobbers, have changed their address in that city to 174 Washington Avenue. They are large distributors of the "Five of Harts" and "Hearts Ease" cigars of T. H. Hart & Co., of Philadelphia.

The Southern Cigar Company, of New Orleans, reports a continued heavy demand for the "San Felice" and the "El Verso" cigars of the Deisel-Wemmer Co., of Lima, Ohio.

The "Havana Ribbon" has been taken on by the L. Singer Cigar Company, of Newark, N. J., who have already placed it in a number of leading stores in that section.

The Feilbach Company, distributors of the "John Ruskin" cigar, made by the I. Lewis Manufacturing Company, Newark, N. J., recently conducted an aggressive newspaper advertising campaign on the "Ruskin" cigar in the Toledo newspapers. They report that they have placed the brand quite generally throughout Toledo and are enjoying a brisk duplicate business.

A Coming Milwaukee Jobber

Jordan Company of Milwaukee Has Built Up Nice Trade Within Past Year

IT requires push and grit to establish a wholesale cigar house and put it up with the big ones within a year, yet the W. B. & W. G. Jordan Company, of Milwaukee, the grocery and cigar house, has accomplished this.

Up until a year ago this concern was not featuring cigars, although they had been enjoying considerable success for a number of years on two house brands, the "Dakomin" and "Jordan," both manufactured for them by T. J. Dunn & Co. Another brand, the "Iroquois Club," a brand of C. S. Abrams & Co., of Cleveland, was also jobbed quite extensively in the surrounding territory, although the salesmen were never urged to solicit trade in the cigar business outside of their own grocery houses.

The cigar department was practically created when they took on the "Reynaldo" and "Luxello" cigars of Luchs, Luckett & Lipscomb, of Philadelphia. Both these brands have taken exceptionally well and Jordans now enjoy a wide distribution on these goods. About this time they secured the service of Fred V. Milan, a cigar salesman, who has a wide acquaintance among the tobacco men of the Middle West and Northwest. He spent most of his time in Milwaukee and acted in an advisory capacity toward the other salesmen of the firm, who also carried the grocery lines. Mr. Milan showed them as much as possible the ins and outs of the cigar end and gave them pointers on methods of getting business.

Last fall Jordans took over the "Alcazar," made by Louis Kindling Co., of Milwaukee, a well-known brand in that section. This cigar has taken very well and particularly in the "Reina Victoria" size, a two-for-a-quarter smoke. Last January more cigars were added to their stock, the more prominent being those of A. G. Kaufmann Co. and H. Anton Bock & Co. Both these brands had been carried by A. J. Hill & Co., of Milwaukee, but the Hill Company desired to confine their business more exclusively to the retail end. Not being equipped to solicit business in the surrounding territory as they wished, they were desirous of transferring their jobbing account, although they had been uniformly successful. These lines include the "Nestor," "Tuxedo Club," "John Drew," "Regent," "Don Antonio," "Bock Selected Smokers" and "La Nedra."

The addition of these brands necessitated increasing the sales force, which was accordingly done in the persons of J. M. Van Riper and S. E. McMahon, both experienced cigar salesmen, who have been covering the country territory for the firm.

This record shows a growth which surely portends a get-ahead spirit and one which is bound to make itself felt in the wholesale business in Minnesota. W. B. & W. G. Jordan expect a fine fall and holiday trade and state that they are well equipped to handle it.

C. W. Limroth, whose store at 1119 Broadway, Camden, N. J., is headquarters for a varied line of cigars and tobacco supplies, reports his jobbing business to be booming nicely. The Limroth business is confined principally to Southern New Jersey.

Rosenthal Bros. & Bendetson, the Boston wholesale house, are distributing a number of fine cards for display purposes on their five cent brands. They are now popularizing the "R B Special," "La Famosa" and the "Havana Ribbon."

Splendid Facilities of Los Angeles House

The interior views shown here were taken in the large wholesale house of the Klingenstein Company, of Los Angeles, Cal. The picture below represents a portion of the shipping department. Mr. Klingenstein is shown standing to the right.

The other view depicts the immense humidor of the firm. It has a capacity of one million cigars. This is said to be possibly the largest humidor in the West.

Portion of Shipping Department

The Humidor

Cuban Guarantee Stamps Being Prepared

Government Ready to Protect Havana Cigars and Cigarettes Against Frauds

(Special Dispatch to The Tobacco World.)

HAVANA, CUBA, October 12.

THE first steps have been taken by the Cuban Government to enforce the recently enacted law aiming to protect Cuban tobacco products. In compliance with the law the government is now printing a new guarantee stamp, which will appear on each box of cigars, cigarettes or cut tobacco made in Cuba, as a guarantee to the smoker that he is buying the genuine Cuban-made products and as a protection against imitation.

These stamps will be exhibited in all the foreign consulates, being widely advertised through the press, so as to familiarize the smokers with their appearance and significance.

These stamps will be sold to the manufacturers at $2.00 per 1,000 boxes of cigars (there is no mention made as to the quantity of cigars each box might contain) and $1.00 per thousand packages of cigarettes or cut tobacco.

All violations of the new law through fraud will be punished severely by the courts of each country through the cooperation of the local Cuban consuls and the assistance of the Union of Cuban Manufacturers. The Manufacturers' Union will receive one-half of the proceeds from the sale of the stamps, thereby giving them ample funds for the prosecution of fakirs who attempt to palm off alien goods as Cuban-made.

Stringent rules are also to be enforced in the handling of these stamps by manufacturers. Strict supervision will be maintained by the customs houses over all boxes of cigars exported and heavy fines will be imposed upon all violators.

The new law takes the place of a previous Guarantee Stamp Act, and it is hoped to achieve the results which the first measure did not obtain.

John C. Krummel Leaves Luhrman & Wilbern

John C. Krummel, assistant secretary of the Luhrman & Wilbern branch of the P. Lorillard Company, of Middletown, O., severed his connection with that concern on October 1st. Mr. Krummel has been connected with the tobacco industry for the past twenty years, having gone with the Luhrman & Wilbern Company when but a youth, shortly after the company was organized in Cincinnati. Later, when the American Tobacco Company absorbed the business and the plant was moved to Middletown, he was made assistant secretary of the concern, in which capacity he has since served. It is Mr. Krummel's intention to make no definite arrangements until he has taken a rest of a month or two.

Second Factory For Penn Cigar Company

The Penn Cigar Company, of Pittsburgh, Pa., report an increasing demand for their goods, so much so that they were compelled to open a branch factory in Ironton, O., recently. A news item appearing in the October first issue of THE TOBACCO WORLD stated that this firm had moved their main plant in Pittsburgh to Ironton, O., due to the scarcity of labor. The manufacturers wish to state that the correspondent was in error and that the last factory will be only a branch one.

The month of September was generally favorable for the maturing of the tobacco crops according to the general review of crop conditions published by the Department of Agriculture. The condition of tobacco on October 1st, as compared with the average of recent years, is given as 98.2. The percentage last year was 101.6.

Albert S. Schneider, a Utica, N. Y., manufacturer, has taken into partnership with him John T. Fredericks. The firm will do business as Schneider & Fredericks at 107 Eagle Street, Utica.

Letters to the Editor

Make Cigarmakers' Gauges

KANSAS CITY, MO., September 28.

Editor THE TOBACCO WORLD:

We are very anxious to secure cigarmakers' gauges. They are used very extensively in Tampa by all the Spanish workmen. In order to make matters more clear to you, we show it on the back of this letter by a rough drawing.

We feel sure you will be able to enlighten us in regard to where we can get them. We understand that they can be purchased in New York, but we do not know who to write to.

Respectfully,

WEIDMANN-ST. LOUIS CIGAR BOX COMPANY.

Answered by letter.

You will be able to secure these gauges by writing to Sander & Lakamp, 113 Maiden Lane, N. Y., who manufacture all kinds of cigar manufacturers' supplies.

Who Makes a Case Like This?

ALLENTOWN, PA., October 9, 1912.

Editor THE TOBACCO WORLD:

Dear Sir: Kindly let us know who makes cigar case with a silk fabric and wire frame.

Hoping that you can furnish us with this information, we are,

Yours very truly,

NATIONAL SELLING COMPANY.

Any one manufacturing this class of goods please communicate with the above, mentioning where the inquiry was seen.

Manufacturer of "Our Principal" Cigar

CISHOCTON, O., October 4.

Editor THE TOBACCO WORLD:

We take the liberty of writing to you for some information, which we trust you can give us without inconvenience. We would like to learn the name and location of the firm, I believe in Pennsylvania, manufacturing a brand of cigars known as "Our Principal." Thanking you for the trouble, we remain,

Yours very truly,

THE AMERICAN ART WORKS.

This cigar is being manufactured by the Our Principal Cigar Company, of Millersville, Lancaster County, Pa. Their sales rooms are in the city of Lancaster, Pa.

To Improve Burn of Tobacco

SCRANTON, PA., October 6.

Editor THE TOBACCO WORLD:

Will you please tell me how the burn of tobacco can be improved? I had a formula, but have lost it. Thanking you in advance for this information, I remain,

SMALL MANUFACTURER.

Poor burning tobacco is greatly improved by casing in a solution of crystallized saltpetre dissolved in the casing water. Use eight ounces of crystallized saltpetre to each gallon of water. The mixture is most effective when warm water is used. A mixture is now on the market, manufactured by The Tabakose Company, 135 Front Street, New York City, which the makers claim will make any piece of tobacco burn perfectly, with a solid ash and without flaking.

Late Trade Jottings

The cigar stand at the corner of Turk and Taylor Streets, San Francisco, has been purchased by A. H. Pearce, a tobacconist of Market and Drumm Streets. The stand was formerly operated by Parker Brothers.

Fire destroyed a tobacco warehouse on the farm of Mrs. D. W. Crittenden, Elton, Kentucky, together with about ten thousand pounds of tobacco which was in process of curing. The loss is estimated at $1200, with no insurance.

Fire caused a loss of about $3000 to the Columbus, Ohio, branch of the Union American Cigar Company, located at 338 West Broad Street. The Scioto Box Company, which occupied the basement, sustained a loss of approximately $2500.

How France Handles Tobacco Smugglers

Narrative of Exciting Encounter Between Officials and Violators of State Law

A DRAMATIC encounter between tobacco smugglers and French customs officials occurred recently near Lille. The officials stopped the automobile, which contained over a ton of tobacco, but the smugglers got away.

About 7 o'clock in the evening a huge car rushed by the customs post at Touquet, on the Franco-Belgian frontier, beyond Tourcoing, and made off on the fourth speed towards Tourcoing, in order to reach the Grand Boulevard a splendid motor road running from Tourcoing to Lille. The customs police immediately discharged their revolvers at the tires of the car, and then, springing on their bicycles, gave chase.

They were being fast outdistanced by the car, when a heavy dray, drawn across the high road, made the fugitives slow down. One of the excisemen leaped from his bicycle and jumped on the back of the car. The contraband runners drew their revolvers on him, but the plucky customs man ducking beneath the hood, avoided the shots.

The other excisemen pedalled on ahead of the car, and, barring the way, called on the smugglers to stop. For reply they drove the car straight at the man, but he jumped into the ditch and the car followed him. The smugglers then sprang out and fled, abandoning their machine and its contents.

Ninth District Cigar Output Shows Fine Gain

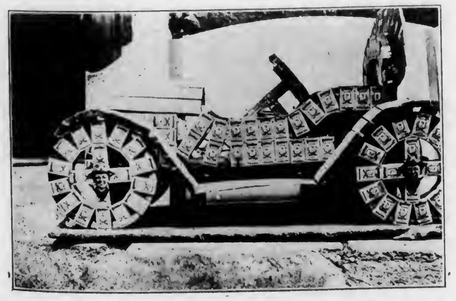
The internal revenue figures for the month of September show to a certainty that the cigar industry in the Ninth District is at the height of a boom. While the production for last month is not as large as for August, it can easily be accounted for by the fact that taking in consideration Labor Day, and September being a shorter month than August (three working days less), the production is really larger.

The cigar output for September was 65,571,426, as compared with 67,701,000 in August. The figures for September, 1911, were 63,751,180, and for the preceding year 67,416,520.

A. E. Nelson Leaves Hoffman-Moore Company

A. E. Nelson, who, since the Hoffman-Moore Company of San Francisco was reorganized some months ago, has been the secretary and treasurer, has left the company and will probably dispose of his interests in the concern entirely. J. J. Hoffman is at present taking full charge of the office and sales department.

John Rickes has purchased the W. C. Fear Cigar Store on Ninth Street, Anderson, Ind., from J. F. Darmody, of Indianapolis, Ind.



Display of "Recruit" Little Cigars at Duquesne Cigar Store, Pittsburgh, Pa.

Cleveland Prepares for Big Convention

Should Boom Cigar Trade—R. J. Seidenberg & Company of Buffalo to Have Stand in New Statler Hotel

CLEVELAND, October 11.

THERE will be great doings hereabouts next week. The Knight Templars Conclave, with 66 Commanderies, will have the key to our city. The town has adorned itself once again in festive garb for the occasion. Work on the New Statler Hotel has been rushed in order to be open in time for the event to accommodate the visitors.

The hotel will have a grand Charity Ball to open up with on the 19th. A great part of the proceeds will be donated to the Babies' Dispensary. The various committees have been working for months in preparation for the ball.

The cigar stand in the hotel will be run by R. J. Seidenberg & Company, of Buffalo, N. Y., who also have the stand in the Hotel Yates, at Syracuse, N. Y. Mr. Parker will manage the new stand.

Visitors at the Joseph Y. Snyder cigar stands the other day all wanted to know why Mr. Robt. C. Heaney, the manager of the local stores, wore such a broad grin on his face. The occasion was that there's a dandy eight pound boy out at their house. Everybody says that Robert, Jr., is the image of his daddy.

Walter E. James, of the Cuesta Rey & Company, Tampa, Fla., is expected here the coming week.

Sam Feiman, of Canton, O., has been East in the markets visiting the factories.

Willis Andrus, of F. Garcia & Brother, Tampa, Fla., was in town the past week.

The stock of the Lorain Cigar Company, Lorain, O., which went into bankruptcy, has been closed out by the receiver.

Bert Keyes, formerly of the Hotel Euclid Cigar Company, has affiliated himself with the Campbell Cigar Company, of Akron, O.

De Muth & Company's representative, Mr. Boston, was here the past week placing his line of pipes.

Mr. Allen, of the Pyle & Allen Company, has just returned from a fishing trip.

Charles Dryfoos, of Hamilton, O., was up to Cleveland a few weeks ago placing orders with the Shields & Wertheim Company, for "Saramitas," of which brands he is the distributor in his city. The writer had a personal interview with him and reports business good.

Morris Eisenberger, of Eisenberger Brothers, Dayton, O., is expected at the office of the Shields-Wertheim Company within the next few days. He distributes "La Saramitas" in Dayton, with which he is doing an exceptionally big business.

One of his cigar stores is called "The Cigar Store Beautiful," as it is supposed to be one of the handsomest stores in the United States. The firm is composed of Morris and Sidney Eisenberg. They are both young and very active, and their business the past year from a jobbing standpoint has grown by leaps and bounds.

Sig. Stein, the Chicago representative of the Shields & Wertheim Company, returned from a Northwestern trip ten days ago and was taken down with inflammatory rheumatism and has been very sick ever since. We all hope that he will be back on the job again very soon.

The Shields-Wertheim factory is oversold. All the salesmen are out on the job and, if the factory can't catch up with their orders in the next ten days, the boys will all have to be called in.

Mr. George Bassett, of the Osborn Building cigar stand, is back from a three weeks' vacation.

Mr. McGuire, the genial manager of the Stranahan Company's little cigar stand, reports business going along very smoothly and he is anticipating a very big holiday trade.

Mr. Harry Fagin, of the Jenkinson Company's Scofield Building stand, reports business going big.

Jos. Levy, manager of the Jenkinson Company's Williamson Building stand, is looking forward to a big holiday business.

John Rolands, the general manager of the Jenkinson Company's stores, is too busy to talk to anyone nowadays, as his chain of retail stores is keeping him on the jump. Christmas orders are coming in big and fast.

Morris Glicksman, who has his store in the Masonic Building, is satisfied with business conditions and only hopes they will continue.

M. H. Kalfon representing the Ferdinand Hirsch Company, of Key West, was with us last week.

W. H. Munson, vice-president of the M. Melachrino Company, was in town in the interest of his concern. M.

Charles P. Young Dies in York, Pa.

Charles P. Young, senior member of the wholesale and retail cigar firm of Young & Busser, of York, Pa., died several days ago at his residence in that city. He left for Southern Pines, N. C., last winter and was much improved in health when he returned, although he did not attend to many of the details of the business. Mr. Young was also president of the Dispatch Publishing Company, of York, publishers of the York "Dispatch," a daily newspaper. He was 54 years of age and is survived by a widow.

Made in Detroit

APPROACH OF FALL BOOSTS BUSINESS

Large Increase in September Production of Cigars---Sam C. Whited to Occupy New Stand

DETROIT, October 10.

SO far as I have ascertained, the close of the excursion season, the advent of late fall, with its chill breath and misty days, and lessening number of travelers and tourists has had no marked effect on retail cigar and tobacco sales. The leading down-town stands report a steady volume of business. This may be accounted for from the fact that more people are on the streets, now that the season is unfavorable to those accustomed to the river and island boats and to the hundreds of nearby resorts.

Detroit's down-town business section, particularly Woodward Avenue, is an impressive sight on almost any evening; but particularly so on Saturday night. Strangers gaze at it in amazement and go away profoundly impressed. This is owing largely to the plan on which the city is built. It is laid out somewhat like a wheel, or rather like a cobweb, the main strands of which, or arteries of traffic, such as Woodward Avenue, Jefferson, Michigan, Gratiot, Grand River, Fort, etc., all converge from the outer circumference to a common centre, represented by a half mile circle, the heart of which touches City Hall, Campus Martius, Hotel Pontchartrain, and the Majestic Building. There is no regularly more animated place in the United States than this is on Saturday nights. If there is anything doing in town, the cigar dealers within this half mile circle almost invariably find it to their advantage.

In the first few days of the month we had with us a most notable gathering. It was the International Congress of Chambers of Commerce, comprising some four hundred and fifty delegates from the far corners of the earth, many with ladies and members of their family. During their stay much lavish entertainment was provided at various hands, in which fine cigars and choice cigarettes were by no means slighted.

Other important gatherings did their share, as well, in stimulating the consumption of fine goods.

The internal revenue returns for September, as compared with last year, show a decided gain, as will be perceived:

Sept.	*Cigars.*	*Tobacco and Snuff.*
1912	$76,370.33	$181,834.94
1911	60,844.70	124,004.30

The labor issue is still a serious problem. Not sufficient help is available. It is hoped and believed some solution of the difficulty will be achieved before the winter is over.

Lots of rumors are about town, and wild statements involving millions of dollars and the Melachrino, Milo and other cigarette and tobacco corporations. Here and there is found the wise guy who "has it straight." He unfolds the details to his credulous hearers, incidentally mentioning five, ten, fifteen or fifty *million* dollars as carelessly as though they were so many nickels.

Some weeks ago the firm of Smith & Krull, cigar brokers, was formed with offices at 29 McGraw Building. Frank M. Smith is well known as former manager of Hotel Pontchartrain cigar department. Bernard Krull was, until recently, with the A. T. Company. He is well regarded by his trade. The firm have control of the Starlight Brothers' line of cigars, for Michigan and the Central West. In addition, they have several other lines, notably the "Espina." Mr. Krull leaves tonight for a three weeks' trip that will take him as far westward as Denver.

The building at 32-34 Woodward Avenue, formerly the home of the Hemmeter Cigar Company, now presents an altered appearance. It, together with the adjoining place, No. 36, has been leased by Harry F. and Chas. L. Postal and C. H. De Witt, under the style of the Woodward Bowling Alleys. The two former are sons of Fred Postal, proprietor of the Griswold House. On the ground floor of No. 36 is a bar and cigar stand. The rest of the premises is used for bowling and billiards. There are twenty-six alleys and ten tables. The cigar privilege is in the hands of the Harry W. Watson Cigar Company.

Since October 1st, Jno. H. Pringle, of The Pall Mall Hotel, has put Vincent Bekair in charge of the cigar counter with a view to developing it along independent lines rather than as an adjunct of the bar. The location, corner of Jefferson and Woodward Avenues, is one that draws almost entirely on transient trade. Renovations of the premises, made some months past, give a neat glass front and two entrances from outdoors direct to the cigar stand.

Sam C. Whited is patiently awaiting the installation of steam fixtures before opening the new store at 793 Woodward Avenue. Four months ago Sam moved from No. 789, where he had been six years, to No. 791. August 1st he had to move again to make room for a new building, and until now has been out of business. Now he's at No. 793, and says that's as far north as he's going, gosh ding it! He has a lease on the entire building and will occupy the upper floor with his family. On the lower floor, in addition to his cigar and news stand, he will run a barber shop, and also experiment with a pool table, to which he will add others in time, provided he finds it a good thing.

F. W. Clarke and H. J. Clarke are the names of two gentlemen who arrived here about October 1st with the expectation of making their home here for some time. These gentlemen, both of whom had extended experience with the A. T. Company, have been with the Larus & Brother Company, Richmond, Va., since January. Their territory embraces Michigan and part of Ohio and Pennsylvania. They are operating vigorously on the firm's two leading brands "Qboid" and "Edgeworth," both of which have long been accepted by smokers as tobaccos of great merit.

A representative of Messrs. A. L. and M. L. Kaufmann has been here some days and will remain for some time doing specialty work on their "Smokecraft" brand for the benefit of Lee and Cady, who are the distributors for this territory.

J. M. Feldstein, jobber of cigars, at 331 Warren Avenue, E, though operating in a very small way, informs me nevertheless that he enjoys a tidy business on "Slight Draft," which is his leading 5c. cigar.

A good many compliments have been passed on the appearance of the cigar stand in the recently rebuilt Downey House, at Lansing, Mich. The fittings harmonize beautifully with the dark gray walls and dark green marble of the lobby. The stand is operated by The Harry W. Watson Company, and is one of the prettiest of the many that this company controls.

The fixtures for the store of Sam C. Whited, 793 Woodward Avenue, will be of solid mahogany. They are from the Detroit Show Case Company.

Quite a few leaf salesmen have been here recently showing mainly Connecticut leaf and samples of the new Sumatra bought at fall inscriptions. Among them are:

A. G. Hiller, Hiller & Kallenberg, Chicago; Ray Sutter, Jacob Sutter & Son, Chicago; Stephen Friend, E. Friend & Sons, N. Y.; Jul. Marquisee, N. Y.; Alfred L. Schmid, also Wm. Hirschl, L. Schmid & Co.; Wm. Miller, Am. Sumatra Tob. Co.; Wm. Goetze, Jno. A. Goetze & Co.; Howard Kinney, H. Duys & Co.; "Billy" Levinson, J. Bernheim & Son.; Jos. Cullman, Jr., Cullman Bros. & Co.; A. Hirsch, Jos. Hirsch & Son; R. C. Goldsmith, Goldsmith & Bloch, N. Y.

The following were also here: Sidney Cahen, E. Regensburg & Sons; Chas Baswitz, Gonzalez & Sanchez Co., Jacksonville, Fla.; Jose M. Cuyar, Andreas Diaz & Co., Tampa; F. W. Winter, The Winter Cigar Mfg. Co., N. Y.

S. F. HEAVENRICH.

Big Order For Kaufman, Pasbach & Voice Labels

The prominent New York lithographing house of Kaufman, Pasbach & Voice are making great headway in the Middle West with their goods. One example of this progress is typified in an order recently secured by their Western representative in Chicago, John B. Thatcher, who puf through a deal whereby the cigar manufacturing house of Grommes & Elson, makers of the "Ben Bey" cigars, will take 250,000 sets of the labels for this clear Havana smoke. This order should be gratifying both to the label firm and the Chicago concern, which is doing a big business since moving to their new factory at Wilmot and Robey Streets.

The Imperial Cigar Company, of Scranton, Pa., has purchased the Everhart homestead in that city, located at 137 Franklin Avenue, and, it is said, will convert it into a business place. The cost was $10,000.

The Morrison Cigar Company is the name of a new concern to start business in Morrison, Ill., about October 1st.

On The Road

Emil Judell, of H. L. Judell & Co., of San Francisco, left this week on a trip to the larger cities of the Sacramento and San Joaquin Valleys.

Herman Moss, Coast representative of the S. R. Moss Cigar Company, of Lancaster, Pa., left San Francisco last week for a trip through the Northwest territory in the interest of his line.

Mr. Symons, who is president of the Symons-Kraussman Company, of New York, has been calling on the Pacific Coast jobbers, doing missionary work in behalf of the "Flor de Baltimore," one of the firm's leaders.

I. Teitelbaum, president of Teitelbaum & Co., manufacturers of the "Sarzeda" cigar, with a factory in Cleveland, O., has been calling on the Pacific Coast trade, pushing his firm's products.

H. T. Spencer, who has been a traveler for the Tobacco Company of California, has joined the sales forces of the Burley Tobacco Company, of which Strater Brothers, of Louisville, Ky., is a branch. H. T. Mahan is the Coast agent of the Strater lines.

F. E. Harris, who has been sales division manager of the plug department of the Liggett & Myers Tobacco Company in California, Arizona and Nevada, has been transferred to Oregon. W. E. Tuggle will succeed Mr. Harris.

Fred Kuehneisen, formerly of Melachrino's sales staff, is in charge of the newly opened cigar stand in the Farmers' Bank Building, at Pittsburgh, which is conducted by the Havana-Tampa Cigar Company. Kuehneisen is an experienced salesman and the stand over which he presides is the first ever opened in the Farmers' Bank Building. He carries a high-class line of Key West and domestic cigars and a full line of Pittsburgh's popular smokes—stogies.

W. C. Clark, Chicago representative of Theobald & Oppenheimer Co., Philadelphia, is giving the "Royal Lancer" 10c. cigar a boost, through Ruhstrat, Cowley & Co., the distributors.

F. C. Swanson has been interviewing the Chicago trade and has met with success in placing "Zubelda," P. Lorillard & Co. Turkish blend cigarette, that is intended to compete with "Fatima" and the like brands for the favor of smokers. Mr. Swanson is located at 814 Wilson Avenue, that city.

M. Garcewich, the genial traveler for Schanisi Brothers, of New York, was recently pushing "Naturals" and "Prettiest" among Denver dealers, where these goods are very popular.

R. C. Hammond, the genial Cuesta-Rey Pacific Coast man, has been working hand in hand there with the San Diego distributor, R. F. Vogt. Mr. Vogt jobs the "Ponce de Leon" and does a large trade in this high-grade product.

L. O. Rand, formerly a traveler for Jose Lovera & Co., is now with the Fromherz-Berlizheimer Co., of Chicago, and has the states of Indiana, Ohio, Illinois and Iowa.

John G. Spatz, the Reading, Pa., manufacturer, was a recent visitor in St. Louis, where his brands have a good following.

Newsy Trade Notes

At the October 11 inscription at Amsterdam the Americans did not buy a bale. About 17,000 bales was sold.

William Sewell, formerly foreman of the Burns cigar factory in Tampa, Fla., has opened up a cigar factory of his own in that city.

Fire on October 6, destroyed the cigar factory of Emil Weiss, in Munising, Mich., entailing a loss of about $15,000.

A new cigar store and billiard hall is being opened in Mansfield, O., by Stecker Bros., in the Wiler Building, on North Main Street.

G. L. Eikenberry has purchased the cigar stand in the Randall Hotel, Fort Wayne, Ind., formerly operated by August Wasman.

The Deschler Cigar Company, of Indianapolis, which is having a new stand installed in the Lemcke Building, will occupy it about the middle of November. New fixtures and a soda fountain will run the outlay to $100,000. It is the opinion of many that when this stand is completed it will be one of the best in the Middle West.

A new cigar store has been opened in Muscatine, Iowa, by R. E. Bauer, who has been representative for the wholesale House of Lytzen & Co., of Clinton, Iowa, in Muscatine. He will also have charge of the wholesale business of the Lytzen firm in Muscatine.

Milton Cohen, the representative of E. M. Schwarz & Co. in St. Louis, has moved his office in that city to 313 North Tenth Street.

The factory of I. Goldstein & Co., of Baltimore, has been moved to their location, 10 East Lexington Street. They were formerly at 205 West Pratt Street. This new plant has an attractive front and will allow the firm to run a retail store in connection with their manufacturing business.

A newly-formed smoking mixture manufacturing firm is that of the Standard Tobacco, of Fayetteville, N. Y. Its product will be known as "Doctor's Mixture."

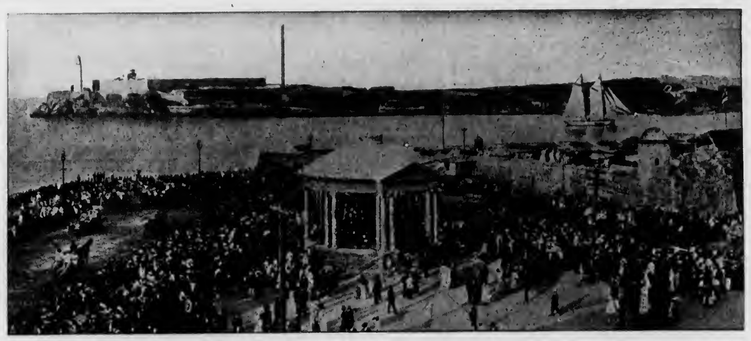
An addition is being built to the tobacco warehouse of Hunting Brothers, East Hartford, Conn.

The new cigar factory of Deisel-Wemmer Company, at Findlay, Ohio, is rapidly nearing completion. The first, second and third floors are of concrete and the building will be absolutely fireproof throughout.

The Lichtenstein Tobacco Warehouse, of East Hartford, Conn., started in business October 1st.

A tobacco barn belonging to F. G. Noell, near Belleview, Bedford County, Virginia, together with five thousand pounds of new tobacco, was destroyed by fire recently.

Thieves secured an entrance through a window in the rear of the cigar store of J. T. Grimes, at 574 South Salina Street, Syracuse, New York. The police believe the robbers to have been boys.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, October 9.

IN reviewing the last fortnight of our leaf market we can again report a very flourishing state of business. The principal sustaining power of prices were this time the American manufacturers and leaf dealers, although the large continued deliveries, on previous contracts, to Messrs. Sylvester & Stern, have swelled the amount of sales. Germany is commencing to decrease in importance for our leaf dealers, which in view of the large exports to this country, during the summer, is but natural. A couple of Canadian buyers have operated to some extent.

The receipts from the country have begun to show a falling off, and will become more marked yet during the balance of this year. This has been the first fortnight when the sales exceeded the receipts from the country. According to a calculation made up to date by taking the stocks on hand on January first of this year, adding thereto the receipts from the country, and deducting the sales, there ought to remain 150,000 bales on hand for sale in first hands. This includes all kinds of leaf of this present crop, as well as of the previous one. Unless there is some mistake, as we do not pretend to be infallible, it ought to be some consolation to the future buyers that intend to pay us a visit later on. However, that the best vegas of factory styles are scarce stands to reason, while of heavier styles, for mixing purposes, there are some excellent grades to be found yet. Prices are stiffly held by the lucky holders, who expect to realize higher figures eventually later on. Of remedios, first and second capaduras, it is estimated that there are not over 20,000 bales of both kinds in first hands. This does not include the American, or Spanish houses here, which are looking out for their special manufacturing customers in the United States, and do not sell in our open market.

The following story was given to us from a reliable source, and may illustrate the trend of our market, as well as the difference of opinion held by two members of the tobacco trade here: Messrs. Sylvester & Stern had made a contract for future delivery of about 200 bales of second capaduras with the packers of Remedios, Messrs Gutierrez & Diehl, at a reserved price. The date of the delivery was to be November first.

A few days ago Mr. Max Stern and Mr. Miguel Gutierrez met casually, and in the course of conversation, the latter, as a joke, remarked that he would lose $3000 upon the above cited transaction. Mr. Stern replied, that if he felt so bad about this contract, that he would release him from all responsibility by handing over a check for $1500. Don Miguel accepted the offer at once, and handed a check for the above named quantity. The question to be settled later on is, who has made the best bargain of the two parties. Messrs. Sylvester & Stern probably did not need the few hundred extra bales of Seconds, and receiving $1500, without having had to invest a cent, have certainly done a good business transaction, from a commercial standpoint, while Messrs. Gutierrez & Diehl have for the present increased the cost of their packings to the extent of $1500. However, the latter must know what they are about, and if the market should go their way they may perhaps duplicate the present outlay, as according to all appearances the market for good second capaduras is bound to advance materially yet this winter.

Sales, during the fortnight gone by, total 32,989 bales of all kinds of leaf, or split up into: Vuelta Abajo 16,749, Partido 5,537, and Remedios 10,703 bales.

Buyers were: Americans, including one Canadian firm, 14.242; exporters to Europe, 6,163; shippers to South America, 1,006, and our local manufacturers of cigars and cigarettes, as well as their buyers, 11,578 bales.

Exports of leaf tobacco, from the port of Havana, from September 23 to October 5, were:

To all ports of the United States (bales), 13,065; to Germany, Bremen and Hamburg, 6035; to South America, Buenos Aires, 1093; to London, 78; to Austria, 50; to Canary Islands, 11; making a total of 20,332 bales.

Receipts of tobacco from the country were:

	From September 22, to October 5, 1912. Bales.	Since January 1, 1912. Bales.
Vuelta Abajo	9,156	175,163
Semi Vuelta	1,294	19,964
Partido	872	21,672
Remedios	16,260	215,490
Mayari	2,795	6,681
Total	30,377	438,970

Principal buyers of leaf tobacco that come and go:

Arrivals.

From New York: Charles Kaiser, of Kaiser & Klug; Richard Sichel, of B. Rosenbluth; Julius Moonelis, of Fred. Schulz's Son; Sam Mendlesohn, of Meyer & Mendlesohn, and Max Herz, of Herz Bros.

From Chicago: Harry Landfield, of Lanufield & Steele; Fred. Meyer, of John H. Meyer & Son; Emil Wedeles, of Wedeles Bros.; C. H. Kline and J. Kraus, of C. H. Kline & Co.

From Tampa: Salvador Rodriguez, of "Charles The Great" fame; Bernabe Diaz, of F. Lozano, Son & Co.; Colonel Alvaro Garcia, of Garcia & Vega; Andres Diaz, of Andres Diaz & Co.; Julio Cosio, of Julio Cosio & Co.

From Philadelphia: Frank Dominguez, of E. A. Calves & Co.
From Key West: A. Artolozaga, of G. W. Nichols & Co.
From St. Augustine: Agustin Solla, of Agustin Solla & Co.
From Montreal: Michael Hirsch, of E. A. Michaels & Co.
From Quebec: Nicolas Ulloa, of Nicolas Ulloa & Co.

Departures.

To New York: Sidney Goldberg, B. Castellanos, Marco Fleischman, Bernhard Lichtenstein, Charles Kaiser, Richard Sichel, Herman Diehl and Bruno Diaz.

To Chicago: Celestino Puente, Jacob Benner, Peter Wohl, Mike Friedman, Emil Wedeles, Fred Meyer, C. H. Kline and J. Kraus.

To Tampa: Francisco Bolaño, Jaime Pando, M. A. Gunst, Jr., Salvador Rodriguez, Andres Diaz and Facundo Arguelles.

To Key West: A. Artolozaga.

To Toronto: Benigno Tuero.

Returned.

Albert Upmann, of H. Upmann & Co.; Wm. L. Millett, of Henry Clay and Bock & Co., Ltd.; Saturnino Garcia, of Fernandez & Garcia, and C. H. Koop, the rich tobacco planter of Manicaragua.

Cigars.

At last we may say that the dull period in the manufacturing line has come to an end, as not alone the first half of September has shown a surplus of over two million cigars exported, above the same period of last year, but the second half shall have even amounted to more, although we are unable to give the exact figures by this mail. We herewith submit the figures for the former period as follows, viz:

From September 1st to September 15th, 1912	8,858,371	cigars
From September 1st to September 15th, 1911	6,581,593	cigars
Increase in 1912	2,276,778	cigars
From January 1st to September 15th, 1912	116,128,458	cigars
From January 1st to September 15th, 1911	127,875,454	cigars
Decrease in 1912	11,746,996	cigars

The demand from England has been particularly heavy of late, while business with the United States has improved considerably, also Canada, the South American Republics, Australia and to a lesser extent Germany.

H. Upmann & Co. are working under a full headway at present. Don Alberto Upmann stated that wherever he had gone, in company of their representative of the United States and Canada, Mr. Charles Landau, and he had visited all the places in both countries from east to west, and from the north to the south, wherever only Havana cigars are smoked, the importers had expressed their delight with the new cigars of the famous H. Upmann brand.

Romeo y Julieta are so crowded with orders, that they had to seat more cigarmakers in their next door building, Belascoain 2. B., and which heretofore they had only rented with the idea to have a sufficiently large warehouse handy for storing their immense stocks of tobacco.

Partagas tells the same story of being busy with all hands upon a very large order file.

Mr. Francisco Arango celebrated his saint's day last week, having many visitors in the big Henry Clay & Bock & Co. building, at Zulueta No. 10, who came to congratulate him. In this country nobody seems to take any notice of the anniversary of a birthday, but the saint's day is taking its place. Wm. L. Millett returned in the nick of time, as his services were badly needed on account of the rush in the factories.

Castañeda is working with a full house upon good substantial orders from all parts of the world.

Behrens & Co., owners of the well-liked Sol factory, showed us some letters, where the writers in very flattering terms expressed their satisfaction with the new cigars. This factory is working the new leaf exclusively in the manufacture of its cigars, and this may be the reason that the smokers are so pleased, when smoking a "Sol" cigar.

The Elite factory has removed to San Miguel No. 85, lately vacated by the Diligencia factory, and the original building, where the late Herman Upmann founded the celebrated H. Upmann brand in 1844. Don Felipe Rodriguez was head over heels occupied, when we called upon him, and only stated, that all of their brands, "Elite," "Flor del Fumar" and "Flor de P. A. Estanillo" were crowded with orders.

Don Calixto Lopez, of The Eden factory, was also very busy when we called upon our usual visit, and only stated, that as far as their factory was concerned that they had more orders on hand for immediate shipment, than they could fill in a hurry, but he hoped to do the best he could in pleasing everyone, with a little patience on the part of the importers.

Buying, Selling and Other Notes of Interest.

Sellers of most importance were: Sobrinos de A. Gonzalez, 3,236; Suarez Hns., 2474; Muñiz Hns., 1663; Herrera, Calmet & Co., 1609; Jose F. Rocha, 1,165; Menendez & Co., 737; Jose Menendez, 690; Cardenas & Co., 642; Jose C. Puente, 600; I. Kaffenburgh & Sons, 600, and Gutierrez & Diehl, 530 bales.

The principal buyers were: Sylvester & Stern, 7,661; S. Rossin & Sons, 3,980; Adolfo Moeller, 2,550; Silveira & Co., 1,217; H. Upmann & Co., 1,076; J. F. Berndes & Co., 1,038; Hija de Jose Gener, 1,400; Salvador Rodriguez, 900; Sidney Goldberg, 700; Emil Wedeles, 950; Fred Meyer, 700; Mike Friedman, 700; Frank Dominguez, 500; Cuesta Rey & Co., 450, and Gutierrez & Diehl, 360 bales.

Exporters above 200 bales from the port of Havana during the last fortnight were: Adolfo Moeller, 2,550; Sylvester & Stern, 2,178; Leslie Pantin 1,408; Silveira & Co., 1,217; H. Upmann & Co., 1,076; J. F. Berndes & Co., 1,038; C. E. Beck & Co., 648; Ernest Ellinger & Co., 608; Manuel Suarez, 566; Sobrinos de A. Gonzalez, 551; Garcia & Co., 527; I. Kaffenburgh & Sons, 500; Mark A. Pollack, 475; J. de Armas, 432; Bridat & Co., 477; J. Bernheim & Sons, 408; Gutierrez & Diehl, 360; Celestino Medio, 408; M. Abella & Co., 306; Monroe Commercial Co., 301; M. A. Gunst & Co. Inc., 290; Jose Suarez & Co., 275; J. H. Cayro & Son, 260; Rodriguez, Menendez & Co., 268; Diego Montero, 235; Allones Ltd., 225; Quer & Co., 203; and N. Gelats & Co., 202 bales.

ORETANIV.

Auto Races Help Milwaukee Dealers

Wholesale Druggists to Meet in City—"Pure Gold" Taking Good Hold—"The Town Boost," New Local Cigar—New Line Introduced in Milwaukee

MILWAUKEE, Wis., October 12.

BUSINESS in Milwaukee during the past month has been good. The postponing of the auto races had it good effects, bringing many visitors to the city twice.

As reported last month the Merrill Building, the ground floor of which is occupied by the United Cigar Stores Co., has been leased by new parties and it is rumored that it will be converted into a new department store.

The thirty-eighth annual meeting of the National Wholesale Druggists' Association will be held in Milwaukee ,October 14th to October 19th. Secretary Joseph E. Toms, of New York City, is already here.

The Sternberg Manufacturing Co., makers of cigar molds and also manufacturers of automobile trucks, have increased their capital stock from fifty thousand dollars to one hundred thousand dollars.

I. M. Lederer, some years ago owner of a retail store in this city, and since then connected with various cigar manufacturing houses, has become interested in the Congress Cigar Co., of Chicago, Ill., who, among other brands, are making the "La Palina" a clear Havana cigar in various sizes. The cigar is distributed locally through John Hoffman & Sons Co., wholesale grocers and cigar jobbers, and also through the larger cigar houses here. Mr. Lederer has succeeded in placing the "La Palina" in nearly every place of prominence in the city, and it is moving exceptionally well. He is feeling very proud these days, not only on account of his success in the new venture, but because his wife recently presented him with twin girls.

Steve Surman reports a gratifying business, for the Cuba Rica Cigar store. The "Tasso" is being featured at present and is moving very well.

The "Cinco" cigar, jobbed here by the A. S. Goodrich Co., continues to move very well. The "Equity" handled by the same firm also holds up nicely.

Leo Abraham continues to enjoy a very good business at all his retail stores, the wholesale department also reporting a good business. The Third Street store is making a showing of the "Charter" cigar, which continues one of the best five cent sellers. The Caswell Block store have just received a very "swell" line of pipes for the Christmas trade, and if appearances are an indicaion, the line will move very rapidly. Sam Bach, formerly clerk at this store, has just returned from a trip which included the Gulf States. He speaks highly of the country and may return there.

The Wright Drug Company are making a display of the "King Albert" five-cent cigar. All lines are moving well with them. Mr. Sol Epstein, president of the company, celebrated his birthday a few days ago.

Fay Lewis and Brother Company report a very good business. The "Webster," "El Sidelo," "Tom Moore" and "Savarona" being among the leaders in ten cent goods, while the "Masterpiece" continues a favorite in nickel smoke. The Pabst Building store is making a display of the "Masterpiece" and also the "El Sidelo Secundo." Mr. Fay Lewis, president of the firm, spent a few days here coming un from Rockford, Ill.

C. R. Daily of The Pure Gold Tobbaco Company, is a vistor this week. Mr. Daily reports business quite good in this locality. He also states the "Pure Gold" is proving decidedly popular on the Coast.

Ralph Wettstein, the Grove Street cigarist, continues to enjoy a very good business, all lines moving well.

Herman Beuch, a local manufacturer, is turning out a new one under the name "The Town Boost." It is being extensively advertised on bill boards all over town, and is making quite a hit.

George Allanson Company are doing a very good business at the Plankinton Hotel. Sales are exceptionally good on high class goods.

Chas. E. Rockel, a St. Louis, Mo., leaf dealer, and J. H. Connors, a leaf dealer of Hartford, Conn., have been recent visitors in the Edgerton market.

O. A. KROMPAS.

Latest Happenings in Cincinnati Market

Cincinnati Tobacco Machinery Company Sues Hisey-Wolf Company For $20,000 Damages—Louisville Leaf Tobacco Exchange Protests Proposed Raise in Freight Rates

CINCINNATI, O., October 12.

LOCAL manufacturers report the receipt of money orders from their distributors throughout the country for holiday packings of cigars. It is believed that the demand will exceed that of the Christmas season of 1911.

One of the striking window displays of the week is that of S. Frieder & Sons, of 5 East Fifth Street, consisting of an artistic arrangement of meerschaum pipes, resting on a black crepe paper background. The window is one of the largest of its kind in the city, and over 100 pipes were used in the display, which attracted much attention, and, incidentally, caused many sales.

The Cincinnati Tobacco Machinery Company yesterday filed suit for $20,000 damages, against the Hisey-Wolf Machine Company, in the Common Pleas Court. The action, it is understood, grows out of a claim for a patent tobacco stripping machine.

The Louisville (Ky.) Leaf Tobacco Exchange, on October 11th, adopted resolutions protesting against the proposed advance in freight rates by a change in classification of leaf tobacco in less than carload lots, now under consideration by the railroad authorities. It is asserted that the change would double the rates, and work a great hardship upon every interest connected with the tobacco industry. It is probable that the Cincinnati Leaf Exchange will take similar action shortly.

Charles N. Krohn & Company are meeting with much success in the introduction of their new brand of "John Ruskin," manufactured by I. Lewis & Co., of Newark, N. J.

The Cincinnati cigar leaf market disposed of 51 cases of leaf at the regular Saturday sale, consisting of seed and Dutch. The former brought an average of $4.52, while the latter averaged $4.30 per 100 pounds.

The "Information" brand of stogies, made by S. Besuner, of West Court Street, may be found on sale in the majority of cigar stores which specialize in this form of smokes, and Mr. Besuner reports that he has difficulty in keeping pace with the demand, although he recently enlarged his equipment.

"George the Fifth" is the name of a new brand of nickel cigars which is meeting with so much success with The George A. Voige Company that a duplicate order, to be shipped by express, was wired in to the factory the second day following the receipt of the first shipment. The cigar is a domestic, long filler piece of goods, wrapped in tin foil individually, and banded.

HULL.

Cigarmakers Who Contemplated Striking, Vote to Stay at Work—Jaime Pendas to Have Charge of Esberg-Gunst Branch Factory

TAMPA, Fla., October 11.

Reports current all of last week that the cigarmakers union had decided to call out the workmen in four of the larger factories this week, in order to impress, in the midst of the busy holiday season rush, their demands for a more strict compliance with the equalization agreement of 1910, created much uneasiness in the trade and among citizens generally. It was stated that this action of the union was taken at a meeting held Sunday, September 29, and that the order would be effective Monday, October 7. On Sunday, October 6, however, another meeting of the union was held at which it was voted to recall the order; and since that meeting, no further action concerning a strike, partial or general, has been taken. In addition to the general complaint of non-compliance with the agreement, it is alleged that the cigarmakers have certain minor complaints, one of which, directed at two or three factories, has to do with the alleged infrequent cleaning of cuspidors on the factory floor. The manufacturers assert that there is no just ground for complaint as to the equalization agreement, inasmuch as the employment of special inspectors has resulted in bringing into line the few concerns which were found to be deviating from the strict letter of the agreement. The inspector system, the manufacturers declare, has brought about thorough co-operation and uniformity and has removed the grounds for complaint on the part of the cigarmakers.

In connection with the rumors of a strike, it was learned that Jose de la Campa, the agitator, recently completing a term of one year in the convict gang of the county for his activities in the big strike, had departed from Cuba and that, if he had any connection with the strike agitation, it was by the medium of correspondence. Having been convicted of a crime, de la Campa cannot return to this country, under the immigration laws, and that is being hailed as a welcome piece of intelligence by the business community.

The holiday rush of orders has kept all the factories working at full capacity and the report at each of them is of extraordinary exertion to keep up with the demand for immediate shipment. Every good cigarmaker in the city is employed. The average shipment is 1,000,000 cigars per day.

Plans have been accepted for the new clubhouse of the Centre Asturiano, which is to replace the building partly destroyed by fire several months ago. The new building will be the handsomest clubhouse in the city. It will be 180 by 85 feet, three stories, the exterior walls of buff brick, terra cotta, limestone and marble. A grand marble stairway will ascend from the first to the second floor and there will be large assembly rooms, smoking, cafe and billiard rooms and a spacious and well-appointed auditorium. The cost of the building will be between $100,000 and $125,000.

The shipment of a carload of cigars to Seattle by the Jose Lovera Company was one of the most interesting recent events in the local industry. The car was elaborately decorated with banners advertising Tampa and the cigar industry. It goes to the Schwabacher concern and the shipment consists of the finest sizes only.

The box factories have been taxed to the utmost to satisfy the demand of local manufacturers for holiday boxes.

Charles Castillo, representative of San Martin & Leon, made a very successful Eastern trip for the manufacturers of "El Briche," and got his name in the big trade papers by reason of his rapidly won popularity with the dealers wherever he went. Jorge Leon, of the firm, is now in Tampa for a brief business visit.

Jack Gold, of S. Loewenthal & Sons, New York City, was a recent visitor and was entertained here by manufacturers at several informal affairs.

Sidney Goldberg, president of Simon Batt & Company, New York, stopped in Tampa a few days on his way home from Cuba.

Eli Witt, the leading local cigar distributer, who has been spending the summer at Saranac, for the benefit of his health, is expected to return home in a short time. He has recuperated wonderfully. During his prolonged absence, his several local establishments have been successfully handled by his capable assistants.

"La Mega," the leading brand of V. Guerra, Diaz & Company, is as usual in great demand among fastidious smokers and the holiday orders have exceeded all records.

J. J. French, whose new concern, Quiros, Villazon & Company, has already established itself among the leaders here, is on another trip, his second for his present firm. The leading brand of this house is "La Docilla," and it is claimed for the goods that they are handled only by the most expert men from the field to the box.

Edward Berriman, Jr., son E. C. Berriman, is here learning the business at the Berriman Brothers factory.

Rey, Straus & Company report record-breaking business for "Mi Rey." This brand is very popular in the Southern States especially, and Frank Robson, the traveling representative, has succeeded in making many new connections on his recent trip.

Jaime Pendas is to have charge of the branch factory which the Esberg-Gunst interests are to open at Key West. This is the former "Diligencia" factory of Havana. Mr. Pendas has had a long rest but expresses himself as glad to return to active work.

The Sanchez & Haya Company was never busier than now. The traveling men of this old established house are rushing in big orders and the factory force, which is a small army in itself, is working overtime to keep pace with the demand for the popular brands of the house.

Celestino Corral, of Corral, Wodiska & Company, will spend the rest of the year in Tampa, watching the progress of the "Julia Marlowe" brand, one of the most popular made in this city.

Col. Alvaro Garcia, of Garcia & Vega, after a brief visit to the factory here, has returned to Havana.

Harry M. Hunt, the genial office man, who has been connected with the Tampa cigar industry from its inception, has gone with Leopold Powell. He had been, for some time past, with the Exchange Cigar Company. Mr. Hunt is secretary of the Tampa Elks Lodge and one of the most popular men in the trade.

PERFECTO.

Burley Growers May Cut Out 1913 Crop

Representatives from many burley growing sections of Kentucky met in the Phoenix Hotel in Lexington, Ky., on October 4, and launched an organization which is to be called the Burley Protective Society. Its main object for the present is to cut out the 1913 crop. The campaign will be carried to Ohio, Indiana and Missouri. A general meeting is to be held on October 16. The slogan of the society is to be: "Less tobacco—Better prices."

Incorporations and Changes in the Tobacco Trade

Danville Tobacco Warehouse Co., Danville, Ohio; increase of capital from $15,000 to $22,000.

Tolle Tobacco Co., Glasgow, Ohio; capital, $12,500; incorporators: E. A. Page, W. A. Coppage and Leonard Goodman.

Decatur Cigar Co., Chicago; capital, $2,500; incorporators: Rudolph Frankenstein, John J. Lupe and Thomas J. Lynch.

The Gainsboro Tobacco Co., Gainsboro, Tenn.; capital, $10,000; incorporators: W. K. L. Brocks, T. R. Gilbert, J. Stern, C. C. Merritt and John Love.

The New Silas Shelburne Warehouse Co., Lexington, Ky.; capital, $33,000; incorporators: Silas Shelburne, John Donaldson, J. C. Bosworth, H. M. Bosworth, C. C. Bosworth, C. H. Berryman, J. M. Camden and T. C. Bradley.

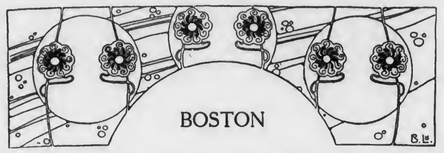
Krost Cigar Co., Chicago, Ill.; to manufacture and deal in cigars; capital, $2,500; incorporators: John C. Farwell, Andrew W. Little and Lee Cohn.

Effangee Tobacco Co., Quincy, Fla.; capital, $15,000; incorporators: John L. MacFarlin and others.

The O. Flynn Tobacco Co., Glasgow, Ky.; capital, $15,000; incorporators: Brents Dickinson, F. N. Bradford and R. H. Barton.

Jordan Owen's Tobacco Warehouse Co., Louisville, Ky.; capital, $50,000; incorporators: Jordan Owen, J. L. Mansfield and R. Downs.

The H. L. Smith Co., Horseheads, N. Y.; to manufacture cigars and smoking tobaccos; incorporators: H. L. Smith, Lauren Thomas and H. A. Messing.



E. J. McGarry & Company Lease Store—Dealers Vieing With Each Other in Fine Window Displays

BOSTON, October 7.

THE cigar, cigarette with plug and leaf tobacco business is good. The retail business has been more than good, owing to the Masonic festivities, conventions, fairs and celebrations at Cambridge, President Taft being there to lay the corner-stone. Also the electric show, where thousands have looked on in wonderment.

John F. Callahan & Co., Federal Street, has a very fine display of cigars and cigarettes.

At the South Shore Cigar Company all brands represented trade good. The demand is about equal in Havana and domestic.

At the Cambridge carnival this week one of the leading tobacconists, Mr. Thomas Charak, was on the committee to wait on President Taft at the Industrial Exposition. Lafayette Square to Central Square has a holiday appearance or attire, and the streets are packed with sightseers and people from neighboring towns.

Follow the royal roaders and go to the Cigar Box, 7 Essex Street, and try one of Hamilburg's "Emino's" fine flavored cigars; selling rapidly (7 cents straight).

Jerimiah J. Kelleher has purchased the cigar manufacturing establishment of Daniel W. Teehan, at 153 Main Street, Fitchburg.

The new Brownie packages of Mayo's smoking tobacco have arrived in town. The package is one of the most unique ever shown here and is creating a large demand for the goods.

The Scottish Rite Masons are holding their hundredth session, consequently the streets are packed daily.

S. Anargyros is packing one package of "Nemo" cigarettes with every carton of "Zira." The "Nemo'' is new in this district.

E. J. McGarry & Co., druggists, have leased a store on Massachusetts Avenue. Mr. McGarry will make his cigar department a big feature and will make "La Integridad" brand his leading Havana.

G. Fischer, of 268 Tremont Street, Boston, has a retail cigar and tobacco store. He, with his son, makes pipes of all kinds. This pipe on exhibition is 34 inches long, weighs two pounds only, and has the battle of Bunker Hill carved on it. It took four years to make it and carve the figures. Meerschaum is the goods used in its construction.

Harry Wyman, of the American Tobacco Company, and L. D. Maghen were in town last week visiting the jobbing trade and getting orders.

At Cauley's Smoke Shop business is good. Cigars and cigarettes are in great demand. Buyers can not help but go in to such a fine display and buy. I suppose their window is as tasty and attractive as any in the city.

Klein's branch drug store, corner Essex and Washington Streets, has a well-stocked and attractive show window. Havana and domestic cigars, with different brands of cigarettes, fill the bill.

The Adams House drug store, Clark's Hotel and American House all have fine window displays of Havana and domestic cigars, with large pyramids of cigarettes and fancy boxes of tobacco, which make a fine drawing card. The Bowdoin Square tobacconists say that business is of the finest; booming style all that they could wish; only hope that it will keep up the gait.

WM. T. HENDERSON.

Arthur J. Dubreuil, who recently opened a cigar store in the Shea Building, at Union and Main Streets, Willimantic, Conn., has rented a larger store in the Central Building, and will move there about November 1st. A modern and up-to-date cigar store is promised.

The Krost Cigar Company was recently incorporated in Chicago, Ill., with a capital of $2500 for the purpose of manufacturing and dealing in cigars. The incorporators are John C. Farwell, Andrew W. Little, and Lee Cohn.

A condensed report on the tobacco crop issued monthly by the Jackson State Savings Bank, of Jackson, Mich., estimates the 1912 tobacco crop at 990,000,000 pounds.

Industrial Conditions Improving on Pacific Coast

San Francisco Jobbers and Retailers as a Result Experience Good Business—New Store in Labor Temple Building

SAN FRANCISCO, October 5.

WITH the general improvement of industrial and commercial conditions on the Coast, the cigar jobbers and retailers are experiencing as good business as the average run, with prospects of steady improvement up to the holidays. The favorable crop situation in the country has done much to stimulate business with the towns in the interior and jobbers state that the demand for high grade cigars and smoking mixtures is growing about as fast in the larger interior towns as in the big cities of the Coast territory. The demand for high-class cigarettes is also increasing very satisfactorily. For the past few months there has been but little special campaigning by Coast jobbers, and now the time is about ripe for some big boosting propaganda.

The strike in Manila has, of course, not yet directly affected the supply of Manila goods here, but much apprehension is felt lest there will be a big shortage later on. It has always been difficult to get enough of the lower priced Manila cigars to supply the United States trade, and if labor troubles in the islands are to continue it is feared dealers will become out of patience and refuse to handle Manila goods as willingly as before. Already certain firms are making a strong effort to stimulate trade in the cheaper domestic cigars to offset the call for Manilas. It is the nice appearance of the recent Manila goods that has done so much for this line. Persons who do not especially like the flavor of Manila tobacco, smoke the cigars because they look well and burn evenly.

Herman Heyneman, who has been in Europe on a pleasure trip for the past seven months, has returned to the city feeling in first-class shape. Mr. Heyneman formerly handled the lines of the American Tobacco Company here, but upon the reorganization of the company turned over his business to the Tobacco Company of California.

Edward Wolf, of the Edward Wolf Company, is back from a trip to Sacramento, where he placed an unusually large order with Mebius & Drescher, the Sacramento wholesalers, for "Don Antonio" cigars. The Wolf Company is having splendid results from its specialty work in connection with "Nestor" cigarettes. George Cacematis, of the Nestor-Gianaclis Company, is still in the city co-operating with the Wolf Company in the publicity campaign.

M. A. Gunst & Co. report the jobbing business fully up to normal for the early fall and are having fine results with their "Van Dyck" line, which they have been specially featuring for some time. The company is making alterations in the basement of the wholesale establishment at Front and California Streets in order to gain more space for storing stock.

Alfred I. Esberg, vice-president of M. A. Gunst & Co., left the first of the week for a trip to New York. Before returning he will also visit the company's factories in Tampa.

T. J. Brooke, manager of the credit department of Horn & Co., is taking a vacation in Los Angeles this week. Horn & Co. report good business in all three of their recently established branches in the South.

J. H. Nightingale, head of the plug tobacco department of the Tobacco Company of California, is this week visiting the Los Angeles trade.

Carl Koening, of the traveling force of Frankel, Gerdts & Co., is making a trip down the Salinas Valley.

Frank Boskowitz has left for a long trip through Nevada and Utah. He said the business prospects were much brighter in Nevada now than a few weeks ago, as the cattle industry is enjoying much prosperity. Utah has been improving steadily for several months.

A new cigar store has been opened in the Labor Temple Building at Sacramento, Cal., by Mr. Longton, a member of the Carpenters' Union.

Late Trade Items

George Giese has sold his cigar store in Alameda, Cal., to Isidore Cohan. The location is at 1207 Lincoln Avenue.

Fire in the cigar factory of Philip Miller, Ilion, N. Y., did considerable damage to the plant and surrounding property.

The cigar and tobacco store conducted by Roswell C. Coleman, Jr., at 120 Broadway, Newburgh, N. Y., has been sold to John J. Flynn, who has been in Mr. Coleman's employ.

William J. Swannell, who for the past four years has been conducting a cigar store in Red Bank, N. J., has sold his stock and is retiring from business on account of ill health.

J. H. Spitler, a well-known tobacconist of Shamokin, Pa., has opened an attractive cigar stand at 314 East Sunbury Street.

Spence Brothers, the tobacco dealers, of Cincinnati, Ohio, are having the old National Theatre in that city remodeled and will soon occupy it. They have been using a portion of it for a warehouse.

How Europe is Advertising Cigars

President Brunhoff Found Many Cutters, Ash Trays and Novelties in Use

EDWARD BRUNHOFF, president of the Brunhoff Manufacturing Company, manufacturers of cigar cutters and other advertising novelties, for the cigar and tobacco trade, has returned to his home in Cincinnati, after eleven weeks' tour of Europe.

Speaking of the European market, Mr. Brunhoff said, "I found that cigar cutters are being used everywhere, and that their use in connection with the advertised brands of cigars is steadily increasing. Even in Italy, the use of advertising cutters is becoming quite general. It was in Belgium, however, that I found the merchants and manufacturers following more the American idea. They have ash trays of solid brass with price lists on the sides of the center piece, quoting the cost of the different brands of liquors and cigars and even edibles.

"There was one very attractive ash tray built like an obelisk and topped by a match stand. With the duty, these stands cost our Belgium customers about $3 each, but they do not hesitate to place them on all the tables of the cafes. They have gone quite extensively into this line of work and frequently spend as high as $10 each for cigar lighters to advertise their brands.

"In Belgium I found the most widely advertised cigar to be the 'Melior', made by Ernest Tinchant.

"In my trip through Europe I failed to find a single store where they had no cigar cutter. Even in the Azores, at Horta, and in Algiers I saw cigar cutters in all the stores. As already stated, at Milan, in Italy, and in some parts of Germany, and also in Belgium, cigar cutters are made. But for the same money much better ones are manufactured in America.

"Change trays, especially glass trays, are in use in all cigar, and most other stores in Europe. Most of them are very large affairs, but a good deal of attention has been paid to the display of the ad. Their trays are not nearly so practical as ours. One has to scrape the money from a big tray about 7 inches by 9½ inches, or from a round one, 9 inches in diameter, and pick it up piecemeal. They have not grasped the idea of making a tray like ours, where one can get all the change with one sweep of the hand, whether it is gloved or not.

"In Germany I noticed that the manufacturers had copied our advertising novelties, especially in the cheaper styles of cigar cutters, but when it came to the better class of articles, such as our Automatic and Pelican cutters, they were unable to compete with us, in spite of the duty.

"Since the duty on the tobacco and cigars has risen in Germany some time ago, a good many brands had to be abandoned and new brands of inferior quality, or of higher price, had to be substituted, for cigars are sold at a very small margin in that country. The popular price cigars range from 6 pf. to 10 pf., which amounts in our money from 1½ to 2½ cents. Anything above that is considered high priced. The regular customers of cigar stores get good value for their money, but when a stranger comes in and asks for a good cigar, even at a higher price, he is very apt to get some punk that tempts him to swear off altogether.

"In Belgium domestic cigars are unquestionably better than anywhere else. I smoked some cigars at 20 to 25 centimes (4 cents to 5 cents) that were pretty good. The only safe way to insure getting a good smoke in Europe is to buy imported cigars of such brands as are considered a guarantee of quality. The Cuban cigars are comparatively cheaper over there than here.

"I believe the European market to be an excellent field for the exploitation of American-made advertising novelties, as the manufacturers and dealers are quite alert to its promoting business along more progressive lines."

While abroad, Mr. Brunhoff toured Italy, Switzerland, Germany, Belgium, Holland, and stopped off at the Azores and Algeria and at Liverpool and London, returning via Quebec.

William Gray has purchased an interest in the A. R. Lewis cigar factory in Morrison, Ill. They will employ about five hands.

Ornate Mahogany and Cedar Cigar Boxes Now in Use

Some of Them Highly Polished, Printed in Silver and Gold, and Lined With Silver Foil

WITHIN the past ten years there has been a wonderful improvement in the manufacture of cigar boxes. From the plain, varnished box the business has now grown, until there can be had the most ornate boxes which the heart of the smoker can desire. A few boxes of the more novel kind are shown here. They illustrate a few of the many kinds of fancy packages made by the Henry H. Sheip Manufacturing Company, of Philadelphia.

Styles of Cigar Boxes Manufactured by the Sheip Company

These boxes are used by cigar manufacturers all over the country with whom there is always a demand for something new and attractive. Some of them are of mahogany and cedar, highly polished, printed in gold and silver, and lined with silver foil. One box shown is of curly poplar, stained green, and then polished. Another is finished in fumed oak. Probably the greatest demand is for Boite Nature boxes, which are a favorite with the Tampa cigar manufacturers.

The Sheip Company, with a plant covering an entire city block, are specialists not only on these fancy packages, but also on the regular cigar box universally used. They are the originators of the pocket box, reproduced here, which holds from five to ten cigars, and in the past few years have made hundreds of thousands of this one box alone. Anyone who has ever visited the cigar stands in hotels like the Waldorf-Astoria in New York, may have noticed beautiful large cedar cabinets with doors and sets of drawers inside, all filled with expensive cigars. These cabinets are the make of the Sheip Manufacturing Company, who are equipped to make anything from the cheapest imitation box to the most highly ornate cabinet that could delight a cigar connoisseur.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

York County Fair Benefits Tobacco Men

YORK, October 10.

WITH the approach of the holiday season the cigar business and its collateral interests are becoming more prosperous each week. There was an increase of more than $10,000 in the receipts at the York office of the Ninth Internal Revenue district in September, as compared with the same month last year. It was not quite as large however as last July. The revenue figures for the month of September were $112,022.44 and the same month last year $101,651.16. Last August they were $113,990.02.

During the month of September fifteen new cigar factories were opened in York county, employing more than 130 hands. The larger factories licensed, employing ten hands or more, were: Eugene Gallagher, Dallastown, 10 hands; Eugene J. Wilt, 315 West Princess Street, 10 hands; Dover Cigar Company, Dover, 10 hands; United Cigar Manufacturers Company, Jacobus, 50 hands; Blue Bell Cigar Company, Craley, 15 hands; Samuel Kling Cigar Company, Bittersville, 12 hands.

The activity in the tobacco trade is not confined to the cigar manufacturing lines. Cigar box factories are unusually busy at this time, large shipments being made daily to factories throughout the Ninth District. H. W. Heffner & Son, whose plant is one of the largest in York, stated recently that they are so busy that they have been compelled to work until 9 o'clock every evening in which it could possibly be done. They have added several hands to their forces, and some of the latest machines for graining and staining the cigar boxes have been installed.

Myers & Adams, whose plant was destroyed by fire early in the year, will resume operations in about a week. The machinery and other equipment is now being installed and workmen are finishing up the interior of the building.

Celistino, Costello & Co. report a heavy demand for the "Barrister" cigar, their leading brand. This is one of the big cigars now coming out of York and is becoming more popular every day by smokers throughout the country. They expect to open up their factory in Red Lion before long, as the Beaver Street factory is becoming crowded.

The manufacturers at Red Lion are hustling about as hard as the York men; cigar makers there are becoming a scarce article. Night work continues at many of the factories, which are doing the best fall trade in years.

The partnership existing between T. E. Brookes and S. S. Sechrist, trading as T. E. Brookes Cigar Company, of Red Lion, has been dissolved. T. E. Brookes moved into his new building on South Pine Street, last Thursday, October 3. S. S. Sechrist, who has formed a partnership with H. L. Haines, will continue business in the present plant at Center Square. Mr. Haines was formerly bookkeeper and manager of the T. E. Brookes Cigar Company, and is well qualified for his new work.

The cigar factory of W. H. Raab & Sons, at Dallastown, is now working full time. Many other factories in that town are operating at night to fill immediate orders. The Dallastown Cigar Company, reports that they expect to lose no time on account of the York fair as the orders now on file necessitate running the factory every day.

The York Fair has certainly helped the retailers around the centre of town to boost their sales. The York fair attracts thousands of people and many of them are heavy smokers and good spenders, which is bound to help the cigar man. It is surprising that there were not more displays of cigars at the Fair. There are as good cigars coming out of this district as from anywhere else, so why do not the manufacturers take advantage of such an opportunity. Any stranger who went through the Exhibition Building, would never have found out from the exhibits that this county is one of the large cigar producing centers of the state. The only manufacturer of York to be represented at the Fair, as far as the TOBACCO WORLD Correspondent could ascertain, was that of Henry F. Kohler. This was an attractive display of the many Kohler brands and was arranged in a tasty manner. Several kinds of leaf tobacco were also shown at the bottom of the case. Prominent among the cigars were shown the "Judge Shepard," "El Sayon" and the "Mardonius."

Latest Happenings in Reading and Vicinity

READING, October 9.

BUSINESS in all lines of the trade continues brisk. The larger factories all have representatives on the road and report encouraging orders. From all indications the manufacturers are doing the best business since 1907. While the leaf end is not as lively, there is a fair amount of activity in this branch also. The retail shops are rounding up to their usual fall and holiday season.

Clarence Kutz reports an encouraging demand for the "Bard of Avon" cigar, which is finding a larger field of sale each month. Mr. Kutz has succeeded to the firm of Eline & Kutz. Mr. Eline has retired and Mr. Kutz purchased his interest in the firm.

The C. C. Roland Cigar Company, makers of the "Goose Bone" cigar, are now fairly well established in their new factory at Shielder and Division Streets. While they are as yet hampered in their operations, owing to the mechanics working around the plant, they are turning out the cigars as fast as they can make them.

P. H. Hildebrand, formerly with the Porta Vana Company, is now placing some of his cigars among the trade. One of his best known brands will be the "Port-O-Spain."

John J. Eshleman, the well-known cigar manufacturer of Mohnton, is reported to be insolvent. Mr. Eshleman has been in business there for many years and the news has caused considerable surprise in trade circles here, where it is hoped for a speedy and favorable adjustment of the difficulties. One authority said that 33 1-3 cents had been offered on the dollar.

Henry Heymann's Sons are doing a good business on their "Havana Consul," a high-grade proposition. This firm has been making big strides within the past year.

A representative of the Standard Vending Machine Company has been in town placing these silent salesmen. The first one was installed in the American House at Fourth and Penn Streets.

There have been a number of attractive window displays around town the past two weeks. The Moore store at Fifth and Penn Streets had an unusually fine showing of the "Heidelburg" brand of the Spatz factory. This was displayed in a number of sizes and grades. The Breneiser stand at Seventh and Penn Streets was displaying the "Bold" cigar, Bobrow Brothers, of Philadelphia, who have been doing a heavy business here since the cigar has been introduced. The "Havana Ribbon," another Philadelphia piece of goods, is another well selling nickel smoke of this store.

Full Order Files For Lancaster Manufacturers

LANCASTER, October 9.

THE cigar industry is booming all along the line at present. A number of the travelers for local firms are booking nice holiday orders and expect to do even better in the next few weeks. The leaf trade is also in a fair way, the sales, while not large, as far as could be ascertained were numerous enough to warrant the prediction that conditions are brightening considerably. The Lancaster County Fair last week helped the cigarists in the center of town and swelled sales, but not as much as might have been expected.

The Robertson Cigar Company report a constantly increasing business. All their factories in the Ninth District are working full time. Trade on the "La Vezina" is good, particularly in Boston and at Pacific Coast points.

S. R. Moss, of the S. R. Moss Cigar Company, is back at his desk again after a several months' sojourn on the Continent. Mr. Moss says he again feels first rate—and he looks it. E. H. Briody, the Western traveler for the factory, is on a trip again after a short stay at local headquarters. Albert S. Moss is on a Southern trip, where he will boom the "Flor de Moss" until the holidays.

I. E. Ryder is expected home from his Western journey in about a week. He went as far as the Pacific Coast.

Steinfeldt's Cigar Store on Queen Street, near the Pennsylvania Railroad, is displaying a motor cycle in one of their windows, which will be given away free to the person securing the most votes in a contest now under way. Votes are given with every purchase of cigars. The winner will be announced on January 1, 1913.

A. B. Hess, of the A. B. Hess Cigar Company, is on a trip through the Middle West. When last heard from he was in Kansas City, calling upon the Hess jobbers.

The Imperial Cigar Company, the home of the "Havana Masters," reports increasing orders for this popular brand.

Menno F. Heiland, son of John F. Heiland, of the leaf house of that name, was married several weeks ago to Miss May R. Bucher, a Lancaster girl, daughter of Mrs. Ella Bucher.

The cigar store and pool room of Samuel B. Showers at Ephrata has been purchased by Henry Zudrell.

The announcement made recently that the Twelfth Revenue District, with headquarters in Scranton, would be consolidated with the Ninth District, with H. L. Hershey as the collector, caused considerable surprise in trade circles here. When this was first made public efforts were made to have the headquarters at Harrisburg, but the tobacco and cigar interests at this point were able to defeat this measure. The district as now made up covers thirty-five counties.

H. R. Troast, the tobacco sampler, has been examining a number of packings and reports them as excellent. He sampled the 1911 packing of E. L. Nissly & Sons, of Lancaster and Florin, and reported the burn and flavor as fine. He also sampled over 1,200 cases of the 1911 packing of John McLaughlin & Co., and gave pretty much the same report.

P. F. Sheehan, cigar manufacturer of Willimantic, Conn., is enlarging and remodeling his factory on Railroad Street to secure increased facilities to meet the unusual demand for his goods.

LEAF TOBACCO MARKET

Slight Change in New York Market---Rainy Weather Delays Harvesting of Pennsylvania Crops---First Frost Slightly Damages Wisconsin Tobacco

NEW YORK.

NEW YORK CITY, October 10.

THERE has been little of moment happening in the local leaf markets within the past fortnight. The manufacturing lines are fairly buzzing, and of course this is reflected in the leaf business, but not as well as it should. The growing activity in the cigar business cannot help but affect the leaf man, and with the stocks in the factory gradually lessening the leaf market will again be busy. There has been no particular demand for any kind of leaf, although Havana is selling well, as is Connecticut and Pennsylvania.

PENNSYLVANIA.

PHILADELPHIA, October 10.

The local leaf circles are much encouraged by the demand for all grades of leaf. The call the past week has been chiefly for 1911 Pennsylvania, although quite a bit of Havana has changed hands. While sales are not large, as far as could be ascertained they have been steady. Sumatra is also selling well, although not yet as brisk as the manufacturing activity would warrant. Several manufacturers stated that they have been unable to obtain the exact quality of leaf they desired.

LANCASTER, October 9.

The past two weeks have been very busy ones for the planters in this vicinity. They have had too much rainy weather, which hindered them in the harvesting. At this writing, however, the work has been almost finished. The growers, in an endeavor to get the crops under cover as soon as possible after the clear weather set in, came to town and offered as high as three dollars a day and board to any laborers. In some instances more was offered. In some places the farmers got together and assisted each other in the work, in that manner getting the tobacco in the barns before frost set in. With a few exceptions the frost which was noticeable on the first and second day of the month did little damage. Of course, much of the tobacco is being cut prematurely, but planters feel they are justified in their course, as many of them have already lost enough by the hail storms, and they are not disposed to have further inroads made on their profits by frost.

YORK, October 9.

Planters in this section with a number of exceptions have their crops under cover. The harvesting in some cases was done in a hurry, as the crops were threatened by frost, but when the work began it was finished with a rush. The farmers expect good prices for their leaf and unless something unusual turns up they will not be disappointed. With the majority of the growers the crop is a good one. In some sections, where the tobacco was damaged by hail, the second growth is irregular and poor.

CONNECTICUT.

SUFFIELD, October 8.

THE farmers have all completed the harvesting of the tobacco crop untouched by the frost. Much of the primed tobacco has been taken down and some of it delivered. The weather has been exceptionally good and the amount of pole burn damage will be slight.

It is safe to say that the tobacco industry in this town during the coming winter will be a busy one. Many of the growers have taken down the first picking and are waiting for a warm rainstorm, when the second and a part of the last pickings will be taken down and put in bundles ready for the warehouses.

It is estimated that nine-tenths of the entire crop has been sold, and the warehouses will open early. E. Weaver will open in a few days, with about fifty hands, and start sorting his tobacco. L. P. Bissell, the largest individual grower in this section, will also open his warehouse during the week, which will give work to about seventy-five men, and as soon as a good "damp" makes its appearance the other warehouses will be opened, and, when all are running, will give employment to between five and six hundred men for the winter. This is the first time in over twenty years that the crop has been sold so early.

WISCONSIN.

EDGERTON, October 6.

THE first frosts to leave a scarring effect came during the week and as was expected caught a small percentage of the belated tobacco fields that might have been secured had not the previous rainy week delayed the harvest. Growers strained every effort to house the later fileds, and had the frost been delayed a few days longer all would have been under cover. The main concern now will be the curing of the late tobacco, for which considerable warm weather is necessary to prevent fat stems.

Aside from some buying in the hail-cut districts and an occasional sale of better grades at somewhat under previous prices the market for new tobacco seems nearly suspended. There is but little riding in the growing districts and not much effort to increase the holdings of the large operators.

The usual amount of small business among packers in old leaf has taken place, but no large transactions have come to notice of late. O. H. Dahl sold 58 cases 1911 crop and Andrew Monson 47 cases 1911 to A. S. Flagg. The weather of the week has been favorable to shed curing, though plenty of warm days are needed for the late harvested. Sampling of last year's packings is proceeding moderately and generally the tobacco is found to be in excellent condition.—*Reporter.*

The quality of the tobacco crop in this State is the best since 1906, according to W. C. Carrier, of Edgerton, one of the leading tobacco buyers in the State. Mr. Carrier claims that more tobacco was grown this year than in many years previous. He estimates that eighty per cent. of the crop has already been sold.

"Wisconsin has the finest tobacco crop it has raised since 1906," said Mr. Carrier today. "The acreage in Wisconsin is greater and the quality of the crop is of a superior class. There will be three cases of binder tobacco to one case last year. I have traveled over the tobacco territory in the last two months, and I estimate that already sixty per cent. of the crop has been sold at prices ranging from ten to fifteen cents."

KENTUCKY.

HOPKINSVILLE, October 7.

THERE was a livlier interest taken in old tobacco on this market the past week, this being especially true of the better grades of leaf. This is taken as an indication that the buyers are satisfied that the new crop does not offer real high grades and that they are now filling in with the old tobacco.

The present crop is now housed and most of it is cured up. It grades from common to medium in most instances with scattering crops above the general average. The tobacco rules smaller in size than usual and is light in weight. The farmers are already beginning to wish for a wet spell of weather so that they may begin to strip and be ready for the opening of the market that is scheduled for November 12.

LEXINGTON, October 9.

Sales of loose leaf tobacco on the Lexington market will open Tuesday, October 29th, and continue practically without interruption until the following April. The opening of the sales are two weeks earlier than last year and two weeks later than in 1909. The work now in progress in the tobacco district which embraces the completion of the New Stivers, New Silas Shelburne and Burley Tobacco Society warehouses, the remodeling of the Shelburne and Fayette warehouses and the completion of four big mammoth re-drying plants, will be practically out of the way.

Lexington is now equipped with facilities for the selling of one million pounds of loose leaf tobacco per day and with re-drying and storing facilities to keep it out of the way. Increased stable capacity has been provided for farmers and every precaution that skill, judgment and money could provide has been put into effect to prevent a repetition of the congestion that affected the sales last winter when for weeks as many as a thousand loads of tobacco were standing on the streets.

OHIO.

CINCINNATI, October 8.

Frost that caused little damage and continued rains have delayed housing. Lack of labor has also delayed final operations. In Eastern Ohio most of the crop has been harvested. The Miami Valley is now through cutting, and it is thought that in yield per acre and quality of the tobacco the crop will be far above the average, there being a good percentage of high-grade wrappers and fillers. On the Burley market bright colory grades were in special demand.

The Commerce Cigar Company, of Kansas City, Mo., has opened a new factory at Main and Missouri Avenues, that city. They make the "Havana Straights," a five cent cigar. S. Huls is superintendent of the plant.

The Hanover Cigar Store in Syracuse, N. Y., owned until recently by Herbert F. Gladding, has been sold by him to Manahan & Gardner, retailers, of that city. The Hanover stand was started sixteen years ago and is considered a first-class location. This is the second store for Manahan & Gardner.

Late Leaf News

Sumatra Planters Giving up Tobacco For Rubber

Baron Autenried and W. Imhelder, who are managers of plantations in the island of Sumatra, were recent visitors in New York City. Upon being questioned about conditions in that country, Baron Autenried said:

"Our tobacco sold last year in Amsterdam at $2.10 a pound, and this was an exceptionally high price. The acreage in tobacco in the island is diminishing every year. The land which is not yielding the best crop is being turned over to rubber. For one thing, you can expect that the price of Sumatra tobacco will never go much lower than it is at present, because there is now no over-production. Tobacco land is very high now. When I went there you could pick it up for a song. But recently an estate of 15,000 acres was sold for $1,250,000."

Baron Autenried has been in the island for twenty years and has been growing tobacco, coffee and rubber all that time.

To Grow Wrapper Tobacco in Idaho

As the result of experiments which have been carried on in the State of Idaho, the culture of wrapper tobacco may be extensively developed there. It has been shown that the leaf can be grown in Idaho on a profitable basis and that excellent facilities for curing are offered by the dry climate. The work has been carried on in the Boise valley by a Minneapolis seed firm, a concern which has had much to do with the development of tobacco growing in Wisconsin in recent years. Under irrigation a fine field of tobacco has been raised this season in Boise Valley. State officials of the Department of Agriculture are convinced that the practicability of the crop there has been proved.

"The chief pest of the tobacco plant is the tobacco worm," says Prof. J. W. Jones, of the State Immigration Bureau, in speaking of the crop. "It is believed that the cool nights in Idaho will prevent pupation and there will be fewer worms to bother the plants. This fact has been demonstrated with other pests.

In the humid regions where tobacco is grown it is necessary to erect expensive drying and curing buildings. The building is opened during drying weather and closed during damp or rainy weather, which, of course, interferes with the process. In Idaho we can absolutely control moisture conditions, thus developing a uniformly high quality of leaf. With almost no humidity here, fungi will not thrive. Growth and ripening may be entirely controlled through methods of cultivation and by applying or withholding irrigation water."

Importation of Tobacco Into Dairen, Manchuria

Tobacco imported into Dairen (Dalny) during the first six months of this year was, in tons, as follows: Foreign, 5434; Korean, 214; Japanese, 834; other, 88; total, 6,570. Of late Dairen has taken away a good share of the import trade in foreign tobacco from other ports in North China. This is chiefly due to the fact that the British-American Tobacco Company, which has a large factory at Mukden, has recently arranged with the South Manchuria Railway to handle large shipments of its tobacco through the port of Dairen.

Tobacco Growing in British Columbia

Experiments in tobacco growing have been carried on for a number of years in the Okanogan Valley in British Columbia, in the vicinity of Kelowna, which have been uniformly successful owing to the condition of the soil and climate.

Encouraged by these results, tobacco growing on a large scale was undertaken this season by the British American Tobacco Company, of Vancouver, which owns about 1,000 acres of land in the Okanogan Valley, of which about 100 acres, including shade tents for Sumatra wrapper, were planted this year, the principal varieties being Comstock Spanish and Habana. It is expected that the area will be considerably increased next year.

During the latter part of August the first cutting was made. The tobacco had made an exceptionally rapid and vigorous growth and the yield is expected to be above the average. The shade-grown Sumatra tobacco made a growth of 8 feet. It is estimated that about 100 tons of tobacco will be harvested this year. This company manufactures and disposes of, locally, several brands of cigars from its British Columbia product.

Late Trade Items

J. A. Moore, until recently head of the J. A. Moore Cigar Company, of Hannibal, Mo., has opened a cigar factory at Palmyra, that state.

Hickey Brothers, of Rock Island, Ill., are opening a fine retail cigar store in that town. They have four stores in Davenport, Ill., which they have operated for eleven years.

Durham & Wilcox, of Pittsfield, Mass., have sold their cigar and tobacco business in the Berkshire Life Building to F. T. Read & Son. Durham & Wilcox have been in business for more than ten years.

Heaviest Trade in Years, Report Seattle Jobbers

Ivers & Altshuler Take on "F. Lozano" Line—L. L. Phelps to Distribute "Governor," a Chicago Brand—Many Salesmen in Town

SEATTLE, October 8.

JOBBERS report the largest trade in years. This is no doubt caused from the large crops and excellent condition of the surrounding country; in fact, reports from the whole Northwest are good, and retailers are looking for a busy fall, as they are bound to be benefited by the farmers' prosperity.

Shippers are complaining of the car shortage, claiming that they cannot get half their requirements.

W. A. Ferguson, who represents Larus Brothers in this territory, says he is doing more business on "Edgeworth Ready Rubbed" than any brand he has ever placed. "Edgeworth" in the slice has always been popular in this section, and with the work and advertising they are doing on the new package both brands are bound to increase.

W. I. Pixley, representing J. G. Dill, has been working hard on their "Dill's Best" granulated, and is meeting with good success, as do all of Dill's brands.

The McHie-Scotten Company, of Detroit, while new in this market, are getting their brands well placed. Mr. E. H. Gerlach is very popular with the trade, having sold tobaccos for other firms in this territory.

J. R. Brewster reports a large demand for "Juan De Fucas" at both of his stands. "Turkey Land" cigarettes are being featured in his windows this week, with a center of the satin stamps packed in this brand.

Battersby & Smith, who feature the "Sanches & Haya" line, have no kick on their business. They have just added a new size of this brand and keep it well featured in their windows.

Ivers & Altshuler report business above the average with them. They have taken on the "F. Lozano" line in all sizes. As they are wide awake and occupy one of the busy up-town corners there is no doubt this brand will grow in popularity with the trade.

L. L. Phelps has been made distributor for the "Governor" cigar, manufactured by Randall-Landfield Co., Chicago. Mr. Phelps has already placed the brand with all of his customers and says he has several of the larger stands featuring this brand.

Mr. Hammond, representing Cuesta Rey Company, was a recent visitor in the city.

BUCK.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

ULTRA HAVANA CIGAR:—24,970. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 24, 1912. Kaufman, Pasbach & Voice, New York.

TRESQUINA:—24,971. For cigars, cigarettes, cheroots. September 24, 1912. H. Anton Bock & Co., New York.

GOLDSMITH'S TRY SWEETS:—24,972. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 24, 1912. G. Goldsmith, Pittsburgh, Pa.

PRINCE TEN:—24,973. For cigars, cigarettes, cheroots, stogies. September 24, 1912. John C. Geese, Philadelphia, Pa.

NARKID:—24,974. For cigars, cigarettes, chewing and smoking tobacco. September 25, 1912. D. K. Srabian, Boston, Mass.

CHARLESWORTH:—24,975. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 25, 1912. Columbus United Sales Co., Columbus, Ohio.

BUMPER CROP:—24,976. For cigars, cigarettes, chewing and smoking tobacco. September 25, 1912. The Moehle Lithographic Company, Brooklyn, New York.

JOHN, SR.—24,977. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 26, 1912. John Foege, Richmond, Virginia.

JOE HOUGHTON: 24,978. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 26, 1912. M. J. Dodge, Rochester, New York.

CHER-LO:—24,979. For cigars. September 27, 1912. G. A. Cordes, St. Louis, Mo.

VIN FIZ:—24,980. For cigars. September 27, 1912. A. C. Brenckle Co., Milwaukee, Wis.

EVERYBODY'S SMOKIN' IT:—24,981. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 27, 1912. A. H. Diem, Jr.

UNIDOS HABANA:—24,982. For cigars, cigarettes and cheroots. September 28, 1912. Schwarzkopf & Ruckert, New York.

HONEST TIPS:—24,983. For cigars, cigarettes, chewing and smoking tobacco. September 28, 1912. The Moehle Lithographic Company, Brooklyn, New York.

LA CUSACO:—24,984. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 28, 1912. The Columbus United Sales Co., Columbus, O.

EL BURNO:—24,985. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 29, 1912. Samuel Bernstein, Philadelphia, Pa.

LA POMEADA:—24,986. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 28, 1912. P. O. Mead, Brunswick, Ga.

MOREA:—24,987. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 30, 1912. State Cigar Co., Chicago, Ill.

SAM WARD:—24,988. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 30, 1912. Kaufman, Pasbach & Voice, New York.

COUNT OF LUXEMBOURG:—24,989. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 30, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

EL DELIGO:—24,990. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 1, 1912. Kaufman, Pasbach & Voice, New York.

SENTILLA:—24,991. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 1, 1912. Kaufman, Pasbach & Voice, New York.

TURPE:—24,992. For cigars. October 1, 1912. Arguelles Tobacco Co., Caguas, P. R.

MIRTH:—24,993. For cigars. October 1, 1912. Arguelles Tobacco Co., Caguas, P. R.

TURKISH BLOSSOM:—24,994. For cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1912. Louis Edelman, New York.

SPATS:—24,995. For cigars. October 2, 1912. John Wolf & Co., Red Lion, Pa.

GRANDE MOSA:—24,996. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1912. Kaufman, Pasbach & Voice, New York.

FRINGILLA:—24,997. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 4, 1912. National Lithographic Co., New York.

PHETZING'S IDEAL—24,998. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 4, 1912. Arthur A. Phetzing, Aurora, Ill.

COL. WM. R. JOHNSON:—24,999. For cigars, cigarettes, chewing and smoking tobacco. October 4, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

DIAMOND U:—25,000. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 5, 1912. Bradford Cigar Co., Tulsa, Okla.

EYE IT:—25,001. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 5, 1912. P. O. Mead, Brunswick, Ga.

WAKEFIELD VALLEY:—25,002. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 5, 1912. Medford Grocery Co. Medford, Md.

THE GREENEWAY:—25,003. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 7, 1912. The Fromherz-Berlizheimer Co., Chicago, Ill.

PALVAREZ:—25,004. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 8, 1912. Enrique Mejans Julia, New York.

GRAPE JUICE:—25,005. For chewing and smoking tobacco. October 8, 1912. David Forry, York, Pa.

NIMISELLA KROOKS:—25,006. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 8, 1912. Sam Feiman, Canton, Ohio.

LIETUVOS GARSAS:—25,007. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 9, 1912. Sliwinski & Iwanowski, Chicago, Ill.

SO I:—25,008. For cigars, cigarettes, cheroots. October 9, 1912. L. A. Lencki, Chicago, Ill.

LA RAVANESA:—25,009. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 9, 1912. Klingenberg Bros., New York.

RIGHT DOPE:—25,010. For cigars, cigarettes, chewing and smoking tobacco. October 9, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

LICENSE:—25,011. For cigars, cigarettes, chewing and smoking tobacco. October 9, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

MANDOKID:—25,012. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 9, 1912. F. M. Howell & Co., Elmira, N. Y.

LUKA-JUKIC:—25,013. For cigars, cigarettes, chewing and smoking tobacco. October 9, 1912. Samuel Tupper, Chicago, Ill.

BOSTON DANDY:—25,014. For cigars. October 9, 1912. John Dueks, Boston, Mass.

BOSTON QUALITY:—25,015. For cigars. October 9, 1912. John Dueks, Boston, Mass.

VANILLA STICKS:—25,016. For cigars, cigarettes, cheroots, stogies, tobies, chewing and smoking tobacco and snuff. October 9, 1912. E. H. Kerner, Evans City, Pa.

TWO BEARS:—25,017. For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. October 11, 1912. R. W. Sponz, Red Lion, Pa.

STAVINO:—25,018. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 11, 1912. The Shield-Werthein Company, Cleveland, O.

PERFECT MIXTURE:—25,019. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 12, 1912. Jacob G. Shirk, Lancaster, Pa.

FIRST MINISTER:—25,020. For cigars, cigarettes, cheroots, stogies ,chewing and smoking tobacco. October 12, 1912. Cole Lithographing Company, Chicago, Ill.

Continued on page 40

Clever Advertising Campaign for Los Angeles

"Tom Keene" and "Lawrence Barrett" Being Campaigned—"Counsellor" and "Cinco" Cigars Selling Well

Los Angeles, October 6.

H. GLADSTONE, factory representative of Bondy & Lederer, accompanied by Mr. Patillo, arrived in the city this morning from Portland. The above named gentlemen are well known to the trade here, and expect to put up a strong campaign on "Lawrence Barrett" and "Tom Keene" cigars. J. J. Gans Bros., local distributors of these brands, informed your correspondent that the sales of "Lawrence Barrett" and "Tom Keene" this year, will show an increase of 100 per cent. above last year's sales.

The Klingenstein Company have some very clever window displays of "Cinco" cigars.

The Max Roth Cigar Company is facing a shortage of "Bachellor" cigars and the shipment en route, is oversold.

Some very artistic and beautiful work, advertising "Havana Sticks," has been performed by Morris Burke, factory representative of Eitel & Cassebohm Company. He has displayed for the Lewis Drug Company, Seventh and Central Avenue, a guessing candle, the weight being twenty pounds. The person guessing the closest to the time the candle burns up will receive one hundred "Havana Sticks," the second nearest guess will receive fifty "Havana Sticks."

The A. B. Greenwald Company report a steady increase in sales of "Bingo" cigars. They have increased their sales force to three city salesmen to take care of the increase of business.

George W. Walker states the increase of sales on "Counsellor" is remarkable. The specialty work done by the factory representative is showing good results.

J. B. Bonhaus, representing Klauber-Wagenheim Company, and Morris Burke, the "Post Dispatch" booster, have just returned from a few days' trip, boosting "Havana Sticks." They met with good results.

C. A. Barnes, of the Klauber-Wagenheim Company, has just returned from his vacation and is on the job again, preaching "Chancellor" and "Post Dispatch" to the trade.

The Goodman-Kinstler Cigar Company reports a steady demand for "Sarzedas" Union Made Havana cigars. This cigar is made in six sizes. The "44" cigar is their leading seller in the 5-cent line.

Robert Gans, of J. J. Gans Bros., is sending in some good-sized orders from Bakersfield on "Lawrence Barrett" and "Tom Keene" cigars. He is also doing well with "La Natividad."

Key West Men Form Company in Butte, Mont.

Articles of incorporation have been filed by several cigar makers of Key West, for a charter to conduct a cigar and tobacco factory in Butte, Mont. The new enterprise is capitalized at $10,000 and will be known as Abbey, Torrey and Company, with headquarters at 922 South Main Street.

L. A. Abbey will look after the business end, and it is planned to open branches in all parts of the state, keeping the head office and factory in Butte.

Samuels Bros., of 221 West Fourth Street, this city, report that business is greatly improving and that they are selling more 12½-cent cigars than ever before. They carry a nice and large assortent of well-known brands. "Jose Vila" and "Optimo" are their leaders.

M. B.

Los Angeles Dealers Hold Interesting Meeting

Get-together Spirit Insures Success of Southern California Tobacco Dealers' Association—Several Instructive Addresses Made

Los Angeles, October 6.

One hundred and ten members of the Tobacco Dealers' Association gathered at the regular monthly meeting of the organization held last night at the Jefferson Club, which was pronounced to be the most successful in the history of the association. President Anthony Schwamm presided as toastmaster and in his opening address urged every member to do his utmost in promoting the interest of the organization, declaring that by so doing the standard of the industry could be materially increased. J. Scott Allen, candidate for assemblyman, took for his subject, "Practicability," and declared that the formation of the association meant the ultimate conservation of the tobacco industry. Judge Robert Adcock, speaking on the benefits derived from a moderate use of tobacco, cited a number of notable instances in history and quoted several well-known medical authorities to bear out his statements. Following his address Judge Adcock was unanimously elected an honorary member of the Tobacco Dealers' Association.

In his remarks, based on the growth of the organization, H. D. McLean, vice-president of the organization, told of how the association was formed with just a few charter members, and has now reached the point where its membership totals over 150 names. Other speakers of the evening were S. P. Clark, the host of the evening; T. B. Harris, J. P. Viera and Richard S. Ledger, of St. Louis, who stated that the people in the tobacco trade in Los Angeles were the finest in the country. The officers of the association are Anthony Schwamm, president; vice-president, H. D. McLean; treasurer, D. H. Elmore; recording secretary, John P. Viera; financial secretary, Albert Finkelstein, and trustee, I. S. Finkelstein. T. B. Harris was appointed chairman of the ways and means committee.

M. B.

Display of "Post Dispatch" Cigars in Lewis Drug Company Window, Los Angeles, Recently During Guessing Contest

Putting Finishing Touches to Wait & Bond Factory

Boston Firm has one of the most Modern Establishments of its kind in the East—Will Accomadate 1600 Hands

Members of the building craft in Boston are now putting the finishing touches on what will, in all likelihood, be the latest and most modern cigar manufacturing plant in this country. It is the new fireproof home of the "Blackstone" and "Totem" cigars, which have been manufactured by Waitt & Bond, of Boston, for more than forty years. It is the final phase in the evolution of a business, which started with one man, and which now will soon employ 1600 hands.

One of the Waitt & Bond theories regarding cigar manufacturing is that it should be surrounded by as sanitary and hygienic precautions as the preparation of food. Hence, the first considerations in planning the new factory were sunlight, air-space, ventilation and cleanliness.

The new building has a frontage of 141 feet on Columbus Avenue at its widest point directly opposite the baseball park and public playground. It extends back 136 feet on Burke Street and 152 feet on Benton Street.

Under the courtyard is the huge humidating apparatus for storing the enormous quantities of high-priced tobacco until it is required for manufacture.

Especial attention has been given to exterior finish and the structure will be a decided architectural ornament to the city. In the recreation rooms are provided facilities for rest and diversion, and in the lunch rooms ample apparatus are installed to enable the workers to heat coffee or tea and warm their luncheons.

New Waitt & Bond Factory in Boston

The cigar-making rooms will be opened wide for window ventilation during the absence of the workers at noon, and at all other hours will be flooded with clean, fresh air from ventilating ducts. Every detail of construction is of absolutely fireproof type.

The basement will be used for storing and casing or preparing the baled tobacco for the strippers. On the street floor will be located the offices and in the rear the shipping department.

The third and fifth floors will be devoted to the actual cigarmaking. The fourth, or so-called service floor, will contain lockers and the most sanitary and toilet features which can be designed for the male workers. Modern drinking fountains will be installed upon the floors occupied by the cigarmakers. On each floor will be benches for 550 cigarmakers.

In the branding room is installed an ingenious device perfected by the company for stamping the cigars with the familiar brand, "Waitt & Bond Blackstone." Girls feed the fresh finished cigars into an endless conveyor, which in turn carries them beneath electrically heated branding dies working on eccentrics and gently, but indelibly, pressing the stamp of quality on the wrappers. Each of these machines brands 10,000 cigars per hour.

President Waterman will continue to exercise personal supervision over the selection of the crops used in the factory. Every year he visits the Havana plantations and studies growing conditions carefully before contracting for the crops.

Running to its full capacity, and with the demand for its product increasing, in the near future the factory will employ 1600 hands.

Registration Bureau (*Continued from page 38*)

TRANSFERS.

ROYAL CURVES:—24,938. For cigars, cigarettes, stogies. Registered September 18, 1912, by Arnold & Tschop, Windsor, Pa. Transferred October 5, 1912, to the Imperial Cigar Company, Lancaster, Pa.

EMANDE:—24,708. For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered July 23, 1912, by Tunis Bros., New York. Transferred September 4, 1912, to Meyers & Davis, Brooklyn, N. Y.

SAN FAMO:—24,831. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 23, 1912, by Kaufman, Pasbach & Voice, New York. Transferred September 7, 1912, to the Dallas Cigar Co., Dallastown, Pa.

CORRECTIONS.

FOG PRINCE—Correct form is **FROG PRINCE:—24,964.** For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1912. Cole Lithographing Co., Chicago, Ill.

CANCELLATIONS.

LUCKOLA:—24,593. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York. Has been cancelled.

THE FRATER:—24,128. For cigars. March 19, 1912. Makler & Affrime, Philadelphia. Has been cancelled.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
86 La Salle St., Chicago, Ill.
6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

EZRA SHANK.
Grower of choice Ohio seed leaf tobacco. Correspondence solicited. R. F. D. No. 6, Dayton, O. 10-15-c
10-15-c

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H.ADLER, 304 - 306 E. 48th., NEW YORK.

UNION-MADE CIGARS.—Highest grade nickel cigar on market. No cheap junk. Sales cash. Correspondence solicited. James V. Baker, Arcadia, Fla. 10-1-h

WANTED—Distributors for Sen Auben Hand-Made Segars, Conchas, Londres and Blunts. Twenty-two years' run. For further information write S. H. Durstein, Wilmington, Del. 6-15-e.

THE D. & K. CIGAR CO., Dallastown, Pa., informs the trade that they make a complete line of high-grade cigars. Samples on application. 10-15-l.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York. 10-15-r

CIGAR FACTORY WANTED—Jonestown Board of Trade offers special inducements to reliable party looking for location; plenty mechanics. Miles Edris, Secretary, Jonestown, Pa. 10-15-h

For Sale.

FOR SALE

HAVANA

Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

HIMOFF TOBACCO CUTTING MACHINE, Model B No. 4, rebuilt, old style, price $60.00, f. o. b. New York. Guaranteed. Himoff Machine Co., New York. tf

FOR SALE—I have seven hundred cases Zimmer Wrappers B's repacked natural sweet 1911 crop. Price right. Correspondence solicited. C. C. Ehrhart, Versailles, O. 10-15-h

ADVERTISER has 15,000 Key West cigars for sale under factory prices. Was factory agent. Gone out of business. Great opportunity for jobber in Key West goods. Address Box H, The Tobacco World. 10-15-c

MOULDS—1800 Miller-DuBrul; two Bunching Machines, $60; two large mould presses, $10. Look in catalogue for size and number of moulds. 4 3-16, 436080; 4½, 412238; 4⅝, 438109; 4¼, 414301; 4¾, 434166; 3⅞, 378040; 4, 400152; 3⅞, 384044; see 5½ size, mould 4 11-16, 512032; 4⅝, 458130; sell entire lot 30c. block. Address, Box 127, Evans City, Pa. 10-15-c

FOR SALE
1 Pease Cutter No. 2
1 Day Mixer No. B
1 Vibrating Sieve No. 50
1 Simpson Eccentric Grinding Mill No. 2
2 Safety Clutches
1 Packer and Weighing Machine Combined.
All the above in first-class condition.
Address: L. J., Room 44,
70 Fifth Avenue, New York.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1_tf

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

Salesmen Wanted.

SALESMEN WANTED—To sell Electric Cigar Case Moisteners. Liberal commission—a profitable side line. Write for particulars. Humidity Regulating Company, 414 State Bank Building, Traverse City, Michigan. 10-15-c

Late Retail Trade Items

J. F. Johnson, who has been operating the Veto Cigar store in Hanford, Cal., has sold it to A. M. Frederick.

The California Rochdale Company, of Dunsmuir, Cal., has bought the cigar business of A. D. Houston.

It has been reported that the Continental Cigar Brokerage Company, of Denver, will shortly give up the cigar end of their business to devote their entire time to the selling of wines and liquors.

The cigar department of the new restaurant in Denver styled "The Rex" is being finished, and when ready for business will be one of the best in that city. It is on the corner of Curtis and Fifteenth Street. It will probably be occupied by October 1.

Ray & Dunbar have opened their new cigar store in the Grandview Hotel in San Francisco. The hotel has been placed near the Exposition site, which should insure a fine trade.

Frank Weber, who has been operating a cigar store in Middletown, N. Y., has sold it to Charles & Mills.

Wm. R. Happe is the new owner of the stand in Redlands, Cal., formerly operated by W. A. Davis.

D. R. Rogers, a Jamestown, N. Y., cigar dealer, has purchased the "Hub" cigar store at 8 West Third Street that city, and is carrying a fine line of all the leading cigars, cigarettes and tobacco.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

MANUFACTURER OF ALL KINDS OF

GEO. SCHLEGEL

22nd St. and Second Ave., NEW YORK

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. Springer, Mgr.

CHICAGO, 160 N. 5th AVE. J. N. Widdifield, Mgr.

SAN FRANCISCO, 320 SANSOME ST. L. S. Schoenfeld, Mgr.

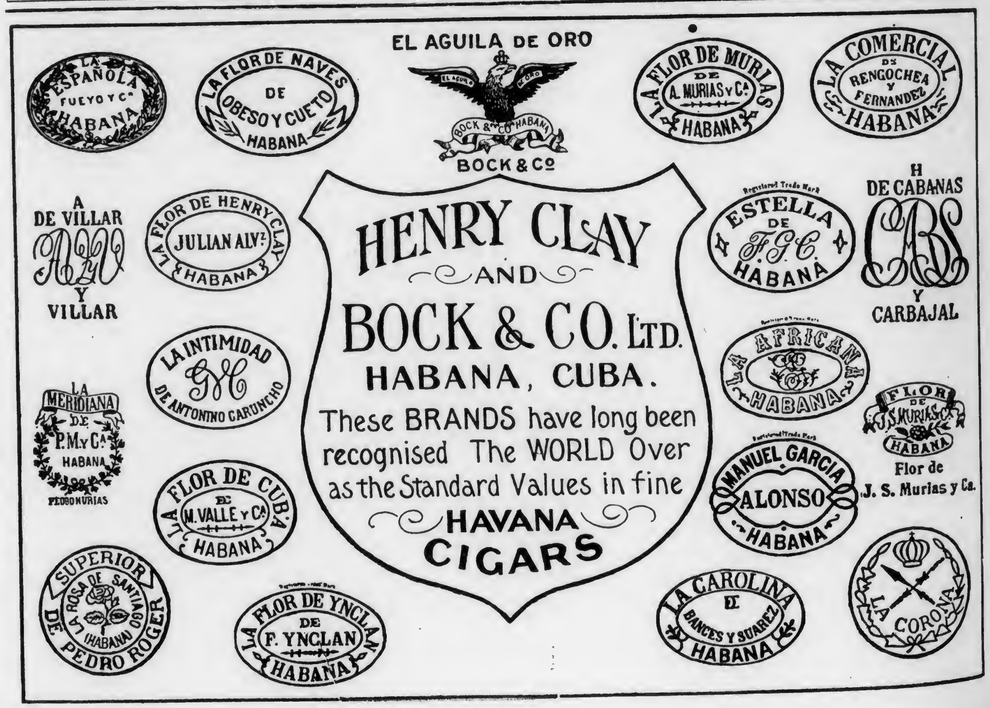
NATIONAL LITHOGRAPHIC CO.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS

Equal to Imported

Write for Samples and Prices



ESTRELLA 53, HAVANA, CUBA

GUTIERREZ & DIEHL

S en C

Successors to Miguel Gutierrez y Gutierrez

CABLE: COSECHERO
Phone: A-3828

GROWERS, PACKERS AND EXPORTERS OF FINE LEAF TOBACCO

From the Miguel Gutierrez y Gutierrez plantations in the Pinar del Rio and Santa Clara Provinces

SOBRINOS de A. GONZÁLEZ

Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA, PARTIDO, and all varieties of Tobacco grown in the Santa Clara Province

Cable Address "ANTERO"

WAREHOUSES and OFFICES

INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

John F. Nissly & Co.

Packers and Dealers in

LEAF TOBACCO

And Importers of HAVANA

No. 143 Market Street, Lancaster, Pa.

I. KAFFENBURGH & SONS

QUALITY HAVANA

Neptuno 6, Havana, Cuba - 88 Broad St., Boston, Mass.

ERNEST ELLINGER & CO. Packers and Importers

OF HAVANA TOBACCO

Havana Warehouse, Estrella 35-37 New York Office, 133-137 Front St.

Joseph Mendelsohn Louis A. Borneman

MENDELSOHN, BORNEMAN & CO.

HAVANA TOBACCO IMPORTERS

HABANA, AMISTAD 95 196 WATER STREET, NEW YORK

Manuel Alvarez & Co.

Importers and Packers of Havana Leaf And Packers of Puerto Rican Tobacco

Havana Office: SAN MIGUEL 136 Puerto Rico Warehouses: CAYEY New York Office: 178 WATER STREET

CRUMP BROS.

Importers and Packers of Leaf Tobacco

121 West Lake St., Chicago, Ill.

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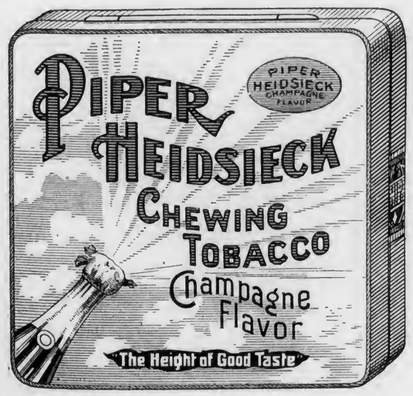

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The best CIGAR for 5¢

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City Hall Square, Philadelphia
Makers Reynaldo, San Souci and El Gran Mundo—mild Havana Cigars
Luxello, Vandalia and Copyright, hand made 5c cigars

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The World's Standard Cigar

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General Agent for United States and Canada

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NOVEMBER 1st 1912

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Proposes Heavy Tax On Tobacco To Build Military Road Across United States

Enormous Increase In National Output of Cigarettes for September

The Troubles of The Cigar Salesman

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ESTABLISHED 1881

Vol. XXXII No. 21

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THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
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FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

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at
Tampa, Fla.
Offices: New York — Warehouse: Havana

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That's All!

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MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

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HAVANA, CUBA
Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively
No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

We doubly inscribe our new brand

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("Token")

¶ To our Founder as a memory-tribute—(See label).

¶ To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes.
Neat, attractive window-displays.

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Established 1857

M. STACHELBERG & CO.
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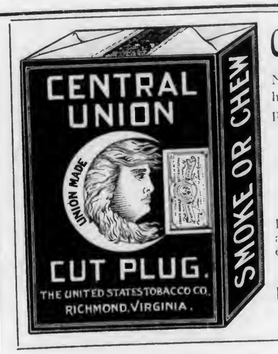
Tampa

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.



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No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
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PRICE. 5c.
United States Tobacco Co.
RICHMOND, VA.

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CIGARS.

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Counsellors Keep Customers Coming

or, as one dealer happily phrased it

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Its blend is perfection—A sure repeater

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It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA
TURKISH
BLEND
CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1912.

More Fatima Cigarettes are sold than any other brand in this country.

In fact, the 1912 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P. S.—Fatimas are very popular with all college men.

"Distinctively Individual"

The **New** **5c Cigarette**

A Silk Novelty in each package

Cigars of Distinction — Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers
TAMPA, FLA.

"THE TRULY HAVANA HOUSE"

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UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

Reasonable Reasons

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Their quality, workmanship and the attractiveness of their packing make them leaders. Their

Repeating Powers

due to the uniform quality, will mean success to any live jobber. Write for samples and further details. Your only regret will be that you didn't

Get Wise Sooner

BOBROW BROS.
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The package that is competitive and does sell.

Union Made

The tobacco that's sweeping the Pacific Coast from Mexico to Canada.

Pure Gold Tobacco Co.

Greeneville, Tennessee.

successors to Merchants Tobacco Mfg. Co.

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Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

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PANATELLA FINOS
The New Sizes
COMMANDERS
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THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Send for Free Sample Book
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German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

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Write Now—Made only by

Wm. Steiner, Sons & Company
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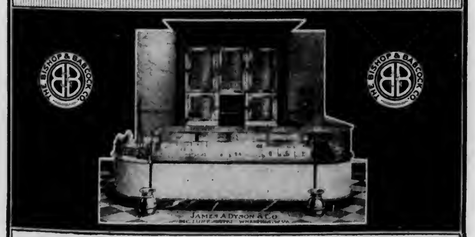
THE MORE YOU AND YOUR TRADE KNOW ABOUT CIGARS. THE MORE YOU'LL LIKE "EL JAFFE". THEY ARE THE BEST CIGARS MADE. PURE HAVANA AND FINEST BROADLEAF.
BEAUTIFULLY MADE.
GREAT SELLERS AND GREAT TRADE WINNERS.

10c. AND UPWARDS
WRITE FOR SAMPLES

BAUM-JAFFE CO.
115-117 N. THIRD STREET
PHILADELPHIA, PENNA.

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland
Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

WHY YOU SHOULD USE
VENTILATING MOISTENERS

BECAUSE

They're the only natural device producing moisture. *They're* absolutely *free* from germs or odors and stay that way. *They* can be regulated to suit atmospheric conditions. *They're* attractive and sightly and cannot be equaled in quality, price and satisfactory results.

Our Ventilating MOISTENERS are made of either clay or a superior evaporating compo and are finished with non-corrosive metal. Price from 25 cts. to $2. each. Made in many sizes, shapes and styles. Unsurpassed for advertising purposes. Write today to

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Established 1891
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Mfrs. of Glass Cigar Box Lids and Humidors of all Kinds

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They Lead the Leaders

26 SIZES

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HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

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Main Offices and Factory: 129 Virtudes Street Havana
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MARCA INDEPENDIENTE POR LARRAÑAGA

Oldest Independent Factory in Cuba
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The Cigar of QUALITY & RENOWN

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"ELITE" F.Ryba HABANA

Manufacturers of the celebrated
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Sole Representative for United States and Canada.

London Trophies ARISTOCRATS 2 FOR 5 CTS 25 PER 100

PITTSBURGH TRADE BUILDERS

London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded, 2 for 5c. and a full line of 3 for 5c. stogies Correspondence from jobbers and brokers solicited.

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The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
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ALL OF THE OLD ORIGINAL

Maccoboys — Rappees — High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

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DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

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all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.C.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY KEY WEST

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Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

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Clark's Samson Tobacco Press

If you want a tobacco press that is heavy, and very strong and durable—a press that supplies tremendous power and from which it is easy to remove heavy boxes or crates—you want a **Clark's Samson.** Its easily handled compound lever for pressing, its compound lever for raising and lowering the 4 center platform rollers, its end platform rollers—these, together with its general efficiency, make **Clark's Samson Tobacco Press** the choice of careful buyers. Write for complete information today.

Cutaway Harrow Co., 948 Main St., Higganum, Conn.
Makers of the original CLARK double action harrows

Practical Change Trays

MOST fascinating change tray ever offered and the cheapest and best sign ever produced. Not one is wasted.

The steel ball on the inside cannot get lost. This article goes on the counters where the consumers must see it. Very reasonable. Write

THE BRUNHOFF MFG. CO., Cincinnati, O.
New York Office, 113 Maiden Lane

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

Here's the **WHEELING STOGIE that SELLS**

POSITIVELY **MILD**

Wheeling Delights

Made of the best grade of selected tobacco in a sanitary factory by the best stogie-makers in the world. Exclusive territory open for live jobbers. Write today.

LITTLE PET STOGIE CO.
Factories: 1427 16th St., 1110 Market St.
Wheeling, W. Va.
Manufacturers of Wheeling's Famous Stogies

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

QUATILITY
5¢ CIGAR
YES!
IT IS DIFFERENT

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

If you want an uncommonly good Segar, try this brand, nothing better can be made.
¶ They make trade for you—they make money for you—also some for the makers.

Segar de Luxe.
This Connoisseurs' Edition de Luxe
Rubaiyat
was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba Under the personal supervision of
John W. Merriam

JOHN W. MERRIAM & CO.
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World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

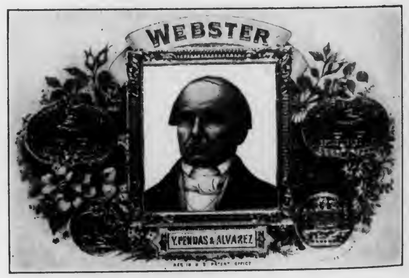
PEDRO MOREDA
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, NOVEMBER 1, 1912. No. 21.

War Now Raging in Balkans May Cause Famine in Turkish Cigarettes

"Situation Serious if War Continues After Next March" Says M. Melachrino---Tobacco Has Already Advanced 25 per cent. in Price Owing to Shortage in 1912 Crop

Melachrinos Advance Prices of Cigarettes

(Special Bulletin.)

NEW YORK, November 1.

Among the first of the large cigarette manufacturers to announce an advance in price on their products is M. Melachrino, who under date of October 31st issued a circular to the trade giving the following prices, effective November 1st:

No. 9's, in plain and cork, packed in 10's, 20's, 50's and 100's, an advance of 50 cents per M.

No. 5's, in plain and cork, straw and gold, packed in 10's, 50's and 100's, an advance of $1.00 per M.

It is expected that other cigarette manufacturers will soon follow in announcing increases in prices.

THE effect of the present war in the Balkans on the Turkish cigarette market, is likely to prove very serious. In fact according to the latest reports from the cigarette manufacturers, Turkish tobacco has already advanced about 25 per cent. in cost and if the war is not stopped before next March, when the planting season begins, there will be an absolute dearth of this class of weed; a famine in Turkish cigarettes. As very few manufacturers are carrying a big stock of tobacco on hand, the seriousness of the situation is apparent.

Mr. Miltiades Melachrino, head of the firm of M. Melachrino & Co., of Cairo and New York, gave his opinion this week in New York as follows:

Mr. Melachrino's Opinion.

"If the war continues until next March when the new crop is planted, the situation will be serious," said Mr. Melachrino. The supply will then be practically nil.

"The present state is bad enough. The tobacco from which Turkish cigarettes are made is already twenty-five per cent. higher than usual.

"This is due to the failure of the crop this summer. Only about half a crop was raised, partly because of the continual fights in which the peasants were engaged. They could not fight and raise tobacco at the same time.

"The buyers of tobacco start out from the city of Cavalla, in Macedonia. This year many of them were afraid to go on account of the disturbed state of the country."

If the crop fails next year there is no saying how high Turkish tobacco will go.

What Mr. Schinasi Says.

"We cannot get letters or telegrams through on account of the war," said S. Schinasi, of Schinasi Brothers, New York. "We have not had any news of a rise from the other side since the war began, but we have had practically no despatches."

A great deal of tobacco comes from Asia Minor and is exported by Greek merchants. It is certain that the present enmity between these nations will hinder their usual business operations.

One of the worst features, from the point of view of cigarette manufacturers, is the general conscription in Turkey. This will cause a dearth of laborers in all lines of industry.

Proposes Heavy Tax on Tobacco To Build Military Road Across U. S.

Congressman Warburton Wants to Squeeze the Money Out of Consumers and Manufacturers of Tobacco Products by Enforcing Revenue Law of 1879.

ANOTHER blow to the already heavily-taxed and over-regulated tobacco trade, is proposed by Congressman Stanton Warburton, of the Second District of Washington. Warburton, whose particular hobby is good roads and poor tobacco, wants the tobacco industry of this country alone to pay for the building of a national military road. He proposes to squeeze the money for this enterprise out of the consumer and the manufacturer of cigars, cigarettes and tobacco by putting in force the high revenue law of 1879, which was enacted to pay off the war debts.

Warburton's proposed road is to be a paved highway connecting every capital in the United States. In addition to roads joining the capital cities, Congressman Warburton proposes to build several roads in the national parks.

Pay in Five Years.

It is declared that the government can raise the money for the road in five years, and probably can get it in four years. Fifteen thousand miles of paved highways are contemplated. The estimated cost would be from $20,000 to $25,000 a mile. The internal revenue tax on tobacco a year ago was $58,000,000 and would have been $138,000,000 if the law of 1879 had been in force.

In defending his plan, Warburton says that there never is a complaint of a tax on luxuries and that he does not believe the consumption of tobacco will be affected in any way by a heavier tax, although it would hurt to have the consumption lessened. He assumes, like a great many other "Antis," that tobacco should be classed alongside champagne as a luxury, little realizing that tobacco is long since recognized as a necessity by thousands of users.

Its Effect on Trade as He Sees It.

"Our tax on tobacco is very small," Congressman Warburton said in his statement: "Our tax on whiskey and beer and our tariff on woolen and cotton goods has not been reduced practically since the late war. The tobacco tax was reduced in 1873 because the government was getting more revenue than it was using. It was decreased again in 1879 for the same reason, and again in 1883. Our tax on tobacco is not one-fourth of what it was during the war. It was not taken off in 1879 because there was any demand for reduction by the consumer; it was removed simply because the government was getting more money than it needed.

"While the proposed increased tax on tobacco might seem heavy, yet as a matter of fact it will not even be noticed by the consumer. For instance, it would raise the tax on a 10-cent cigar three-tenths of one cent. The manufacturer of a 10-cent cigar would decrease the weight of tobacco one-thirtieth, and the consumer could not tell the difference in size. The manufacturer of smoking tobacco would likewise decrease the size of the package about a twelfth, and the consumer would not know the difference in the size of his package. During the Spanish-American war the tax on tobacco was increased to nearly the amount suggested, and I venture the assertion that not one consumer of tobacco out of a thousand who reads this article ever knew the tax was raised, and never knew when the tax was taken off. The raise in the tax on tobacco will not even affect the producer of tobacco."

THE TROUBLES OF THE CIGAR SALESMAN

As Seen by G. J. Vitaich, the San Francisco Dealer, Proprietor of Vit's Little Cigar Stores Company

A CLE[illegible] booklet has just been printed and publi[illegible]taich, the proprietor of Vit's Little [illegible]mpany, of San Francisco, whi[illegible] hit with his friends and customers [illegible] F. Cigar Business in a book "Among [illegible] Vitaich soliloquises on [illegible] is a joke; why a cigar sales[illegible] Francisco," together with some [illegible] reflections. It is written in a humorous, semi-cynical style and shows plainly that the writer is wise to a few of the tricks of the trade.

In speaking of the reason why a cigar salesman can't make good in San Francisco, he says:

To commence with, a Cigar Salesman as a rule, is a Gentleman, of good appearance, manner, dress and habits, liberal and intelligent, a member of many Clubs and Fraternities, and related by marriage, gratitude or debt to many people.

It takes a Gentleman to do business with Schnorers, Yokels, Schlameels, Ganefs, Mumsers and Unfortunates.

In order to sustain his own, as well as the dignity of his House, he is compelled to travel First-Class, sleep Pullman, stop at the best Hotels and Cafes, and therefore commands a large Salary, and for that reason is expected to get results.

To get results, he must be some wise Guy, and able to drink most anything, and smoke other Cigars besides his own, work at any and all hours, under any and all conditions—just like a Footpad.

He must be well able to listen to all kinds of Hard Luck Stories and Soras about Bad Colors, Poor Packings, Tight Ribbons, Loose Bands, Fresh Varnish, the Benefits and Follies of Bastard Shapes and Sizes, Sickness and Family Affairs.

He must be able to smile, and be very pleasant and optimistic at all times, no matter what happens.

He must be a fine Schmooser in order to get results.

The Salesman goes to work. He walks into the Dealer's Store, presents his embossed card, extends his manicured hand, lays a Blonde Coin on the Counter, buys the Boss, and all the Clerks, if any, and all those who happen to be around, such as conversation customers and the unemployed, a Cigar, of some one else's Brand.

He talks about the Beauty of the Store and the City, the Good of the Location, and of the Great Future that he and his Fair City has in store for them.

Plenty of Schmus, and then the Salesman must get permission to be kind enough to waste a half a day and a few Dollars, and buy the Dealer his Lunch, and his Wife (all Dealers have wives—as two can live *nearly* as cheap as one) a Bunch of Orchids, and the Baby Boy a Box of Candy, and then show him his array of Samples.

Now we are in the best Hotel. He unpacks his full Line, of about One Hundred and Thirteen Boxes of Cigars, in all Popular and Unpopular shapes.

He starts with his small and Segundo Sizes and is told that this is not a Cheap Market. He grabs the Conchas and Puritanos, and is told that this is a High Grade Market. He digs madly into his Reina Vics and other old fashioned and ordinary Bit Sizes, and is told that these are only sold successfully in Saloons, News Stands, Ferry Boats and Grocery Stores, and in the Country. Then he flashes his Fancy Sizes, and must listen to a lot of criticism and comparisons, and is then told that his sizes do not come up to the "FLOR DE FUTZ" or the "EL YENTZO" Goods. Then he digs up a nice looking, well made Cigar, and is told that $120.00 per M for Bit Cigars is too much money—no profit.

He asks the Dealer what he wants, and the Dealer truthfully admits, that he don't know.

Three for a Half goods he is told, there is no sale for, and 25c sizes are sold only in $230.00 and $240.00 goods of Double Stamp and in certain Popular and Prominent Brands.

He uses his fine flow of Language, his ability and the reputation of his Factory all for nothing.

What the Dealer wants, is a Lot of Goods on Consignment, a couple of Salesmen to Boost, a Carload of Advertising Matter, some expensive Window Displays, Electric Signs, some Show Cases, Cigar Cutters, Paper Bags, 26 Sheets, and Matches, for nothing.

Inwardly disgusted, he packs up and has the same experience, over and over, and finally goes back to his home Town and his firm of "HAMAPPA, METSIA & CO.," and tells what a tough market San Francisco is.

After using his Personality, Ability and wasting his energy, and spends all the money that he is allowed, and all that he earns, and all that he can borrow, and uses up all the credit that he can get on the strength of his success—Twenty Years ago with the "CUCKOO"—he is forced to retire on the charity of his Friends to some Resort that can, or claims to cure Insomnia, Dyspepsia, Rheumatism and Lost Manhood, he finally lays back and croaks, happy to know that none of his competitors can make good either.

Window Bulletin Suggestions

ARE YOU CALABASHFUL?

If not take a peep at our large and varied stock of calabash pipes.

PRICES RIGHT!

SIDE LINE PUFFS FOR THE FOOTBALL FAN

"Down the field and over the line" go our ——— clear Havanas. They're winners every time.

NONE BETTER MADE.

DON'T FORGET TO TREAT THE WINNER

Now that the election has been held get busy and pay your debts. Show your speed by buying the best cigars experience, skill and money can put on the market.

BE A GOOD LOSER.

A SMOKE THAT "HITS THE LINE"

It's been bucking keen competition for many years, and the fact that it is still one of the big ones proves its worth.

SMITH'S INVINCIBLES.

Three for a Quarter.

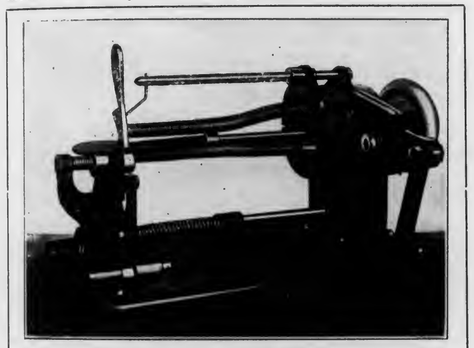
Manufacturing Cigars With Automatic Machinery

Baltimore Concern Now Demonstrating Practicability of Process---Cleanliness and Reduction in Cost of Production Insure Commercial Success, Say Makers---Use Unskilled Labor as Operators

By One Who Was There

THE writer has heard within a comparatively short time, a number of heated discussions, pro and con, relating to the manufacture of cigars by machine. He has heard experienced cigar makers state that it was an impossibility to make a cigar as well and as uniform as it is turned out by the hand process. "There's nothing like the touch of the human hand," they have said, "and the man who thinks he can make such a machine is either crazy or a fool."

The writer is not a practical cigar man, only a newspaper scribe, and when he heard of a concern which was turning out cigars by the thousands in a nearby city, entirely by machinery, he decided to investigate the rumor. The experiences he had can be digested by the reader, who is privileged to form his own opinion as to whether or not cigars can now be manufactured as well by machine as by hand.



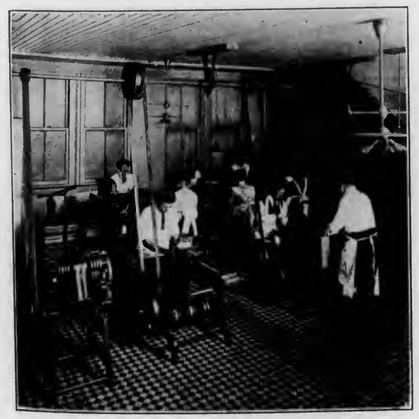
The Cigar Wrapping Machine

The firm in question is located at 106 South Gay Street, Baltimore, Md., and is known as the Cigar Machine Corporation of America. I went to the building and asked for a Mr. Whitney, who, I had been informed, was the active and leading spirit in the enterprise. Mr. Whitney received me, and after a short interview, we made arrangements to look over the demonstrating plant.

The first stage of the process consisted of cutting the filler to length. The filler was then taken to an automatic bunching machine, which, Mr. Whitney explained, had a capacity of 10,000 cigars a day, and required only two comparatively unskilled hands to operate, one to feed in the filler and another to put the binder in place as the filler came through. This machine, it was pointed out to me, could be adjusted to any size cigar as well as the other machines in use. A traveling arrangement carried these bunches away.

Automatic Bunching Machine

Continued on following page



View of the Demonstration Plant

Girl Operators Wrapping the Cigars

MUTILATED PAGE

Following The Smoker's Taste Makes a Dealer Dizzy

The Soul Stirring Efforts of a Veteran Retailer Who Tries to Keep Up With The Whims of His Customers

By Frank R. Dornheim

"I AM certainly up against it in the matter of my customers' tastes for this or that tobacco or his so-called 'favorite' brand of cigars or cigarettes," said a prominent and progressive retailer the other day. "I am often astonished by receiving a call from one of my most discriminating pipe-smoking customers for a brand of cheap tobacco for which you would never dream the man would ask if you knew him. He may have been a devoted slave to fancy mixtures for years and suddenly and unaccountably flop to a cheap straight cut plug or burley. There's no accounting for these fellows' tastes—they have me on edge all the time, keeping up with their quest for that elusive, unattainable 'ideal' in tobacco.

"For instance, I may have a steady patron who has been calling for a clear Havana cigar, giving me the impression that this is his permanent favorite, without warning change to a Porto Rican brand or even to a cheap domestic cigar. In the matter of their taste, it would seem, as the old farmer said, when he first saw a kangaroo in a circus, 'There ain't no such thing.'

"You may argue that the flavor of one variety of tobacco is bound to pall on the palate with continued use. This is probably the true explanation.

"Now an incident in point: I was strolling a few days ago with a friend who has always been an ardent devotee of the pipe. I knew that for years he had been smoking a mixture which I had made up for him at his special direction and it seemed to satisfy his taste perfectly. Sometimes I changed the proportions slightly, but the ingredients were always the same. We had been walking along and discussing some trivial matter when imagine my surprise at getting from his pipe a pungent whiff of the purest burley.

"'What are you smoking, Bill,' I asked. "'————,'" he said, mentioning the name of a very popular brand, but lately introduced. I remembered that when it was introduced I had, more in joke than otherwise, got him to try it, knowing his decided views on the matter of his pipe tobacco. He expressed himself very freely at the time, and now seemed just a bit shame-faced at the memory of his caustic criticism.

"'I know I knocked the stuff at that time, but I took that can home and the other night when I found that my stock had run out I tried it again and do you know, it didn't taste nearly so bad—and,—well, I smoked it all up, and now I like it as well as that I have been smoking.' Then he went on to give me an incident in his experience.

"'Do you remember me telling you of meeting Professor G————— this summer? Well, he is a musical critic of international reputation and a very accomplished pianist. He has been a pipe-smoker for years. I got to be quite intimate with him. He has a large collection of fine pipes which he has picked up in various parts of the world, but he smokes the very cheapest cut plug tobacco, which he consumes in large quantities. I asked him how it was that he had acquired a taste for such tobacco. He smiled, and leaning forward, he tapped me on the knee with his huge meerschaum.

"'I'll tell you, my boy, when I was your age I smoked such stuff as that too.' (Here he indicated my pipe. I was smoking your 'Delight' mixture and had felt a little hurt the day before when he had politely declined my proffered pouch.) I went into shop after shop and tried tobacco after tobacco—mixtures, cut plugs, everything—trying to find the mythical "perfect" pipe-smoke. The result was that I now smoke this stuff. I know that it is miles removed from perfection, but it soothes my jaded nerves after a hard day and that, after all, is the effect we seek.'

"'I have often since pondered on his little lecture, and now I realize the truth of his statements.'"

Here the retailer paused to hand a customer a pack of cigarettes, and then concluded: "Even though these fellows are almost giving me gray hair, catering to their fickle tastes, they have in a way a good effect on me, as they force me to give constant attention to my stock and thus I am always up to date and my store is slowly but surely getting a reputation for carrying anything that may be called for."

Making Cigars by Machinery

Continued from page 13

The wrapping machine was, in my estimation, the most clever part of the whole process. These little devices, which at first glance, may be taken either for sewing machines or a small lathe, are so simple in construction that even the most uninitiated could easily catch the inventor's idea. As shown in the illustration the bed of the machine is hollowed out in such fashion that a cigar can easily be placed therein. The springs above the bed hold the cigar in place when it is being wrapped. The rough piece of goods is placed in the machine, then the end of the damp wrapper is placed over one end, and the spring arrangement gently, but firmly, holds the cigar down, the operator feeding the wrapper as fast as the cigar revolves. The spring, in addition to holding the cigar in position, molds and presses it fast to the binder. When the end of the cigar is reached the wrapper is trimmed with almost one motion of the hand, and after a little paste is applied is ready to be packed.

In summing up the whole method, Mr. Whitney stated that the bunching machine had a capacity of 10,000 perfect bunches a day, requiring two hands. The wrapping machine could wrap and finish 2,000 cigars a day, requiring one operator. Thus to have an output of 10,000 cigars a day, a manufacturer would need one bunching and five wrapping machines, requiring seven operators, who produced the same number of cigars as forty men now turn out by the hand method. One girl wrapping cigars was turning out seven per minute, so the estimate of 2,000 a day was moderate.

The inventor of the machine is said to have spent 45 years in perfecting this great labor-saving device. The company claims that there are no other machines in existence that manufacture a whole cigar. They claim that the saving in labor can be estimated when the cost of the popular price cigar, now manufactured at an average of $10.00 per thousand, can be reduced to $2.00 per thousand by these machines. The operation of the machines is so simple that girls at $1 per day can run them.

The Cigar Machine Corporation has now in active operation a complete demonstration plant at 106 South Gay Street, Baltimore, Md., where they are now showing this process to interested manufacturers. While inspecting the plant the writer and Mr. Whitney were joined by a number of Baltimore manufacturers, who had been invited to call and pass their opinion upon the plant. They were enthusiastic as to the future of the plan, and one man placed an order for a wrapping machine before he left the building.

The company will retain the ownership of all machines, installing them on a royalty basis, graded from $1.00 per thousand up on all cigars made on them, thus modeling its policy along the lines of The United Shoe Machinery Company.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Businesses .·.

A Candle Guessing Contest That Pulled

A display in the window of the Lewis Drug Company, Los Angeles, several weeks ago was a clever means of calling attention to the cigar department and also to the enterprise of the manufacturers of a certain cigar and their factory representative in that section.

In the center of the display of cigars was shown an enormous candle weighing 31 pounds, standing four feet in height, and five inches in diameter. The person guessing closest to the time required to burn up the candle received one hundred cigars, a well-known nickel brand in Southern California. The second nearest guess was entitled to fifty cigars.

The guessing was free, but the plan to confine entrants in the contest to only smokers it seems would be more desirable. In such event one guess, and only one, could be given to each person purchasing one cigar or more. This to an extent would keep out the undesirables.

Handles Theater Tickets as Convenience to Patrons

R. B. Swope, enterprising and successful cigar dealer, on Cottage Grove Avenue, Chicago, has adopted a plan for securing popularity and business which is occasion for wonder to his rivals and admiration among his patrons.

Mr. Swope is a veteran in the theatrical business. Like many other men in his line of trade, he adds dealing in theater tickets to his regular line of selling. But, he is able to make rates for the tickets at the regular prices, just as patrons would pay at the box offices. As a result, Mr. Swope's place is a popular station for buying theater tickets. He appears to care nothing for even a small commission, being content with his increase in the cigar trade.

And he is getting an immense amount of patronage.

An Old Idea Which is Still Popular

A Philadelphia retailer used a good selling scheme recently which, while not new, is worth mentioning. He had opened a new stand and to call the attention of the smokers in that vicinity to it, many of whom were men with offices in the large office buildings, he gave away numbered coupons with every purchase of ten cents. At the end of each week he drew three numbers out of a hat, the holders of which were entitled to prizes. The owner of the first number drawn was entitled to a box of fifty cigars, the second a box containing twenty-five, and the third a cigar lighter, worth $1. The three numbers were shown in the show windows each Saturday morning at which time the winners would receive their prizes.

The idea of giving away cigar lighters, cigar cases and articles of a similar nature is still finding favor among many dealers. One merchant recently gave away a leather case, retailing at $1.50, with every box of 50 cigars, a well-known Porto Rican brand, which he sold at $3.50. The case was desirable in every way and was a good trade-catcher.

Park & Tilford's Selling Candy

A new feature in cigar stores which would seem possible of development in many stores, something which may be a profitable side line, has recently been inaugurated by Park & Tilford, of New York.

This firm has placed in a number of cigar stores throughout New York a line of chocolates and bon bons in fancy half-pound, pound and two-pound packages, which are displayed in an attractive manner to the vision of all customers entering the store.

It can reasonably be assumed that many a smoker to whom it may never occur to enter a confectionery store, and who would be rather shy to do so, will thus be prompted to buy a box of sweets for the lady on whom he is about to call, or as a token to square himself with his wife when he arrives home. The margin of profit on candy is considerably larger than on tobacco or cigars and aided by a little suggestion on the part of the dealer, this feature may be a profitable addition to any retailer.

Gives Cash Register Tickets Instead of Coupons

One of the most popular moves ever made by any Chicago Loop trader has been inaugurated by Peter J. Bauer, the energetic Randolph Street cigar dealer.

His latest hit is in line with furnishing advantages for customers and business for himself—and it is a winner in both respects. He is giving out cash register tickets, redeemable at 10 cents on the dollar in trade. Other dealers have various schemes to draw customers and hold their trade. Some give out tickets enabling holders to secure certain advantages of minor importance and lesser value.

It seems now that Mr. Bauer leads the Loop fraternity in popularity of advantage from dealings under his plan.

Chicago Firm Uses Catchy Cards

During the recent convention of the National Progressive Party in Chicago, the J. & B. Moos Company, manufacturers and jobbers of cigars, took advantage of the great public interest in the formation of the Bull Moose party by sending out to various cigar retailers who handle their goods a number of attractive signs and handbills which were clever advertising for this firm. They were shown in many windows. One of the cards read as follows:

"The Bull Moose party was not named after the bully moos cigar, because it is a stand-pat cigar. It has been, however, the standard of five-cent quality on the market for twenty years."

In addition to this selling talk the sign carried a handsome reproduction of a bull moose standing in his native haunts. In order to draw further attention to the Moos cigars, this company offered a reprint of the moose picture, 10 by 12 inches in size, in exchange for six Moos bands.

The dealers who watch for such opportunities as these, and without any hesitating, take advantage of them, are the ones who are up among the leaders.

Readers of The Tobacco World are invited to write to the Editors, expressing their opinions on trade matters. All communications to receive attention must be signed.

Enormous Increase In National Cigarette Output

Forty Per Cent. More Manufactured In September Than In Same Month Last Year

The quantity of cigars, cigarettes, snuff and smoking tobacco as turned out upon which the internal revenue tax was paid during the month of September, is as follows. The large increase on the cigarette production is especially worthy of notice.

	1912. Number.	1911. Number.	Increase. Number.
Cigars	638,710,810	636,713,193	1,997,617
Little Cigars	91,532,800	104,240,720	*12,707,920
Cigarettes	1,183,664,244	818,762,644	364,901,600
	Pounds.	Pounds.	Pounds.
Tobacco	33,215,820	33,365,153	*149,333
Snuff	2,493,161	2,674,686	*181,525

*Decrease.

Navy Department Opens Bids For Tobacco

Fifteen Companies Submit Estimates—Sailors Are Now Testing Samples After Which Awards Will Be Made

The bids submitted by different tobacco companies for the supply of tobacco for the sailors of the United States Navy were opened in the presence of a number of representatives of the competing concerns in Washington last Tuesday. The bids were for 125,000 pounds of tobacco. The estimates on samples A, B, C and D, given in cents were as follows:

	A.	B.	C.	D.
American Tobacco Co.	36	37	38	35
Clark & Co., Bedford City, Va.	35.75	37.5	38.5	
E. A. Davis & Sons, Baltimore, Md.	39	39.5	38.5	35
R. W. Geldhart, New York City	37	38	39	40
Liggett & Myers Tobacco Co., St. Louis, Mo.	36.5	37	38	38.5
Larus & Bros., Richmond, Va.	36	36	36	36
F. H. Leggett & Co., New York City	34.5	36	37.93	38.5
Maclin-Zimmer Tobacco Co., Incorporated, Petersburg, Va.	38.95	37.95	36.95	35.95
Martin Bros., New York City	40.5	39	37.5	
Metropolitan Tobacco Co., New York City	36	37	34.5	38
National Contracting Co., New York City	39.9	38.69	37.1	
John Rothschild & Co., New York City	37.41	36.42	32.42	37.88
Strater Bros. Tobacco Co., Louisville, Ky.	37	37		

New Method For Canceling Revenue Stamps

Order Issued By Commissioner Cabell Allows Perforation, Which Is Considered Improvement Over Present System

In a ruling just issued by Commissioner Cabell, of the Internal Revenue Department at Washington to collectors, manufacturers may hereafter cancel stamps by perforation instead of the several methods now allowed. This plan is considered an improvement over the stamping system, as the factory number and district is not made so indistinct as to be unreadable. The possibility of refilling is also said to be more remote by the perforation cancellation as the cancellation is more easily read than formerly.

"Batschari" German Cigarettes For American Trade

Famous Foreign Brand to be Marketed in This Country by New York Men Who Are Now Forming Concern for the Purpose

AMERICANS, who have visited Baden-Baden in years past have undoubtedly seen the superb show place of A. Batschari, who has long been known as the favorite cigarette maker for the German Emperor Kaiser Wilhelm.

The Batschari cigarette is typical of the goods which are usually credited as being favorites of reigning monarchs. They are blended from the finest Turkish tobacco, and made with the long stem mouth piece of card board.

A coterie of club men in New York, who have smoked these cigarettes, during visits to Europe, have just formed a little company backed up by ample capital, to market these goods in the United States. Their plans are just about completed for pushing the Batschari cigarettes in a very novel manner, and full announcement of these will be forthwith coming in a few days.

John E. Sutter, of L. P. Sutter & Co., New York tobacco importers, sailed for Havana, Cuba, October 25th, accompanied by his wife. Mr. Sutter is going on a business and pleasure trip and expects to be away about three weeks.

"Brennig's Own" Cigarettes

Favorite Little Smokes Making Great Headway in New York Clubs, Cafes and Stores— Mrs. Brennig, Wife of Nobleman, Pushing Project

DURING recent months, the members of the smart set in New York, and exclusive club men, who are cigarette smokers, have been flashing a tin, containing twenty cigarettes, which they usually proclaimed the best smoke they had had for a long time.

The cigarettes were particularly noticeable owing to the fact that the strands of tobacco were not clipped on one end. These cigarettes which retail in a box of twenty for fifty cents, were marketed under the brand "Brennig's Own" being made by Mrs. A. C. Brennig with offices at 501 Fifth Avenue, New York.

The initiated were quite aware of the fact, that Mrs. Brennig was previous to her marriage Miss Amy Coudert, a sister of the famous Coudert brothers, lawyers of New York City. When a young girl, she was married to McKenzie Semple, once an Assistant District Attorney of New York City, and in 1894, after the death of Mr. Semple she married Baron B. Frederic Brennig, a nobleman of an old Austrian family. Not long since Baron Brennig's health failed, and his wife determined to engage in the cigarette business rather than become a pensioner on her relatives and friends.

As a result of this determination "Brennig's Own" cigarettes were put on the market, and the business has grown to such proportions, that it is now attracting the attention of prominent society and business men, who are seriously considering the investment of a large sum in pushing the cigarette, not only in New York, but throughout the country.

Harry Payne Whitney, is mentioned as one of the possible backers of the new enterprise. This gentleman is by no means a stranger to the cigarette and tobacco industry, as his late father was a holder of several million dollars worth of securities of the American Tobacco Company.

"Brennig's Own" cigarettes are to be found in nearly every leading club in New York, the "Union," "Lotus," "University," "Union League," and have been for months a special favorite of the Lambs Club, where duping the months of September and August alone the sales were reported to have exceeded that of any other brand.

THE TOBACCO WORLD

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STATEMENT OF THE OWNERSHIP, MANAGEMENT, ETC., OF "THE TOBACCO WORLD" PUBLISHED SEMI-MONTHLY AT PHILADELPHIA, required by the postal laws and regulations.

By the Act of August 24th, 1912.

Name of Editor—J. Lawton Kendrick, Philadelphia, Pa.
Managing Editor—J. Lawton Kendrick.
Business Manager—S. A. Wolf, Philadelphia, Pa.
Publisher—TOBACCO WORLD Corporation.
Owners—J. Lawton Kendrick, S. A. Wolf, K. G. Kendrick.
Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities: None.

(Signed) J. LAWTON KENDRICK.

Sworn to and subscribed before me this 2nd day of October, 1912.

JOHN M. HOLTON,
(Seal) Notary Public.
(My commission expires February 21st, 1915.)

TheWorld's Policy Vindicated And Appreciated

Since the new management took hold of THE TOBACCO WORLD, some three years ago, the publication has more than tripled its circulation. This growth has been a natural one. It has not been forced by artificial means, such as premiums, special-prize reductions, trial orders, or any of the "catch-penny" methods, often resorted to by circulation boosters. The gains have resulted alone from the fact that THE TOBACCO WORLD is just the kind of a paper that the trade has been seeking.

As evidence of this, THE TOBACCO WORLD has been receiving scores of letters from old subscribers, who have recognized the improvement in the paper, and from hundreds of new subscribers who, having seen a sample copy, have been quick to appreciate its many individual and distinctive features.

One of the letters which recently reached our office reads as follows:

SEATTLE, WASH., October 15.

THE TOBACCO WORLD,
102 S. 12th St.,
Philadelphia, Pa.

Gentlemen:

Enclosed please find our check for one year's subscription to THE TOBACCO WORLD.

We have intended to send in our subscription to your paper for the past six months, as we have read many issues and have classed it as one of the best TOBACCO PUBLICATIONS issued. THE TOBACCO WORLD is a publication that every wholesale and retail tobacco dealer should read, as we find much in each issue that keeps us in touch with the tobacco market and that which is going on in the tobacco business throughout the country.

If you have six extra copies of the September issue, we would like you to send them to us with bill to cover same.

Yours very truly,
WOOLLEY & Co., INC.,
Per H. S. Woolley, Sec'y & Mgr.

We do not know personally the writer, but we believe that he has struck a keynote that is worthy of the consideration of thousands of jobbers and retailers who have not yet joined THE TOBACCO WORLD family. At the present rate of growth, THE WORLD circulation will be the largest in the tobacco field within a short time.

While we are not prone to pin bouquets on ourselves, or to loll in the editorial chair, with smiles of self-satisfaction, we believe that the policy of the WORLD in throwing open its columns for the dissemination of unbiased news, about every phase of the trade, the publishing of spicy facts about the non-advertiser, as well as the advertiser, of devoting a large measure of its pages to educational articles of special interest and assistance to the live retailers and jobbers, is a policy that will win out in the long run.

It is certainly encouraging to know that this policy, inaugurated three years ago, is vindicating itself, not only in our gains in circulation, but in the corresponding gains in patronage from alert manufacturers, who want to reach an intelligent audience, such as THE TOBACCO WORLD commands.

Famine in Turkish Cigarettes Not Improbable

Advances in price, forecasted by certain manufacturers of Turkish cigarettes, are simply the forerunners of other advances which must necessarily come if the present state of the Turkish tobacco market continues.

Turkish tobacco today is 25 per cent. higher than it was a few months ago, and as the war in the Balkans is likely to continue for some time, not only upsetting the financial conditions, but seriously curtailing the production of tobacco, further advances can be expected. Indeed, manufacturers of Turkish cigarettes will be lucky if they do not find their supplies entirely cut off, and a resultant famine in the leaf of this character.

Turkish cigarettes have been sold at such a close margin by the retailers, that any advance in the price, will make their sale at the present figures almost impossible, and they will have to exact a proportionate advance from the consumer.

It is hoped that conditions in the Orient will adjust themselves before the manufacturers on this side find their present leaf stock exhausted.

Another Burden Proposed For Tobacco Industry

It seems as if some of our Congressmen, having nothing else to do, are lying awake at nights dreaming of schemes to fetter business and impose new burdens upon the various branches of the manufacturing industries.

The latest evidence of such congressional meddling emanates from the fertile brain of Congressman Warburton, who says that he represents Washington in Congress. It is the plan of this dreamer to put the screws on the tobacco industry and the tobacco consumers of this country, and squeeze from them $138,000,000 within the next five years for the construction of a military road extending across the United States.

He proposes to get this money by putting in force the excessive Revenue Act of 1879, which was a temporary measure meant to raise money to pay off some of the debts which the country had incurred in the conduct of the Civil War.

In justification of his plan, Warburton says, and he does it without smiling, that the present tax on tobacco is too small, and he means to introduce a bill in Congress which will give him the money to build his road.

While we have no fears that Warburton's plan is likely to be enacted, we would warn the manufacturers of cigars, cigarettes and smoking tobacco to be prepared to combat this snake and scotch it as soon as it shows its head at the National Capitol.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York

Eugene Vallens Re-enters Cigar Field

New Factory at Third Ave., and Forty-ninth St.,—Specialize on High Grade Goods Only

THE Gene-Vall Cigar Company, Inc., received a charter during the past fortnight, to engage in the manufacture of cigars in New York City. This new concern is organized by Eugene Vallens, J. M. Roeder and Reuben Grunauer, and marked the re-entrance in the cigar manufacturing field of a man who was for many years a leader in the production of high grade cigars in this country. It was from the Vallens factory it is recalled, that the "La Preferencia" originally came and won its way to the point of being among the largest selling brands in the United States. This brand was eventually purchased by the American Tobacco Company about four years ago, at which time Mr. Vallens withdrew from active business.

The Gene-Vall Company has leased a splendid factory at 801-803 Third Avenue, New York, northwest corner of Forty-ninth Street. Mechanics have now nearly completed the work of getting it ready for occupancy, so that they may commence manufacturing about November 10th.

Mr. Vallens informed THE TOBACCO WORLD that they will specialize in high grade goods only; basing their policy on quality rather than the quantity, for the success of the new venture. He has been in the leaf market for several months and has purchased already some splendid lots of Havana tobacco, as well as some Connecticut broadleaf. Their output will include two distinct types, clear Havana cigars and the Connecticut broadleaf wrapped piece of goods.

Mr. Vallens' ripe experience in the field, together with his personality and large circle of friends augers well for the immediate success of the new concern.

Petition Filed Against Henry Spies Company

A bankruptcy petition, was filed on October 22d, against The Henry Spies Cigar Company, who had been conducting a retail shop at 705 Broadway, New York.

Lewis Weiss, is the largest creditor with a claim of $1,465 and the liabilities of the company are placed $5,000 with possible assets of $2,000.

George and William Wolf, who, at one time, composed the firm of Wolf Brothers Cigar Company, manufacturers at 432 East 75th Street, have filed a petition in bankruptcy. The liabilities are placed at $1,732, with assets of $1,579.

What "Charles The Great" Boosters Are Doing

William C. Rosenfeld, one of the travelling staff of the firm of Salvador Rodriguez, who covers territory in the South and West for the "Charles The Great" cigar, has been in New York during the past ten days, and left for his headquarters in Chicago on October 26th.

Mr. Rosenfeld is the son of Mike Rosenfeld, who has been with the same house for over twenty-five years, and who has made "Charles The Great" one of the most popular clear Havana brands in the Middle West.

Claude E. Turner, of the same factory, left New York on Monday for a trip up the State, which will take him as far West as Buffalo. Mr. Turner is now covering New York State, Philadelphia, Baltimore and Washington for this house.

H. W. Peabody & Company Take "Petronia" Account

Arrangements have been recently concluded, whereby Henry W. Peabody & Co., the export and import house of 17 State Street, who are very large factors in the importation of Manila cigars, have assumed the American agency for the "Petronia" brand, made by Lopart & Co., in Havana.

This brand has been on the market for only a short time and the account was first handled here by Fernando Mesa, who relinquished the account last summer.

R. S. Toby, of the cigar department of Peabody, stated that they had a long time contract with Lopart & Co., and that the new goods showed much improvement. Quite some headway for a comparatively unfamiliar brand has been made.

Chas. H. Sutcliffe New Philip Morris & Company Official

Charles H. Sutcliffe, who has been superintendent and purchasing agent of the Philip Morris & Co. factory, has been appointed to succeed the late William King, assistant treasurer, who died of pneumonia. Mr. Sutcliffe has been connected with Philip Morris & Co. for over four years and in that time has been instrumental in the successful operation of the employes' Mutual Aid Association, having charge of the funds.

New Jobbing House For Brooklyn

J. B. Black, formerly connected with the firm of Suarez, Crespo & Black, manufacturers of clear Havana cigars, is making arrangements for opening a jobbing and retail business at 65 Court Street, Brooklyn. He expects to make a clear Havana cigar and to also go extensively into the handling of other brands.

Tampa Manufacturer Dies In New York

Espanislau Ortiz, of Ortiz & Caras, Succumbs While On Business Trip

ESPANISLAU ORTIZ, one of the founders of the well-known Tampa cigar factory of Ortiz & Caras, died in New York City, October 30th, of pneumonia. Mr. Oritz arrived in New York several weeks ago on a business trip and was taken ill at the Hotel America whence he was removed to Miss Alston's private hospital in 61st Street where he died. His wife was immediately notified in Tampa and arrived in New York to take charge of the body which will be sent to Tampa for interment.

Senor Ortiz was one of the old-time Spanish manufacturers who helped to make Tampa known for its high-class cigars. He was a gentleman of fine personality, high character and unimpeachable business probity. He was 62 years old.

Manila Cigar Strike Broken

LATE cable advices from Manila, state that the strike of the Manila cigarmakers has been broken. At one time there were 14,000 operatives idle and these are gradually returning to work. On October 28th 2,500 reported for work and it is expected that others will follow. The strike has lasted about a month having been brought about by the workers' objections to the registration law. Those who have returned to work have complied with the law. The supply of Manilas had not as yet been affected in this country.

Jac Wertheim Off For French Lick Springs

Jac Wertheim, president of the United Cigar Manufacturers Company, has been out at French Lick Springs for the past fortnight taking a well needed rest after a strenuous summer's work. This is the first summer in several years, that Mr. Wertheim has omitted his annual European trip.

Robert E. Lane Comments Upon Outlook

Robert E. Lane, the general American, and Canadian representative for the "Partagas" cigar reached home last week from a quick trip out Chicago way.

Mr. Lane said that he found business in exceptionally good condition in the Middle West and that the year now closing would show that "Partagas" had made some very pronounced gains in the United States.

Many of the jobbers are featuring this brand as their leader in Havana-made goods, and the effects of this policy have been finely displayed, on Mr. Lane's order files.

Manuel Alvarez & Company To Branch Out

According to Manuel Alvarez, of Manuel Alvarez & Co., that concern will increase their acreage in the Porto Rico plantations and expect to raise more shade-grown wrappers than formerly. They have already made arrangements for the work, sending thousands of yards of the cheesecloth to be used in raising the leaf.

They report that the 1911 crop has been moving along very satisfactorily. They are now pushing some stripped fillers, which are sold in barrels. The barrels average 110 pounds and are selling at from 40 to 60 cents.

Harry Roberts, the Tampa manufacturer, reached New York on the 24th ult., and has been quartered at the Imperial for a week's visit. Mr. Roberts says that all Tampa manufacturers are well engaged at the present time, and that business looks to be in much better shape than it was a year ago this time.

Daniel G. Reid Elected Head of New Tobacco Products Corporation

M. Melachrino and W. H. Butler Chosen As Vice Presidents---Will Act As A Holding Company

NEW YORK, November 1.

AT a meeting of the board of directors of the Tobacco Products Corporation, held yesterday, Daniel G. Reid was elected president and William H. Butler and M. Melachrino were made directors and vice-presidents. Mr. Butler, who is chairman of the board of the Surbrug, Co., recently taken over by the Tobacco Products Corporation as a nucleus of the new $50,000,000 combination, will be in charge of the operating end of the concern. Mr. Melachrino is the president of the recently incorporated business of M. Melachrino & Co., Inc., that was also acquired by the Tobacco Products Corporation.

Besides Messrs. Butler and Melachrino, Albert H. Wiggin was elected to the board of directors of the Tobacco Products Corporation yesterday. These men succeed Thomas Cochran, Jr., Roberts Walker and Joseph A. Bennett, who were chosen a short time ago as temporary directors. Here is the permanent board as elected yesterday: William H. Butler, J. Horace Harding, Francis L. Hine, Miltiades Melachrino, Seward Prosser, Daniel G. Reid, John D. Ryan, J. DuPratt White and Albert H. Wiggin.

In this connection J. D. White, of White & Case, who handled the legal end of the combination, said:

"Such organization indicates the intention of the Tobacco Products Corporation not to become an operating company but a holding company extending to its various units necessary financial support and permitting such units to operate under their own boards and officers."

Of the $50,000,000 authorized capital stock $5,000,000 preferred and $10,000,000 common have been issued up to the present time. The new corporation is backed by Mr. Reid and his associates.

South Carolina 1912 Crop Shows Increase

A report issued from the State department of agriculture of South Carolina last week shows the 1912 tobacco crop to be 24,337,912 pounds, which was sent to market for $2,653,443.68. The crop this year shows an increase of 13,259,917 pounds, worth $1,303,290.28, over the crop of 1911. The average price per pound in September of this year was 11.90 cents as compared with 12.3 cents last year.

Late Trade Jottings

A new retail cigar store was opened recently by T. W. Hill at 415 Superior Street, Toledo, Ohio.

A. R. Tozier, a retail cigar dealer of Portland, Oregon, has been compelled to move from his old stand at Seventh and Morrison Streets, and has located in front of the Eaton Hotel. A large office building will be erected over the site of Mr. Tozier's former store.

A new retail store has been opened at 85 Broadway, Detroit, which will do business under the firm name of Waldron & Formen. Mr. Formen will have active charge of the stand.

William H. Clark, at one time a member of the tobacco concern of Clark & Snow, of Scranton, Pa., died recently, at his home in Brooklyn, at the age of 68 years. A widow and daughter survive him.

PHILADELPHIA.

All Lines Hustling in Quaker City

Ideal Weather Boosts Sales of Dealers—Leaf Market Takes Spurt

WITH the approach of the holiday season and its consequent rush the local factories are finding it a difficult matter to make good on promised orders. The "help wanted" signs are to be seen at all sides and a cigarmaker to be turned down on account of inefficiency at this time must be a poor hand indeed. The box factories are also working to their capacity in an endeavor to keep in step with the cigar men.

The retail trade is in an especially flourishing state. The weather has been almost ideal and October sales will probably reach a high water mark. Box sales around the central section are reported at every hand, which surely indicates that money is more plentiful than several months ago.

The leaf market has taken a spurt and most every kind of tobacco is finding ready purchasers. Havana and 1911 Pennsylvania have the lead at present, although Connecticut and Wisconsin binders would find buyers were this leaf not so scarce. Florida is selling evenly, although sales are said not to be large.

New Factory For Sig. C. Mayer & Company

Owing to the tremendous demand for their cigars within the past year Sig. C. Mayer & Co., have made arrangements to move to a new building they have secured in the wholesale leaf district. The final plans have not been announced as yet, but unless their present arrangements must be changed later they will occupy the new plant about the first of the year.

The factory at Fifth and Lombard Streets has become crowded as the Mayer business grew and at the present time is wholly undesirable for the firm. The new establishment, it is stated, will have a much larger floor space than the old one.

P. H. Gorman, vice-president of the Porto-Rican-American Tobacco Company, spent a few days in Philadelphia last week accompanied by his bride who was a former Philadelphian, Miss Craven. While in this city, he and his bride were royally entertained by friends.

Eli J. Paris, son of the Baltimore cigar manufacturer, B. Paris, proprietor of the Manchester Cigar Company, is calling on the city trade in the interests of the Manchester products. They specialize on small cigars. The wholesale house of Harry D. Narrigan & Co. are local jobbers of their goods.

More Dealers to Handle "Havana Ribbon"

THE increased demand for "Havana Ribbons" is severely taxing Bayuk Brothers Company's facilities for production, for while their Philadelphia plant and out-of-town factories are running full-handed and overtime, the unfilled orders continue to accumulate.

J. C. Revercomb, Southern representative, at the present time visiting Baltimore, where William Deiches & Co. are distributors, is accompanied by Joseph McFetridge, of the home advertising force, and has inaugurated an extensive advertising campaign on the "Ribbon" in the Monumental City.

Dave S. Achenbach, Pennsylvania-New York Representative, is covering the latter State and securing some large business there. He placed the "Havana Ribbon" with C. D. Manning for the Syracuse territory and with P. J. Wald for the Utica territory.

A. M. Thompson has just completed an extended Western trip and reports "Havana Ribbons" continually increasing in popularity.

Pushing "Satisfaction" In Philadelphia

Charles Buck, District Sales Manager for Strater Brothers Tobacco Company, Louisville, Ky., and a crew of five salesmen, have been working in Philadelphia during the past few weeks pushing a new brand of cut plug tobacco called "Satisfaction." This brand is put up in a neat red paper package and has taken a quick hold in this market. J. Harvey McHenry, the local sales agent for Strater's, expresses himself as well pleased with the progress of the campaign.

Terry & Duncan, 10th and Chestnut Streets, recently placed their order for holiday goods. Prominent brands included are those from such well-known factories as Sanchez & Haya, Cortez, Romeo y Julieta, Upman, Castaneda, and Luckett, Luchs & Lipscomb.

Jerome H. Sheip, connected with the firm of Sheip & Vandergrift, celebrated the 25th anniversary of his wedding on October 11, at which time all his friends connected with the trade were present, and a most enjoyable time was had. This little celebration was also made to serve in part with the birthday of Mr. Sheip, which occurred about a week previous. Mr. and Mrs. Sheip were the recipients of many beautiful gifts of silver. The event throughout was most enjoyable.

Quaker City Items

Jacob Labe, of Benjamin Labe & Sons, is again home after being at the Amsterdam inscriptions for some time attending the sales for his firm.

William T. Taylor, United States representative of the Romeo y Julieta factory, spent several days among the local trade this week.

Mr. Dobler, of the V. Guerra, Diaz & Co., booked a number of desirable orders while in Philadelphia this week, including one from J. G. Atherholt, 111 South Broad Street.

"Benny" Falk, of the A. Falk Tobacco Company, New York City, was doing a nice business in Philadelphia this week.

Luckett, Luchs & Lipscomb, are working overtime in an endeavor to catch up with their orders on "Reynaldo," their 10-cent leader.

Sidney Cahen booked some attractive orders for E. Regensburg & Co., while in Philadelphia this week.

Dusel, Goodloe & Co., 112 North 7th Street, are seeking new quarters to accommodate their rapidly increasing jobbing business. Their "Earl Marshal" brand of nickel cigars, is meeting with undiminished popularity.

T. H. Hart Company, 12th and Walnut Streets, have just completed arrangements with a large jobbing house in northern New York, to distribute their "Five of Harts," and "Heartsease."

The sale of these goods has increased to such an extent that it was deemed advisable to establish a permanent distributor in the section.

The cigar department of the Mitchell, Fletcher & Co., 12th and Chestnut Streets store, has just placed an order for a new line of "Alma Mia" cigars, made by H. Anton Bock & Co., 1228 Second Aevenue, New York City.

The old "Chicos" brand, made by the J. F. Portuondo Cigar Manufacturing Company, is still enjoying an era of well-deserved poularity. This brand was at one time one of the most widely known brands manufactured by this firm.

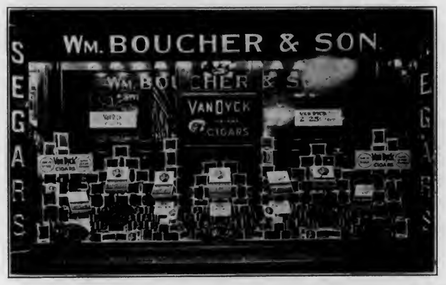
Scarcity of Hands Affects Baltimore Manufacturers

Many Fine Window Trims—New Stand in Casualty Building

BALTIMORE, October 28.

THE manufacturers are certainly digging these days. This fall will probably go down in local cigar annals as one of the best the factory men have ever enjoyed. When trade was dull this summer they were doubtful whether conditions would improve with the approach of autumn, but even if this is a presidential year, it appears that if it has boosted business. The same thing holds true of the jobbing and retail ends.

There are some unusually attractive displays around town. Wm. Boucher & Son are now pushing the "Van Dyck" cigar, a brand which is popular in this city. They are showing a window display on the "La Mega," a cigar made by V. Guerra, Diaz & Co., of Tampa. The cigarette men have also been hustling and everywhere one sees "Fatima," "Tokio" and the many other cigarettes on the market here. Lilly, Dungan & Co. have been popularizing the "Plentius" cigar and have an attractive window trim on this brand this week.



Artistic Display of "Van Dyck" Cigars at Wm. Boucher & Son's Stand.

A new cigar stand will shortly be opened in the Maryland Casualty Building. It is understood that the same firm operating the stand in the Empire Theatre Building are behind the plan.

The lack of hands in this market has hit the Manchester factory hard. When seen a few days ago, Mr. Paris, the proprietor, stated that he could use at least fifty more. While this factory has always specialized on small cigars, they are now doing a nice business on large cigars, which they have been manufacturing for about six months. R. N. Paris, who has been doing the traveling, is away on a boosting trip through Boston and vicinity.

Wertheimer Brothers, who formerly made little effort to cater to the city trade, are now pushing the "El Dallo" and making a number of displays around the city. This cigar has taken a big hold at many points from one coast of the country to the other and the factory is now away oversold.

The building at 222 West Fayette Street, which until lately was occupied by John Dreves, the cigar manufacturer, is now vacant, Mr. Dreves having gone out of business.

A visit to the other factories around town, outside of those mentioned above, elicited almost the same replies, an optimistic view for the future and an earnest wish for more hands.

News of the Burley Markets

Burley Tobacco Company To Contest Suit Filed By State of Kentucky—Light Offerings Continue To Prevail

CINCINNATI, Oct. 28.

THE cigar and tobacco factories throughout this section are working full time, and experienced help is in great demand. It has been many months since as favorable conditions existed in local tobacco circles as at present obtains.

In the Cincinnati cigar leaf market a number of important recent sales are reported. A total of 36 cases were disposed of at the regular Saturday auction on Saturday last. Although the average quality was very ordinary, prices were firm. Included in the lot were 23 cases Spanish, selling at an average of $5.07 per 100 pounds; 9 cases Dutch which brought $3.80, and 4 cases seed which sold at about $3.00.

From Lexington, Ky., comes the report that the Burley Tobacco Company will contest the suit filed against it by the State Auditor for $21,000 alleged to be due to the State because the company was alleged to have carried tobacco insurance risks and collected fees therefor from poolers.

Light offerings continue to prevail on the local Burley leaf tobacco breaks, a total of 316 hogsheads being disposed of the past week. The quality of the tobacco was slightly better than has prevailed in a number of weeks, and the market displayed a firmer tone in consequence. Fancy colory styles were an important feature, and sold at an advance over the previous week's transactions. The price range for the week was $2.80 to $19.75 per 100 pounds, with an average of $7.81, as against $7.44 for 361 hogsheads sold the preceding week, and $7.94 for 998 hogsheads received for the corresponding week last year.

From January 1 to October 25 there were offered 47,132 hogsheads of Burley tobacco on the local breaks. Of this number 8,332 were rejected, leaving actual sales of 38,300 hogsheads as against 36,687 offerings, 8,652 rejections and 28,005 net sales for the corresponding period of 1911. Of the total 1912 offerings to date the Farmers and Shippers Warehouse has disposed of 19,166 hogsheads; Globe Warehouse, 13,310; Bodmann House, 10,149, and The Buckeye Warehouse, 4,507.

Among the active members of the Cincinnati Burley Tobacco Dealers' Association may be mentioned W. D. Spalding & Son, T. H. Kirk, J. B. Heizer & Co., F. W. Dolermann & Son, E. W. Loudon & Co., J. A. Downard, C. MacIntyre, Hite & Hennessy and F. W. Joe Water, all of whom having by their fair dealings and progressive business methods, made this market one of the most prominent in this section.

HULL.

"The Tobacco World," recognizing the increasing importance of the various Burley tobacco markets, will hereafter give full reports of same for the benefit of its many readers in this country and abroad.

all that's new with JOBBERS and DISTRIBUTORS

Seattle Wholesalers Filling Alaska Orders

SEATTLE jobbers have been doing a land office business in the past month. One of the features of the heavy trade has been the large orders received from Alaska retailers and sub-jobbers for immediate shipment. Steamers from Seattle have been compelled to leave several shipments of cigars and tobacco behind on account of the heavy freight they have been carrying.

The cigar makers' strike in Manila, which it was thought might probably delay shipments from the Island, has not had any noticeable effect as yet on the Pacific Coast. Woolley & Co., of Seattle, recently received three large shipments consisting of "La Minangas," "Los Angeles" and "La Insulas." This concern expects shortly to receive some of the most expensive Manila cigars ever shipped to this country. In this lot will be cigars retailing at 75 cents each.

In speaking of the quality of the Manila cigars, Mr. Woolley stated that one reason for bringing these cigars to this country was to show the American smoker that there are as good Manila cigars as of any other kind.

The "Webster" Cigar in St. Louis

Humler & Nolan, of Louisville, have taken the exclusive agency in that city for Y Pendez & Alvarez' "Webster" cigar. They recently received a large shipment of imported cigars for the holiday trade, among them being the well known "Partagas" and "Romeo y Julietta" goods.

Pushing "La Saramita" in Indiana

Albert Smith, the factory representative for the Shields-Wertheim Company, in Indianapolis, Ind., has been working the southern part of that state with the distributor of the "La Saramita," C. E. Schutz. The Terre Haute House cigar stand, which does a heavy retail business in that city, placed a large order with Mr. Smith, which totalled $600.

I. Nathanson, Minneapolis Jobber, in New Location

I. Nathanson, jobber and retailer, of Minneapolis, Minn., who is making himself noticed in that city, has been compelled to acquire a new location at Seventh Street and Hennepin Avenue, where he will be able to take care of his customers better than ever. Mr. Nathanson says he expects to do a larger business than ever when he is well settled in his new store.

London Whiff Brand For Rothenberg & Schloss

Rothenberg & Schloss, the well-known Denver jobbers, have taken on the distribution of the "Panama" a product of the London Whiffs Cigar Company, of Cleveland, O. These goods, which are packed five in a bundle, retail at fifteen cents.

The "John Ruskin" cigar, manufactured by the I. Lewis Cigar Manufacturing Company, of Newark, N. J., has been taken on for distribution by the Hudson County Tobacco Company, of New Jersey. This is a nickel brand, which is going very well wherever it has been placed.

"La Famosa" Takes Good Hold in New Jersey

EKLEINER & CO., of New York, have been pushing their "La Famosa" cigar with fine results in the state of New Jersey. L. G. Gerhardt, of West Hoboken, who has been covering the state for Kleiner & Co., states that they are now on sale in every county in the state. After the first of the year Mr. Gerhardt proposes to make an extensive campaign on "Lord Macauley" seed and Havana cigars throughout New Jersey.

"La Verdad" For Brewster, Gordon & Company

Brewster, Gordon & Co., the prominent wholesale house, of Rochester, N. Y., has taken on the agency of the "La Verdad" cigar of Simon Batt & Co., of New York. The deal was carried through by H. G. Alces, the factory representative of the manufacturers, who has been pushing the "La Verdad" aggressively in that territory.

"La Mega" For Sam Brust, San Diego Jobber

Samuel Brust, one of the oldest cigar jobbers in San Diego, Cal., has taken on the "La Mega" cigar of V. Guerra, Diaz & Co., of Tampa, Fla., and expects to shortly have a wide distribution on this high-grade smoke in that part of California. Mr. Brust will be assisted in this campaign by Harry Robare, the factory man, who has been doing missionary work in the West with good results on this brand.

B. W. McIntosh Representing "Pure Gold"

B. W. McIntosh, a well-known tobacco man, is now representing the "Pure Gold" Tobacco Company, of Greenville, Tenn., and has taken the Western territory, including Salt Lake City, El Paso, Butte City and the Hawaiian Islands. He is now located at 24 California Street, San Francisco. "Pure Gold" is one of the latest independent brands of granulated smoking tobaccos to be pushed on the Coast, and in a comparatively short campaign is one of the leading ones.

Jerome Foley Leaves Brewster & Company

Jerome Foley, who has been connected with the wholesale house of H. P. Brewster & Co., of Rochester, N. Y., has resigned his position. Mr. Foley, who was formerly a member of Foley & Driscoll, of that city, has not as yet announced what line of business he intends to enter next, although a source of information states that he will travel for a well-known cigar manufacturer.

Cobb Cigar Co., New Atlanta Jobbers

The Cobb Cigar Company will shortly apply for a charter to do business as a wholesale cigar firm in Atlanta, Georgia. It will be open for business around the first of December. Among the lines already arranged for distribution are the "Cinco," Otto Eisenlohr & Bros.; "San Felice," Deisel-Wemmer Company., Lima, Ohio, and the Sanchez y Haya goods.

Wholesale Trade Items

Maurice Bernstein, the Boston sub-jobber, has moved from his old location at 2132 Washington Street, to Beach Street, near Harrison Avenue.

Robert H. Patterson, a factory traveling man for the Hernsheim Company, of New Orleans, has been working San Francisco with Glaser Brothers, the jobbers in that territory, for "Hernsheim" cigars.

The newly formed jobbing house, the Alkire-Naylor Cigar Company, of Salt Lake City, has taken on the entire line of the Hernsheim Company, of New Orleans, for the states of Utah and Idaho.

J. W. Blunn & Co., wholesalers, of Springfield, Ill., have taken on the account for the "London Whiff" cigars, manufactured by the London Whiff Cigar Company, of Cleveland, Ohio. They expect to make a whirlwind campaign in that section of Illinois on that brand.

Shipley, Massingham & Co., the Pittsburgh distributors, report an increased demand for the "A. J. Cassatt" cigar, manufactured by the Baum-Jaffe Company, of Philadelphia. A. E. Russell, the factory representative, has been assisting the salesmen of the wholesale house to introduce this brand.

The Tobacco Company, of California, will shortly open a branch distributing store in Portland, Oregon. It will be located at 129 North First Street.

"The "Moses Cleveland" cigar of the London Whiffs Company, of Cleveland, has been placed with the Four States Grocery Company, of Texarkana, Ark., who are wholesale grocers and cigarists in that city. They will feature the cigar in two sizes.

The Wm. A. Stickney Company, of St. Louis, are introducing a new cigar to the trade in that city called the "Randolph." This is a brand made for them by the firm of John G. Spatz & Company, of Reading, Pa. The "Randolph" is a nickel cigar, made in the Londres shape and is packed 100 to a box, coming in two bundles of 50 each.

The Badger Tobacco Company, Milwaukee jobbers, are branching out in the cigar line, their latest acquisition being a Philadelphia brand, the "Coiner" cigar, of the Baum-Jaffe Company. This is a new nickel smoke and has taken a good hold in the East wherever it has been introduced. They expect to push it heavily. They are doing a heavy trade at present in that city on the "La Famosa" cigar of E. Kleiner & Co., of New York City.

The "San Felice" cigar of the Deisel-Wemmer Company is making a big hit with the customers of Lang & Co., of Portland, Oregon. J. H. Duncan, the manager of the cigar department of the Lang Company, recently stated that recent shipments of these goods approximating 100,000 cigars, lasted less than a week and they have wired to the factory for more. The last reports give it that orders on this brand cannot be filled in their entirety by the manufacturers, who are doing a heavy trade in the Middle West and Far West at this time, as well as in the South.

The Parker-Gordon Cigar Company, of Kansas City, have secured the services of D. Norgrove, who will attend to popularizing the "Rey-Oma," the "18 Caret" and "Salome" cigars. He will do sign work and trim windows on these goods.

The jobbing house of Goodrich & Co., of Milwaukee, report a heavy demand for the "Equity" cigar, made by W. K. Gresh & Sons, of Norristown, Pa. The run on the "San Felice" cigar of the Deisel-Wemmer Company has also caused a shortage.

The Wm. Steinmeyer Company, of Milwaukee, who are distributors for the "Rose-O-Cuba" cigar of the Fleck Cigar Company, of Reading, Pa., were recently visited by the factory representative, D. D. Sulkis. They are now handling a new size, the "Little Rose-O-Cuba," which has been taking well everywhere it has been introduced.

Paikopulas & Ratat, cigar dealers, of Milwaukee, have added the "La Famosa" cigar of E. Kleiner & Co. to their many lines, as well as the "William Penn" and the "Little William Penn" of the Theobald & Oppenheimer Company, of Philadelphia. The "El Dallo" cigar was also taken on by them recently.

The "Charles Denby" cigar, manufactured by H. Fendrich, of Evansville, Ind., has been taken on by the wholesale cigar and liquor house of E. Eppstein & Co., of Dallas, Texas. This firm claims to have one of the finest humidors in the South, one which holds over one million cigars. They are jobbers of the "Cuesta-Rey" cigars and the "Charles the Great," of Salvador Rodriguez.

The Straus Cigar Company, of Richmond, Va., are one of the big jobbers in that city. At present they are doing an enormous trade on Porto Rican goods. Their leader in this line is the "Savarona" cigar of the Cayey-Caguas Company. They also do a heavy business on "Sanchez y Haya" cigars and on the "Charles the Great," Salvador Rodriguez.

One of the latest jobbing houses to enter the field, the Alkire-Naylor Cigar Company, of Salt Lake City, Utah, has taken on the "Flor de Baltimore" cigar, made by the Symons-Kraussman Company, of New York City. The place of business of this firm is at 42 Post Office Place. K. E. Naylor is president of the concern and A. A. Alkire vice-president. They are former salesmen for the Hemenway & Moser Co., wholesalers.

The Steffen-Woods Cigar Company, which was formed in Indianapolis several months ago to do a wholesale and retail business, has made application for a change of name. They will hereafter be known as the Woods-Bray Cigar Company. One of the founders of the firm, Charles Steffen, has sold his interest and will go into the manufacturing of cigars. They will continue to operate their four stands in that city and will confine their efforts to the retail business alone.

Branch Store For Geo. L. Storm & Company

George L. Storm & Company have rented a building at 1210 East Main Street, Richmond, Va., and will use it as a distributing center and as a display room for their goods. The building is four stories in height and will fill a long-felt need of this firm, which does a large trade in Virginia, Alabama, the Carolinas and Georgia.

TAMPA TIPS

Cigar Manufacturers Do Tremendous Business—Salvador Sanchez & Co. Working Sundays—Others to Follow—Tampa Box Company Again Operationg

TAMPA, Oct. 27.

THE cigar industry and its allied lines has never had a more prosperous season of holiday orders. Every factory reports the best business in its history and the main obstacle, the short supply of cigar boxes, due to the crippling of the plant of the Tampa Box Company by the recent fire, has been largely overcome. The shipments are averaging 7,000,000 cigars a week and there is every prospect that the rush will continue into December.

Although every available cigarmaker in the city is at work, there is need just now for at least 1,000 more and every effort is being made to recruit the forces by securing men from other cities.

One factory, that of Salvador Sanchez & Co., began today Sunday operation, being compelled to adopt this step because of the rush of orders. Other factories have about decided to do the same thing and, next Sunday, it is expected a half-dozen or more of the larger houses will be in full operation.

Fred Dalton, traveling man for Berriman Brothers, is in the city for a brief visit.

Corral, Wodiska & Co. find it next to impossible to turn out the "Julia Marlowe" brand fast enough to meet the demand.

E. Ortiz, of Ortiz & Caras, is off on an extended road trip. His ultimate destination is Chicago.

Celestino Vega, Manuel Sanchez, Enerique Bendas, Jose Arango and Lawrence Gunst composed the committee of manufacturers which negotiated with the cigarmakers and brought about the amicable settlement of the inspectorship difficulty.

The "bug machine" is still awaiting the improvements which are promised. The machine was operated one day recently for the benefit of A. C. Morgan and G. A. Runner, agents of the Department of Agriculture of the United States, who were here on a visit of inspection.

Rafeal M. Ybor, Cuban Consul in Tampa, has been spending his vacation at Havana.

Jose M. Lozano, Jr., of the Lozano firm, is to spend the winter here, in active service at the local factory. He finds business conditions excellent.

F. Garcia, of F. Garcia & Bros., spent last week in Tampa.

Edward Berriman, Jr. has begun the learning of the business in the local Berriman factory. He has started at the bottom and proposes to master every detail of the trade.

R. H. McArthur has been added to the traveling force of Salvador Sanchez & Co. He will cover the Southern territory.

On a recent visit to the city, Alfred Esberg, of the M. A. Gunst Company, spoke highly of the conditions in the trade throughout the country and was very much gratified at the share of orders received by the Tampa factory.

Cuesta, Rey & Co. announce that their October business has exceeded that of any month on their records. A. L. Cuesta has just returned from Havana, coming by way the East Coast and Jacksonville.

PERFECTO.

New Agreement for Tampa Manufacturers and Hands

Board Appointed Which Will Consist of Two Men, Representing Firms, and Three Cigar Makers' Representatives, Hold Harmony Meeting

TAMPA, FLA., October 27.

FOR the first time since the big strike, the cigar manufacturers of Tampa believe that they have now reached a basis of amicable agreement with the cigarmakers which will enable them to maintain peace in the industry indefinitely.

The various differences which have arisen since the settlement of the strike could all be traced to the equalization agreement which was adopted in 1910 and which was supposed to bind all factories to the observance of certain prices and sizes. Repeated complaints were made that some of the factories were habitually violating this agreement and, in order to keep tab on these factories, the appointment of a board of inspectors was some time ago agreed upon.

It was not long before complaints were made about the work of this board, although the inspectors appeared to be vigilant in their efforts and succeeded in bringing some of the offending factories to account. The cigarmakers insisted that they should have representation upon the board and the manufacturers finally adopted this view. The result was the appointment of a new board, on which are two men elected by the manufacturers and three by the cigarmakers, thus giving the cigarmakers a majority on the board.

At a meeting held last Friday night, the cigarmakers were represented by one delegate from each factory and the manufacturers by one representative or member of each firm engaged in the business. The meeting proved thoroughly harmonious and the cigarmakers present elected their inspectors by ballot. They are Claudio Diarmid, Mariano Arnas and Cecilio Castillo. The manufacturers have not yet announced their selections. The meeting resolved itself into a harmony fest, manufacturers and workmen uniting in expressions of esteem and declaring that they believed all troubles were over and that the industry would proceed without further interruption or disturbance.

This happy outcome is especially gratifying to all citizens at present by reason of the fact that the industry has never had a more prosperous era.

TOO LATE FOR CLASSIFICATION

BRITISH-AMERICAN TOBACCO

We have ready for distribution in a circular showing the rapid and steady increase in the earnings of this company, the steady growth of dividend payments from year to year, the number of subsidiary corporations owned by it with their location and capitalization, and some of the plans of the company for future development.

The circular also discusses in detail the investment and speculative features of this stock, which is one of the most active and prominent industrial securities on the entire list.

Copy will be sent upon request.

L. L. WINKELMAN & CO.
Brokers
Members New York Curb.
44 Broad St., New York.
308 Mint Arcade, Philadelphia, Pa.

LETTERS TO THE EDITOR

These Columns Are Always Open to Readers Desiring Information and to Those Wishing to Express Their Opinion on Subjects of Interest to the Trade

Who Manufactures "King Charles V"?

NEW YORK, September 28.

Editor THE TOBACCO WORLD:

Kindly let me know who is the manufacturer of the "King Charles V" cigar and oblige.

Very truly yours,
R. C. ELVIN.

"King Charles" was registered on February 6, 1911, by Sipe & Glenn, Tampa, Fla.

We have no record of a "King Charles V" cigar being registered.

The "Juan de Fuca" Maker

DENVER, COL., October 23.

Editor THE TOBACCO WORLD.

Some time ago while in a Western town I bought a cigar called the "Juan de Fuca." I think it is a Tampa brand. Can you tell me who the manufacturers are and oblige,

A SALESMAN.

This cigar was registered by Sanchez, Rodriguez & Co., of Tampa, Florida, in September, 1901. They probably still make it. Apply to them.

Manufacturers of the "Peach" Cigar

PHILADELPHIA, October 17.

Editor THE TOBACCO WORLD:

Will you kindly inform me who makes the "Peach" cigar and oblige? I have been asked to secure it for a customer of mine.

Very truly yours,
MICHAEL HORN,
Gen. Gomez Cigar Co.

The "Peach" cigar was registered July 23, 1901, by Vosburgh & Co., Port Byron, N. Y. They probably are still manufacturing it.

Wishes Proprietor of Pennsylvania Factory

PERTH AMBOY, N. J., October 22.

Editor THE TOBACCO WORLD.

Kindly inform us the name and address of the proprietors of Factory No. 71, First District of Pennsylvania, and oblige,

Yours very truly,
H. RIPPEN.

Pioneer Cigar Co., Shillington, Pa.

Manufacturers of "Tom Keene" Cigar

SPARTANBURG, S. C., October 22.

Editor THE TOBACCO WORLD.

Please send me the address of the manufacturers of "Tom Keene" cigars and oblige.

Yours very truly,
W. G. MUCKENFUSS, JR.

Bondy & Lederer, 1st Ave. & 70th St., New York City.

Factory 496, First District, N. Y.

BROOKLYN, N. Y., October 21.

Editor THE TOBACCO WORLD.

Dear Sir:

Will you kindly inform me where Factory No. 496, First District of New York, is located?

Yours very truly,
M. LICHTENFELD.

Answer: L. Englehardt, 184 Williams St., E. Winsburg, N. Y.

Who Makes "Celebrity" Cigarette?

PHILADELPHIA, October 18.

Editor THE TOBACCO WORLD:

A short time ago while on a trip to New York, I purchased a cigarette in a restaurant, called the "Celebrity," which I took a great liking to. Can you tell me where the manufacturers are located. The factory number on the box is 348, 2nd New York District.

Very truly yours,
SMOKER.

The Surbrug Company, 132 Reade Street, New York, operate Factory 348, 2nd New York District.

There's no Law Prohibiting It

NEW YORK, October 11.

Editor THE TOBACCO WORLD:

Dear Sir:—If convenient, will you kindly inform me if there is any law or internal revenue ruling prohibiting the giving away of premiums with paper cigarettes, the article to be packed with the package either inside or outside? Thanking you in advance for the information, I remain,

Respectfully,
F. HARRIS.

Answered: We know of no law prohibiting the action, though unsuccessful attempts have been made to pass such a law.

Wishes Makers of "La Cornelia"

PHILADELPHIA, October 17.

Editor THE TOBACCO WORLD:

Can you tell me who manufactures the "La Cornelia" cigar, a band of which I enclose? Thanking you for this information, I remain,

Very truly yours,
FRANK L. SHIELDS,
6715 Germantown Ave.

Vetterlein Bros., 144-46 North 5th Street, Philadelphia, are manufacturing this cigar.

Another Pennsylvania Manufacturer Wanted

WALDEN, N. Y., October 16th, 1912.

Editor THE TOBACCO WORLD:

Dear Sir:—Kindly inform me as to the name and address of the manufacturer listed under Factory #2724, 1st District of Pennsylvania.

Respectfully,
EDWARD ZIEGLER.

L. B. Miller, Redhill, Pa., uses the above factory number.

Make Cigar Cutters and Lighters

DETROIT, MICH., October 25.

Editor THE TOBACCO WORLD.

Dear Sir:

Kindly give me the name of a manufacturer making cigar cutters and lighters, and oblige,

Yours very truly,
J. C. STAHL, SR.

Answered by letter. Brunhoff Manufacturing Company, Ninth Street and Freeman Avenue, Cincinnati, O.

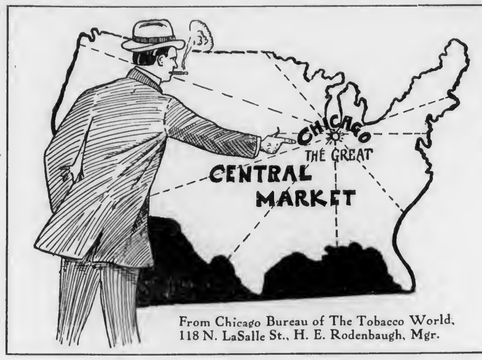
Geo. Walker, Los Angeles Dealer Sells Out

George W. Walker, the well-known cigar and tobacco dealer of Los Angeles for the past thirty years in the wholesale trade, known all over the Coast, has sold his entire business to H. A. Beck. Mr. Beck was formerly connected with Ehrman & Mason, of Portland, Ore. He has been connected with this firm for the past twenty-six years as general manager of their cigar and tobacco trade. As Mr. Beck is an old hand at the trade and as George W. Walker's past experience in the line has been a success, there is no reason why Mr. Beck should not succeed.

Second Stand for Booth Cigar Company

A second store has been opened at 14 Lafayette Street, Detroit, by the Booth Cigar Company. Mr. Booth, the head of this firm, is very well known in Detroit and vicinity, having been connected with the house of M. A. LaFond & Co., and previouse to that being manager of one of the Harry W. Watson stores. It is the intention of the Booth Company to add more stores as the opportunities present themselves.

The cigar privileges for the new Dempsey Hotel, at Macon, Georgia, have been contracted for by the Taylor-Bayne Drug Company, of Atlanta. The Dempsey Hotel will open probably December 1st.



From Chicago Bureau of The Tobacco World,
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

Review of Chicago Trade

Reid, Murdock & Company Purchase Property---Rumor of Big Retail Combination Revived---William F. Monroe to Open Not Later Than Nov. 15

CHICAGO, October 28.

IN common with practically all other lines of manufacturing and selling, the tobacco and cigar men of Chicago are pleased with the present condition of trade and with the prospects for the future. In practically every cigar factory in the city reports are given out that the demand is unprecedented. Tobacco men have their hands full of business in supplying the demands of the cigar dealers. On all hands collections are reported good. The importers and the wholesalers are exceedingly good natured over the calls made upon them and their resources by the manufacturers. Jobbers are doing an unprecedented business. There are no reports of unusually large deals. But the increased consumption of tobacco and cigars, coupled with excellent feeling in the financial situation, tends to make the run of business most satisfactory. Among some of the jobbers there is complaint because of lack of promptitude on the part of manufacturers in making shipments.

In the Retail Trade.

If even a shrewd, skilled reporter or correspondent were to go to the retail stores, big and little, with the most searching inquiry, he would be likely to fail in any attempt to find a dealer who had any complaint to make concerning the volume of business. Perhaps there are no shrewder observers of ordinary public affairs and of trade conditions than the cigar dealer. He has little chats with big men. He hears much wisdom expounded. Many times the store of the small dealer is the gathering place, the club house, for myriads of men who there discuss public events and political movements and even international affairs. As the result of all this, the dealer is in a way to secure an immense amount of information relating to the tendencies of current affairs on his own business.

Hotel Cigar Trade Booming.

The cigar dealers in all the hotels are becoming interested in a most practical way in the prospects for an immense trade in their goods during the holidays. On all sides the indications are unmistakable. As a matter of course, the general cigar and tobacco trade will be affected in tremendous proportions by what is assured to be an extraordinary demand for their goods.

But, to an unusual degree, the situation in the general trade will be reflected in the hotels. The men with the cigar stands in all the leading Chicago hostelries are beginning to have an appreciative understanding of the situation.

Joe Moos, who was appointed manager of the cigar department for Rothschild & Co., has resigned owing to the fact that when the new store was dedicated the department was stationed on the seventh floor, which was not satisfactory to Mr. Moos.

Chas. R. Jacobs, who conducts an attractive store at Fifth Avenue and West South Water Street, secured a nice order for his "Mi Reys," which he handles in twenty-two sizes, from the committee in charge of the cold storage banquet given this week at the Sherman House by the National Poultry, Butter and Egg Association.

The "Lord Salisbury" cigarettes are being pushed to the front in a most skillful and successful manner by W. D. Flenk, who prophecies that the brand will be the largest seller for its price on the market.

Chapin & Gore have added the "Pandora," a high grade cigar in two sizes, made by the Erlich Manufacturing Company, to their offerings. Chapin & Gore's other leaders are: "General Shields," from Marcelino Perez & Co.; "El Gallo," of the Ruy Lopez Ca, and "Atello," of the Ferd. Hirsch Company.

"Pera," a new brand of Turkish cigarettes, is making its appearance in plain, cork and gold tips. It is understood that the goods are to be energetically put before the trade.

W. W. Linn, assistant manager Bull Durham department American Tobacco Company, accompanied by his wife, recently passed through Chicago on a trip of inspection in all the prominent cities west of here. About the first of December they will return to New York. During the great review of the Atlantic fleet in the Hudson river recently the house with which Mr. Linn is connected successfully carried into effect a great advertising scheme. They presented one full size five cent package of Bull Durham tobacco to every one of the 38,016 men in the fleet.

Circulars to the Trade.

From the J. & B. Moos establishment have been issued circulars to the trade, which read as follows:

"Please note following new goods and price changes: St. Leger, little cigars, $8.00 per M; outside Cook County, Ill., $8.25; Tuxedo, 16 oz. glass humidors, per dozen, $8.40; Lucky Strike (roll cut), 16 oz. glass humidors, per dozen, $9.00; Lucky Strike (roll cut), 8 oz. glass humidors, per dozen, $4.50; Imperial Cubes, 16 oz. decorated porcelain jars, per dozen, $14.40; Luxury Cigarettes, per M, $10.95; Murad Cigarettes, per M, $10.70; Mogul Cigarettes, per M, $10.70. Liggett & Myers, new plug cut; Picks, 5 cents foil (4 dozen cartons), per dozen, 48 cents; 10 cent cloth pouch (1 dozen cartons), per dozen, 96 cents, for a limited time only we will give free two 5 cent packages of Dukes Mixture with each ten pounds of Liggett & Myers plug and twist delivered from our stock. This offer positively does not apply in drops. No limit to number of shipments a dealer may buy under free order.

"For a limited time Monopol Tobacco Works will make drop shipments for our account, consisting of ten pounds or more of their high grade smokings, all one brand, or assorted, which may be made up from the entire Monopol line, excepting following brands: Old English, Twin Oak, Maryland Club, Continental Cubes, Monte Cristo and Temple Bar.

"Monopol Tobacco Works will mail our customer check for $1.00 on every ten pounds included in the order; thus, an order of fifty pounds will bring a rebate check of $5.00, etc. All orders under this offer will be shipped direct from factory by express prepaid to destination, thus entirely relieving the dealer from any expense whatever in handling the shipment. 'Go to it'; we need the business."

Gilbert Smith, representing Pendas & Alvarez's "Webster" factory, with headquarters in Chicago, has resigned to take effect January 1st.

The rumor of the formation of a gigantic retail cigar store combination, to include Chicago, is revived with increase in seeming probability of its being well founded. It is supposed that Norman B. Ream, of Chicago, will be a leading, influential factor in the combination, which it is reported will include a large number of cities and be entirely independent.

The Sullivan & Shannon Cigar Company, with a capital of $3,500, has just been incorporated to do business in Chicago; incorporators, William M. Donkin, John J. Sullivan and John J. Shannon.

John H. Taylor, a cigar clerk in the establishment of W. E. Ward, 23 East Van Buren Street, is a candidate on the Progressive ticket for member of the State Legislature.

The Anchor line property, with a frontage of about 175 feet on LaSalle Street and 320 on the river, has been sold to Reid, Murdock & Co. The same company recently bought from Virgil M. Brand, president of the Brand Brewing Company, the property at North Clark Street and the river. They are planning the erection of an enormous tobacco warehouse building, extending from LaSalle to Clark Street. The concern does a large business in cigars.

W. H. Munson, one of the three vice-presidents of M. Melachrino & Co. has returned from New York to resume his place in the headquarters here.

Adolph M. Seckbach, president of Francisco Bolano y Ca, recently made a trip to Cincinnati and Dayton, where he started several promising accounts. Mr. Seckbach pronounces business in Chicago to be first rate and improving all the time.

Simon Lichtenstein, for the widow of I. Latzar, who at the time of his death by accident was a leaf dealer in Chicago, has begun suit against the Travelers' Insurance Company, of Hartford, to recover on an accident policy for $7,500. Other companies in which he held similar policies paid promptly.

Muftizadi Bey, representative of the Pera Cigarette Company, of London and New York, has been in Chicago recently introducing his wares. He reports that his success with leading clubs and hotels has been excellent and that he will have a large trade with some of the leading dealers.

The clerical force of Geo. C. Knight's store has been increased by the employment of David Bushnell.

Personals and Notes of the Trade.

William Kruger, 349 East Forty-third Street, a cigarmaker, has been fined $25 and sent to the house of correction for sixty days for stealing tobacco valued at $35 from his employer, James Isaacson, 71 East Forty-third Street.

B. Spector, of Spector Brothers, has gone to Cuba to lay in a stock of tobacco.

William F. Monroe's cigar store, 124 West Monroe Street, is advertised to be opened not later than November 15th. The fixtures will be ready to be put in place by that time. A fine stock of first-class goods will be found in the company's storage vault and show cases.

In the rotunda of the completed McCormick Building, 332 South Michigan Avenue, has been opened the store of H. M. Schermerhorn—a most elegant establishment with a very high class of trade, especially from tenants of the building.

Among the representatives of the trade a most popular gentleman from London, England, Harry Lederer, representing Oppenheimer & Company, has been showing some very attractive lines of English-made pipes.

J. M. Shea, 420 South Dearborn Street, Girard Building, has established a first-class trade, showing at once the results of his good judgment in the selection of a location, by handling popular brands of goods and by able personal attention to the affairs of his establishment.

In the store of H. R. Swezy, 116 North LaSalle Street, hangs a sign, on which are these words: "Business is good." Even a very brief visit in Mr. Swezy's store will prove to the visitor the truth of the assertion. Especially is the establishment driven with business at the noon hour, when the employes of the City Hall go out for lunch. When asked "How can you sell cigarettes so cheap?" Mr. Swezy replied, "We need the money."

The store at the northeast corner of Washington and Dearborn Streets has been leased to H. M. Schermerhorn, who will open up a fine stock in the cigar and tobacco business on New Year's day. This particular corner affords plenty of opportunity for patronage of men seeking tobacco and cigars—for Dolan's is over on the southwest side and one of the "United" on the northwest.

The "San-I-Fa-Cient Humidor" is coming to the front with great rapidity and popularity in the cigar stores of Chicago. Already the machines are found in the establishments of C. A. Paulson, H. Schermerhorn, J. J. Dolan and Best & Russell. This new humidifier is advertised as a really wonderful cigar show case moistener and air circulator. So far all the Chicago dealers using the machine are united in praising it. The establishment of the manufacturers is at 310 Randolph Street, with a New York office at 80 Front Street.

A large interest in the Wayne Tobacco Company of Fort Wayne has been sold to Hamilton, Harris & Co., of Indianapolis. The concern is one of the largest jobbing houses in the State. Albert Bunch will remain in his place as president and general manager.

The Educator Cigar Company, with $2,500 capital, is one of the latest business concerns to be incorporated in Chicago. The incorporators are Rudolph Frankenstein, John J. Lupo and Thomas J. Lynch.

Great sorrow is manifested among representatives of the tobacco and allied trades by the announcement of the death of Sig. Stein, who made his headquarters in Chicago, traveling for Shields, Wertheim & Co., of Cleveland.

Mr. Jacobs of Gonzales cigar factory, Philadelphia, is among the welcomed visitors in Chicago.

Harry Curry, the Missouri representative of the Best & Russell Co., who makes his headquarters in Kansas City, was in town recently.

J. B. Bauer, the "Abbey" man of the United Cigar Manufacturing Company, is making a stay in Chicago to develop trade in his brand.

Among the new charters granted for doing business in Chicago is the Benson Pharmacy, capital $9,000; incorporators, John W. Leedle, Charles A. Oswald and Louis C. Stephan.

Fine New Stand for Danville, Ill.

One of the latest up-to-date stores to open started up with a rush on October 21, in Danville, Ill. It is operated by C. F. Randolph and Glenn Greenwood, who claim to have one of the best appointed places of its kind in Eastern Illinois. Free smokes and souvenirs were given away on the opening day and a trio of colored musicians kept the crowd in good humor.

A large electric sign adorns the front of the store and care has been taken to have the interior looking as well. The inside is finished in mahogany. Both Mr. Randolph and Mr. Greenwood are experienced cigar men and with their wide acquaintance should make good in this fine establishment.

T. J. Osborn, Veteran Wholesaler, Dies in Illinois

T. J. Osborn, a well-known tobacco jobber of Decatur, Ill., died, in that city, recently, after a short illness. Mr. Osborn had been in business in Decatur for virtually forty-three years and until a week before his death had been in active charge of his retail store and factory. He was 64 years of age.

Won't Stir Up Free Smoker Question

Commissioner Cabell Abandons Activity in Enforcing Obnoxious Ruling in Cigar Factories

WASHINGTON, D. C., Oct. 28.

THE free smoker's question is to be allowed to rest so far as Royal Cabell, Commissioner of Internal Revenue is concerned. When, last spring, it was announced at the Bureau of Internal Revenue that cigar manufacturers were permitting their workmen to smoke on the premises, and take home cigars, upon which no revenue tax had been paid and that thereby the Government was losing a large amount of revenue which it is entitled to, a wide protest was made by the workmen's unions, backed by the manufacturers themselves. Commissioner Cabell gave the trade to understand that if the workmen are to be permitted to smoke and take home cigars the internal tax must be paid on them and that the loss should be on the manufacturer, as the law could not be interpreted in any other way.

Congress took the matter up and various bills were introduced. One of these which found special favor with Congress was to provide that the workmen could each have a stipulated number of cigars or cigarettes a day, on which the Government would not assess a tax. Commissioner Cabell opposed this bill, as it would be too unwieldy to apply and would open the door to fraud.

The matter was dropped and the subject remained just where it was. Today it was learned that the Bureau of Internal Revenue does not desire to precipitate another such dispute and is willing that the matter shall remain just as it is.

Swint-Davis Leaf Company Moves to Atlanta, Ga.

The Swint-Davis Leaf Tobacco Company, which has been doing business in Newnan, Ga., have moved their plant to Atlanta, that State. They are jobbers of leaf tobacco and have been organized for two years. They have made a specialty of Georgia and Florida tobacco leaf for wrapper purposes.

"Made in Minneapolis" Week Now On

On October 28, the city of Minneapolis started a campaign on "Made in Minneapolis" goods. Dealers in that town have made arrangements to do a big week's business, and cigar merchants are taking full advantage of the event. The Powers-Mercantile Company's cigar department has a cigar making display showing the entire process from the leaf to the finished product. The cigars are made by the J. W. Pauly Cigar Manufacturing Company.

Third Factory for Standard Cigar Company

The Standard Cigar Company, of Cleveland, which operates two factories in that city, has acquired another, the Knorr-Knorr Cigar Company's plant, 4017 Liberty Avenue, Pittsburgh. S. B. Goldsmit, of Goldsmit & Brother, the Pittsburgh dealers, is president of the Standard Cigar Company. George Knorr, who has been managing the recently acquired factory, remains in his old position.

"Frisco" Retailers' Association Growing

At the regular meeting of the San Francisco Retail Cigar Dealers' Association, held in that city on October 18th, eleven new members joined that body. After several matters of importance to the retail trade had been discussed, a committee reported that the dealers had the "26" game situation well under control.

Wills Brothers, of Madera, Cal., whose cigar stand was burned out recently, have opened a stand in the B. McCluskey Building, on D Street. When the new Lacy Robertson Building is completed, they will go back to their old location.

Made in Detroit

MANY CHANGES AMONG CIGAR FIRMS

Spietz & Worch Company Open Factory in Toledo; San Telmo Selects Buffalo---Detroit Cigar Manufacturing Company Closing Up

DETROIT, October 25.

THIS month marks the passing of one of Detroit's oldest cigar manufacturing concerns, The Detroit Cigar Manufacturing Company. The productive force has lately been much diminished and about a week ago manufacturing operations ceased altogether, and all efforts bent toward collection of accounts and disposal of stock and equipment. Geo. McLean, principal owner and manager, will henceforth devote his time to the Harrison Painting and Auto Trimming Company, a newly founded local enterprise that looks, to him, much better than the cigar industry.

The Detroit Cigar Manufacturing Company operated Factory No. 2, First District of Michigan, which would seemingly vouch for its antiquity. The business was founded in 1872, by John McLean, who removed here that year from Bay City. He died in May, 1908. Since that time the business has been under the active management of his son George. The organization, originally known as The Green Seal Cigar Company, was incorporated in 1880 under the present style. Although at one time one of the best known factories in the West, it has, in recent years, fallen back to secondary importance. Scores of men who to-day are successful manufacturers, saw part of their early training and service while working at the bench in the Green Seal factory, as it was always familiarly known.

Two Detroit firms have, within the past fortnight, taken radical steps to secure new sources of labor by opening branch factories in other cities. The Spietz & Worch Co. chose Toledo as their field, while the San Telmo Cigar Manufacturing Company selected Buffalo.

Both will encounter a like difficulty. There is no present available supply of competent cigarmakers in either community. The help will have to be trained and developed to the degree of skill and expertness essential to the quality of goods made by these two firms. But necessity knows no law nor do Mr. Rosenberger and his associates, nor the Messrs. Spietz & Worch recognize any insurmountable difficulties.

The San Telmo firm have temporary quarters at 982-986 Broadway, Buffalo, and opened actively October 21. Mr. Helms is on the ground at present. January 1 they expect to remove to permanent quarters which are now being prepared for them.

The Spietz & Worch Co. opened their branch factory on the 24th ult., at 1147-1157 Doerr Street, Toledo. The plant is under the supervision of Clarence Burns, and as fast as help can be developed it will be devoted to the making of the firm's phenomenal success "Hand Made."

Frederick C. Toms, who for some twenty-four years, off and on, has been connected with the Green Seal factory, will shortly make capital of his experience by starting a little factory of his own. With the advantage of his many years' foremanship in the McLean factory, Fred should have small trouble in developing a tidy little plant.

Jas. J. Bagley & Co. report a satisfactory trade outlook. They are at present engaged in a vigorous canvass of Boston trade with "Old Colony" mixture. Their New York resident sales agent, Mr. Linabury, is giving his personal attention to the Boston campaign.

"Zubelda," announced as a "Turkish (blend) Cigarette," is the latest to make its debut here. It is a rather gaudy, but not altogether unattractive looking package, and is accompanied (each package) by a miniature on metal. The cigarette will doubtless prove an active competitor to "Fatima" and like brands. The P. Lorillard Company accompanied its introduction by some big display in the daily press, which for *dimension* though had nothing on the little fairy tale employed by the ad writer to interest his readers and coax their dimes. It was the kind of an ad that makes a fellow say, "Well, I'll try anything *once*." After that it's up to the cigarette.

Art Klotz, 28 Michigan Avenue, started in business two years ago, October 2. He celebrated discreetly, and profitably, by doing an unusually good day's business.

Glen W. and Floyd W. Schooley, under the style Schooley Brothers, opened October 8 with cigars, tobaccos and confections at 218 Randolph Street, in front of Mittenthal's cafe. One of the brothers was, until recently, in charge of the cigar department of Battle Creek's famous Post Tavern. They will feature as their leading five-cent cigar, "San Sara," made by F. C. Emery, Battle Creek.

With the change in ownership of Hotel Cadillac, Harry Zeese recently, with the Claypool Hotel, Indianapolis, enters as manager. Mr. Zeese is a former Detroiter, having been at different times, proprietor of the Hotel Brunswick, and manager of the Oriental Hotel. He is a capable gentleman of splendid personality.

Harry Elsey, formerly clerking at the Pontchartrain cigar stand, is now in charge of the Harry Watson stand at the new Downey House, Lansing, one of the neatest stands in the state.

"Jack" Wideman, salesman in the Middle West for the Spietz & Worch Company, recently left that firm and has connected with the L. S. Kent Company, of South Bend, Ind.

Thos. E. Humphreys, who has been working faithfully here since March last, in the interest of the Monopol Company, is at present doing some effective labor in behalf of "Twin Oaks" and "Old English Curve Cut." An elaborate and rather costly cut-out, representing a typical tavern scene of the early nineteenth century, is employed as an effective accessory in promoting sales of Old English.

Quite a number of salesmen have been in the city whose names have been repeated with such frequency in these letters that it occurred to me it might be refreshing to your readers were the names, for once, omitted.

S. F. HEAVENRICH.

Two Cigar Manufacturing Firms Consolidate

Surety Cigar Company and Lilies Cigar Company Find it Beneficial to Join Forces—No Change in Firm Name

A RECENT Detroit change that is practically in effect already is the amalgamation of the Surety Cigar Company with the Lilies Cigar Company.

A community of interests has always existed in these two plants since the very beginning of the Surety Cigar Company. The urgent need of the Lilies Company for more space and labor to care for the ever-growing sales of their "La Azora" cigar was the determining factor in this latest move. The Lilies people have long been considering a branch factory in some nearby city.

Such a move presents many difficulties, however, the greatest of which is to secure competent labor. By taking over the Surety factory they have the immediate advantage of a considerable group of skilled operators for their product.

For convenience in conforming to government regulations, there will be no change in the present style of the Surety Company until the close of the year. Wm. Lichtig will continue as the active manager of the plant, and the present leading brands of the company will be maintained vigorously regardless of the change.

New Head For Christian Peper Tobacco Company

Frederick C. Peper succeeds Col. Nicholas C. Bell as head of the Christian Peper Tobacco Company since a meeting of the stockholders on October 18. Col. Bell had been president of the concern for a number of years, during which time there had been a number of suits between him and the Peper family. Frederick C. Peper, who succeeds Col. Bell, was the predecessor of Col. Bell and had been in ill health for some time. He is said to have entirely recovered his health.

The following directors and officers were chosen at the stockholders' meeting; Frederick C. Peper, president; Christian Peper, Jr., vice-president and treasurer; Charles G. Peper, of Louisville, Ky.; Isaac H. Orr, representing the St. Louis Union Trust Company as executors of the will of A. S. Peper, and Paul Brown.

Many Rumors Rife as to New British-American Cigar Stores Company

Said to be Backed by "United"---Denied That James B. Duke, Supposed to be Interested, is in it--Tobacco Products Company, Recently Organized, Elects Officers

INCORPORATION of a $3,000,000 company under the laws of New Jersey to be known as the British-American Cigar Stores Company, last week, caused discussion in the trade as to the significance of this action and aroused curiosity as to the men who are actually behind it.

Inquiries made by THE TOBACCO WORLD in New York and elsewhere have brought about very little authentic information. Rumors that will not down state that it is a counter-movement undertaken by the interests controlling the United Cigar Stores Company to establish a second chain of stores throughout the United States. As the "United" now have close to one thousand retail stores, it can be seen that if the new company is fostered by them, to be in competition with their chain, it will give these interests a tremendous hold upon the distribution of cigar and tobacco products throughout the country.

It is variously stated that James B. Duke, former president of the American Tobacco Company, and now the dominant force in the British-American Tobacco Company, with headquarters in England, is behind the incorporation. This is denied emphatically at the executive offices of the British-American Company in New York. The fact that Mr. Duke has returned to America, and is at present in direct touch with the tobacco trade, lends color to the statement that he is in some way connected with the enterprise.

It is also reported, without confirmation, that George J. Whelan, who helped to organize the "United," is interested in the new corporation. Little light is shed on the question by the Articles of Incorporation which were filed at Trenton, October 17th. The incorporators named are three Newark lawyers: Frank Stuckey, Richard H. Rankin and H. L. Thawless. The fact that Mr. Stuckey is connected with the Bamberger Department Store of Newark, and that Mr. Bamberger, of this store, is related to the firm of Bamberger, Loeb & Co., the well-known New York investment brokers, who first handled the distribution of the new stock of the United Cigar Stores Company, tends to confirm the connection of the new corporation with the "United."

It is also significant that Bamberger, Loeb & Co. are now selling shares in the newly organized Tobacco Products Corporation, the enterprise which was organized to develop the cigarette business.

Whether there is any definite connection between the British-American Cigar Stores Company and the Tobacco Products Corporation, cannot yet be established, but it is stated by those who have investigated the movement, that they would not be surprised to learn that the Tobacco Products Corporation have organized the British-American Cigar Stores Company to act as a distributing channel for their goods.

It is singular that none of the men connected with either of the enterprises, speak with any definite authority as to who will control the business and what will be the policy.

Tobacco Products Company Elects Officers.

Since the last issue of THE TOBACCO WORLD, the National Tobacco Products Company has assumed definite shape by the election of temporary officers, as follows:

Joseph C. Taylor, President, Richmond; Leonard B. McKitterick, Vice-President, New York; Reuben M. Ellis, Vice-President, New York; Joseph A. Bennett, Vice-President, New York; Harry B. Watt, Treasurer, New York; Gray Miller, Secretary, New York; Directors: Joseph A. Bennett, Thomas Cochran, Jr., J. Horace Harding (who will represent Henry C. Frick); Francis L. Hine, Seward Prosser, Daniel G. Reid, John D. Ryan, Robert Walker and J. Dupratt White, all of New York; J. Randolph Tucker and John B. Lightfoot, Jr., of Richmond.

The authorized capital is divided into $30,000,000 common stock and $20,000,000 preferred stock, and the company is incorporated to build up a large cigarette and tobacco concern. George J. Whelan, formerly President of the United Cigar Stores Company, will not be an officer nor a director, but will be employed by the new corporation to give it the benefit of his experience and advice.

It is now definitely announced that the Tobacco Products Corporation has acquired the Melachrino Company. This is confirmed by the election of McKittrick and Ellis as officers of the new corporation. It is reported that Miltiades Melachrino will become factory manager directing the details of the manufacturing end of the cigarette business.

The absorption of the Melachrino Company in addition to the Surbrug and the Khedival companies, gives the new combination a number of well established brands which will enable them to get into the market more easily than they could with unknown brands. It is stated that the Surbrug Company is about to reestablish their old brand "The Duke of York" cigarettes under a new style of packing.

A report from New York state that the Narib cigarette Company is likely to be taken over by the new corporation. The price asked by the Narib Company is $2,500,000. Harry Payne Whitney is one of the prominent directors of the Narib Company.

It is not unlikely that the new corporation will take over several other companies before it actually starts business.

Among the cigarette factories which are mentioned as likely to be absorbed, is one located in Philadelphia and another in New England.

It is expected that the policy of the new company will be to maintain the individual factories which they absorb, as separate enterprises, managed and directed by the same men which now control them, but assisted and supervised by the main-holding company.

Newsy Trade Jottings from Here, There and Everywhere

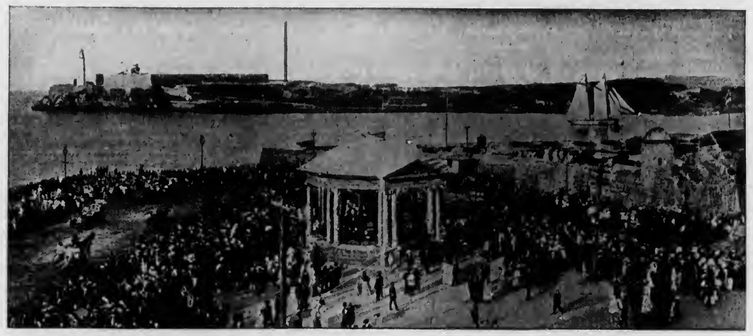
C. W. Miller, a cigar manufacturer of Houston, Wis., has opened his new store in the Toupin Building, that place. He will have his factory in the same building.

F. A. Metzger, a tobacconist of Sixth and Hampshire Streets, Quincy, Ill., has had the entire front of his store reconstructed, making it one of the most attractive in the town.

William Vial, a cigar dealer at the Catawissa trolley station, near Bloomsburg, Pa., has sold it to Boyd Girton, of Bloomsburg.

The Gans Company has been reincorporated in New York, with a capital of $10,000. The men who compose the concern are Moses J. Gans, Joseph Joffe, and John J. Hogan.

C. A. Merritt, a cigar dealer of Danbury, Conn., has sold his store at 285 Main Street, that city, to Adolph Otto, who moved to the location from his former store, 291 Main Street.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, October 26.

DURING the past fortnight business in our market has not kept up to its former mark of the previous one, but this could hardly be expected, as otherwise our stocks would be too soon exhausted. We are now drawing upon our surplus, as the receipts in future cannot be relied upon to give us further supplies of account. However, as long as the sales average 10,000 bales a week, we consider business as very good. There is no change in prices, as holders of good vegas still hold a big drawing card, and buyers are compelled to submit to their pretensions, or do without tobacco.

The year 1912 promises to go down into history as one of the most remarkable ones in the tobacco trade, as it has been full of contradictions from the time the first seedlings were put into the ground last fall, until the present time. The first part of the crop was lost through the heavy, unseasonable rainstorms from November 20th to 22nd, and everybody had the blues, thinking that the next crop would be exceedingly small not alone, but perhaps also unfit for clear Havana cigar manufacturers, as it would be a tardido growth. Now commenced the unexpected part, as instead of our usual dry season in winter, we were favored with sufficient rainfalls to create a splendid, rapid development of the plants, enabling the vegueros to make several cuts, when they had barely hoped to obtain one. The repeated frequent showers, during the ripening of the leaves, were the cause however that the wrapper leaves were all more or less spotted, and this has been the only serious drawback in the 1912 crop. As human nature is very apt to go from one extreme into the other, our early informants of the crop saw everything rose colored, and sent us reports that the 1912 crop would be the very largest that had ever grown in the island of Cuba. Under these circumstances everybody expected to see prices as low as never before, although the opening figures for the German market were fair ones, in view of the expected tremendous crop of Remedios. The unexpected happened again in this instance, as the Germans liked the crop, and under a heavy competition here prices went steadily up, instead of declining. At the same time reports arrived making the crop very much smaller than it has turned out to be so far. To a more or less degree Vuelta Abajo, Semi Vuelta and Partido only repeat the above illustration of facts, but with the difference that this time the buyers of the trust created the favorable impression of our crop, raised the prices, and that since then the American manufacturers followed suit, making our market not alone exceedingly active, but helping to bring the prices to a higher level still. In quantity the whole crop of the island of Cuba is above an average one, but it will never reach the exaggerated first figures published, while on the other hand it exceeds by a good deal the later extreme low estimates. Vuelta Abajo alone is below the average. As the proof of the pudding is in the eating of it, so the fine quality of the 1912 crop has been acknowledged by the verdict of the smokers, which have tasted the same, even being willing to overlook the ugly, spotted appearance of the wrappers.

The prospect is now, that every sprig of the 1912 crop will be sold before we can hope to see the first forerunners of the 1913 growth. Some people pretend to say that if we would have had 50 per cent. more of stocks, they would have been sold also, or, in other words, that the demand has greatly exceeded the supply. Vuelta Abajo particularly has been strongly inquired for, notwithstanding the very high prices. Even Mayari seems to be in good demand now by Germany, although the lower prices may perhaps influence its salability. There is a very great scarcity of second capaduras, and the supply of first capaduras may perhaps be too small for the coming demand this winter.

Sales during the fortnight aggregated 21,953 bales, or which divided consisted of: Vuelta Abajo, 7,544; Partido, 3,311; Remedios, 9,598, and Mayari, 1,500 bales.

Buyers were: Americans, 10,915; exporters to Europe, 7,619; shippers to South America, 476, and our local manufacturers of cigars and cigarettes, 2,943 bales.

Exports of leaf tobacco, from the port of Havana, for the two weeks ending October 19th, were:

To all ports of the United States	11,590 bales
To Bremen and Hamburg	5,189
To Spain for the Spanish Regie	2,430
To Buenos Aires, Montevideo and Africa	701
Total	19,910 bales

Receipts of Tobacco From the Country Were:

	From October 6 to October 19, 1912.		Since January 1, 1912.
Vuelta Abajo	5,115 bales		180,278 bales
Semi Vuelta	1,524		21,488
Partido	1,042		22,714
Remedios	6,889		222,379
Mayari	3,689		10,370
Total	18,259 bales	Total	457,229 bales

Principal Buyers of Leaf Tobacco That Come and Go:

Arrivals—From New York: Max Schwarz, of Max Schwarz; H. Anton Bock, of H. Anton Bock & Co.; Sam Frieder, of S. F. Frieder & Son; Emilio P. Cordero, of E. P. Cordero & Co.; Benito Rovira, of Benito Rovira Co.; Siegfried Friedlander, of Ernst Ellinger & Co.; A. Bijur, of E. Rosenwald & Bro.; Joseph Mendlesohn, of Mendlesohn, Borneman & Co.; Eugenio Lopez, of Eugenio Lopez & Co., and Juan Llera, of Juan Llera.

From Chicago: Charles Salomen, of Lord Lister Cigar Company; August Kuttnauer, of Rothschild, Sons & Co., Francisco Arias, of Francisco Arias; Alfredo Alvarez, of Alfredo Alvarez.

From Tampa: Angel L. Cuesta, of Cuesta, Rey & Co.; Ramon Menendez, of José Suarez & Co.

From Boston, Coleman J. Joel, of C. J. Joel & Co.

From Philadelphia: Julius Vetterlein, of Julius Vetterlein & Co.

From San Diego, Cal.: August Sensenbrenner, of August Sensenbrenner, owner of the Cabrillo Cigar Factory.

Returned—From New York: Herrmann Diehl, of Gutierrez & Diehl, Havana.

Departures—To New York: Julius Moonelis, Sam Mendleschn, Max Herz, Sam Frieder, Max Schwarz, Max Stern, Fritz Lederer and Colonel Alvaro Garcia.

To Chicago: Charles Salomon, Harry Landfield and August Kuttnauer.

To Tampa: Bernabé Diaz, Julio Cosio and Ramon Menendez.

To Philadelphia: Frank Dominguez and Julius Vetterlein.

To San Augustine: Agustin Solla.

To Montreal: Michael Hirsch.

To Quebec. Nicolas Ulloa.

To San Diego, Cal.: August Sensenbrenner.

To Spain: Manuel Muniz.

Cigars.

The showing of the exports of cigars, from the port of Havana, during the past thirty days, as per official custom house returns, is as follows, viz.:

From September 16 to October 15, 1912	19,777,356 cigars
From September 16 to October 15, 1911	14,656,563
Increase in 1912	5,120,793
From January 1 to October 15, 1912	135,905,814
From January 1 to October 15, 1911	142,532,017
Decrease in the first 9½ months of 1912	6,626,203

Apparently the above statement ought to be pleasant reading to our manufacturers, but in reality it is not so, as with the exception of perhaps, at most, half a dozen factories of our largest ones, which might make some money eventually, the remainder are handicapped, not alone by the higher prices of the raw material, fillers and wrappers, but also that the increase in the exports has mostly gone to the larger factories, while the smaller ones did not get their corresponding share. Unless our government should take the bull by the horns and make some reciprocity treaties with those nations that have raised their duties, or levy onerous protective ones, the outlook continues gloomy for the little ones. Whether the new tobacco law, that has gone into effect, will help us in increasing our exports remains yet to be seen. The cost of the guarantee stamp is small enough, 1/5 of a cent for each—therefore the additional cash outlay in fortieth boxes is only 8 cents per 1,000 cigars, and for a cabinet of 10,000 cigars for England only one stamp is needed—but the coming vexations by the government officials in trying to look for technical errors in the affixing of the stamps, clerical errors in the bookkeeping part, etc., in order to impose fines, and for imprisonment besides, is what is worrying our manufacturers most.

There is no particular news to be gleaned by visiting our factories, such as H. Upmann, Partagas, Romeo y Julieta, Castañeda, Sol, Flor de P. A. Estanillo, Eden and the Henry Clay & Bock & Co., Limited, as all are very busy just now in the execution of pending holiday orders, and confess that they have no time to hold any long conversations, or have any particular news to give to the readers of THE TOBACCO WORLD, merely stating that they are all working with full forces and that orders are plentiful.

In order to hammer the iron while it is hot, and in order not to lose time next week on account of our elections on the fifth of November, nearly all factories will work on Sunday, the 27th, and some may continue to do so during the following Sundays, until the holiday orders are out of the way. The demand from England and the United States is very strong, while Germany is still rather backward. France is beginning to order more, and above all Canada seems to be making rapid strides forward to capture the third place of importance in the export lists. The South American republics and Australia are ordering more lively again.

Buying and Selling as Well as Other Notes of Interest.

Sylvester & Stern purchased and received upon previous contracts during the past fortnight 2,150 bales of all kinds of leaf.

Sobrinos de A. Gonzales had a banner two weeks again, as their sales figured up to 5,651 bales of all kinds, but which included 2,430 bales, shipped to the Spanish Regie on the 20th inst., per S. S. Alfonso XIII. They have reserved some stocks for their special customers that were unable to get here early this year.

Don Adolfo Moeller continued to be at the head of the shippers to Germany with 2,143 bales of leaf during the past fortnight.

José F. Rocha was a seller of 1,300 bales of Vuelta Abajo, Partido and Remedios to his numerous clientage.

Silveira & Co. are the next important shippers to Germany from the port of Havana, as they forwarded 1,733 bales of Remedios during the past two weeks.

Herrera, Calmet & Co. disposed of 851 bales of Remedios from their packings, as well as of vegas purchased by them in the country.

Colonel Alvaro Garcia, of Garcia & Vega, of New York and Tampa, made good use of his time while here, as he collected some of the best vegas from the Vuelta Abajo, his total purchases running up to 1,575 bales.

I. Kaffenburgh & Sons figured as sellers to the extent of 715 bales of Remedios and Manicaragua.

Julius Vetterlein, of the eagle eye, and who, we feared, had said good bye to Havana, as of late his sons came to do the buying for the sterling firm of Julius Vetterlein & Co., arrived here, as Caesar did some 2,000 years ago in Gallia, and he might have cabled to his sons the same words, "Veni, vidi, vici." From a reliable source we learned that he only remained here three days, but in this time he purchased some 1,100 bales of prime leaf.

Suarez Hermanos closed several transactions of their extra choice Vuelta Abajo escojidas and vegas, amounting to 642 bales.

August Kuttnauer, the always jovial and youthful looking Andalusian (as his friends call him) spent quite some time here in the interest of his house, Rothschild Sons & Co., in order to make the most careful selection of vegas de fabrica, as well as other classes of leaf. He must have succeeded, as when he left here he had some 1,200 bales to his credit, so his customers may be sure that they will find only the cream of this year's crop.

José C. Puente sold 600 bales of Vuelta Abajo, Partido and Remedios during the past fortnight.

August Sensenbrenner, owner of the Cabrillo cigar factory, of San Diego, Cal., arrived here with his son about ten days ago, in order to find out personally about the state of our market. Having an introduction to Mr. Leslie Pantin, he had one of the best guides, as well as judges of leaf tobacco in our market, and therefore it is almost needless to say that he got through quickly and obtained the choicest kinds of Vuelta Abajo vegas that he was in quest of. The Cabrillo factory is the most important one in lower California, and surely bound to expand still more with the 1912 Vuelta Abajo cigars. He purchased in all 650 bales of Vuelta Abajo.

Don Miguel Gutierrez y Gutierrez must be in New York by this time, as he sailed from Cherbourg, with his family, on the 19th inst. by the S. S. La France.

Besides the Cuban, Spanish and a few American farmers, that own tobacco lands in the famous Vuelta Abajo region, we have heard the other day of one Englishman, Mr. William King Webster, who owns a plantation called "La Vigia," in Arroyos de Mantua, where an extra choice, heavy bodied quality of tobacco is grown, that is used in preference for mixing purposes in the United States. The administrator is Mr. William Dowell, and this year Mr. José Muñiz, of the firm of Muñiz Hermanos, was the lucky purchaser, although he was compelled to pay a stiff price for this packing of tobacco.

Other sellers were: Gutierrez & Diehl, 400; Cardenas & Co., 325; H. H. Strater, 300; José Ménendez, 256, and Muñiz Hermanos, 200 bales.

Other buyers were: Max Schwarz, 878; Frank Dominguez, 641 additional; H. Upmann & Co., 738, and J. F. Berndes & Co., 551 bales.

We omitted to mention that Mr. Sam Mendlesohn, of the important firm of Meyer & Mendlesohn, had purchased the respectable quantity of some 1,000 bales of all kinds of leaf, and from the very best districts, so the customers of this house in the United States can rely upon finding the best classes from this year's crop.

Shippers of tobacco from the port of Havana during the last two weeks were above 300 bales: Sobrinos de A. Gonzales, 2,539; Adolfe Moeller, 2,143; Silveira & Co., 1,733; Leslie Pantin, 1,663; José H. Cayro é Hijo, 1,245; Manuel Suarez, 998; J. Bernheim & Sons, 875; H. Upmann & Co., 777; Sylvester & Stern, 681; J. F. Berndes & Co., 551; Ernst Ellinger & Co., 507; M. Abella & Co., 496; C. E. Beck & Co., 428, and José Menendez, 306 bales.

ORETANIV.

All Lines Moving Well in Cleveland

Stace & Vincent Open Their Second Retail Store—Sig. S. Stein, Chicago Representative of Shields-Wertheim Company Dies in That City; Funeral in Cleveland

CLEVELAND, O., October 26.

THE main topic of conversation for the past week has been the opening of the Hotel Statler. It is one of the finest hotel buildings in this country, and this Sixth City sure has reasons to be proud of it. The hotel is located right in the heart of the shopping district and has every indication of being one of the most successful hostelries in this country. It is right up to the minute in its style, even to the smallest detail.

The hotel opened up on Friday evening, the 18th ult., with a Charity Ball for the benefit of the Babies' Dispensary and Hospital. A great percentage of the proceeds of the ball were donated to this worthy cause. The following evening was the real opening to the general public. This took place in the form of a dinner in which the dining rooms of the establishment were filled to overflowing. In fact ever since that evening one has a hard time to get into the dining rooms. At the present time the hotel has 800 guests and only open a week.

Mr. Seidenberg, the owner of the cigar stand, has placed Harry Parker (formerly of the Ellicot Square Store in Buffalo) in charge. Under Mr. Parker are seven employees. Business opened up with a flourish and has kept up all week. Mr. Parker says that the highest-priced goods have been moving the best. In fact the guests have not stopped to consider prices. Even their highest-priced novelties have gone very fast. The main sellers have been the "Jockey Club," made especially for the hotel, the Benson-Hedges cigarettes and "The Hotel Statler Special."

On account of the Knights Templar's Convention the week previous the retailers did quite a nice business. They all say, "Come again fellows."

Fred Singer, the genial, good-natured salesman of Rossin & Sons Co., spent a few days with the trade.

J. W. Jenkinson, of Pittsburgh, was in town the past week looking over his retail interests.

N. Gleichman reports business only fair. He is selling a few pipes, but says there is nothing startling doing.

Calling on local people the past week was Mr. Heine, of Vadera & Co., also Mr. Hanover, of Kauffman Brothers & Bondy Co., New York City.

Mr. Brown, formerly of the Snyder cigar store at Niagara Falls, N. Y., has come to the Snyder store at 742 Euclid Avenue, this city.

John W. Merriam, owner of the "Baron De Kalb," was with us the past week.

The Pyle & Allen Co., reports: "The fall business up to date has shown a fine increase over last year, both in wholesale and retail. The 'New Batchelor,' our leader, is a five-cent cigar we are short on for the last three months, and find it impossible to catch up with our orders. With present conditions existing we predict a find holiday business."

Clarence Saunders, after spending a week in New York and Boston, at the world's series, being an ardent admirer of the Boston Americans, dropped into Cleveland to visit with Mr. James B. Shields, the president of the Shields-Wertheim Company, a few days on his way West. Clarence is quite an American League booster and felt the Bostons should have won four straight.

Sig S. Stein, northwestern representative of the Shields-Wertheim Company, died Wednesday afternoon in Chicago. His body was brought to Cleveland for burial Saturday the 26th ult., at 1 P. M. His death is felt by his host of friends not only in Cleveland, but throughout the country.

Stace & Vincent, formerly travelling salesmen for the R. W. Jenkinson Company, opened one store on Ontario Street near the Public Square, three or four weeks ago, and will open another store at Fifty-seventh and Euclid Avenue, Tuesday, the 29th ult. It will be souvenir day and every customer that calls will receive a handsome and useful article. These men have been very popular with the retail trade, and their hosts of friends wish them much success.

M.

Shortage on Stogies in Los Angeles

Demands For Smokes Have Jobbers Guessing—E. C. Molen Opens Attractive Cigar Shop—Greenwald Cigar Company to Handle "Rotten" Brand

Los Angeles, October 23

BUSINESS continues to be good in Los Angeles. The retail trade has been unusually brisk during the past week. The jobbers report good business in the city as well as the country, and most of the jobbers are working the shipping departments nights to fill their orders. The jobbers have had a shortage in stogies for the past 30 days and in fact, there is not a stogie in town.

Marc A. Brunner, representing E. Regensburg & Sons, called on the Klingenstein Company, and was very much pleased with the way the "American" is selling. The Klingenstein Company are making window displays on "Admiration" cigars and report this brand gives elegant satisfaction.

Eisenlohr's "Cinco" is showing increased sales every day.

Milo Adams, representing the Surbrug Company, is calling on his distributors, the Klingenstein Company, and doing missionary work with the company's salesmen. He is working hard on "Milo," "Arcadia," "Golden Sceptre Floss Cut" and "Ziz-Zag" paper.

C. W. McCormick, representing Pendas & Alvarez Co., is expected here daily.

Sales of "Y B" and "Spana-Cuba," manufactured by Yocum Brothers, are increasing, from all reports.

Morris Burke, the well known cigar broker, has sold to-day half a million stogies for the Wabash Cigar Company, of Pittsburgh, Pa. The products of this well known reliable factory are satisfactory to the trade and are in great demand.

Benny Straus, vice-president of the Rey-Straus Company, will meet Mr. Rinaldo, their salesman, in Los Angeles, and will make a campaign on the "Mi Rey" cigar for the A. B. Greenwald Cigar Company. Mr. Straus made a special trip for this purpose.

The A. B. Greenwald Cigar Company is expecting the "Rotten" cigar anytime, manufactured by D. M. Frank & Co. In advance of its arrival they have sold over 100,000 of these cigars.

John L. Friedman, salesman for the A. B. Greenwald Cigar Company, has just started out on a sixty-day trip over his territory.

R. J. Gregg has just started on a trip with Park & Tilford's candies, for the A. B. Greenwald Cigar Company.

Dave Frolichstein, manager of the A. B. Greenwald Cigar Company, will leave about the first of November for a trip to San Diego.

Tilton & Crail are proprietors of the Colorado Barber Shop. Do you know them? You don't know Mr. E. M. Crail, the man with the ten thousand dollar smile? Shame on you! Well, listen. Go around and get acquainted. It's worth the price to see Mr. Crail smile, and if Mr. Crail cannot hold your trade with his smile, then go to Tilton and hear of some of the wonderful trips which everyone that has visited Southern California knows as Tilton's Trolley Trips. Tilton and Crail have one of the best up-to-date barber shops and cigar stands in the city. They carry every cigar ever heard of and then some more, and while their clear Havana leaders are the "El Palencia" and "Juan de Fuca," you can get any brand you call for.

Meet Scott Turner, that very astute young man (52 this month). Would you believe it, he presented me with a box of Turner's "Cherokee Creams." But what gets me is the fact that this young man (don't let me forget the 52 years this month) had, less than two years ago, broken into the cigar game as a novice, and has in that time placed three brands of cigars successfully on the market, namely, the "Gonzales Sanchez," "El Arabe" and last but not least, "El Palencia." Turner has a chain of hotel stands consisting of some thirty hotels, and also manufactures his own candy. Turner's "Cherokee Creams" are the best I ever ate. If you don't believe me try them and be convinced.

Ed. C. Molen, the hustling auto man, has opened a most attractive cigar store and barber shop at 614 South Hill Street. That Mr. Molen will do a large business goes without saying, as he is a man with a most pleasing personality, and has a host of friends. Mr. Molen carries a very large assortment of all the popular brands of cigars and cigarettes, as well as an elaborate assortment of pipes. Mr. Molen is showing over twenty sizes of the "El Palencia" (clear Havana, made by Boltz-Clymer & Co., Tampa, Fla.) and says his business has increased over 50 per cent. since making this brand his leader. He is also getting quite a trade on "Regencia," selling over one hundred of this brand per day.

Miss Minnie Creighead, the very charming young lady that has the cigar stand in the Los Angeles Trust Building, reports that business is all that she could desire. While carrying all the popular brands of cigars, Miss Creighead makes "El Palencia" her leader, and carries the brand in about twenty-five shapes and sizes, and says she could sell more if she had them. Miss Creighead also carries several brands of imported cigars.

S. G. Bennet, the popular cigar dealer in the Orpheum Theatre Building, says that if he had about ten more feet of space he could do about 50 per cent. more business per day. Mr. Bennet reports that his business is good, and that the "El Palencia" is going big.

Geo. C. Hardin (or as Scott Turner would say, "the gentleman with the disappearing shape,") says his new Porto Rico "La Saradona," is one of his big sellers, and is running head and head with the "El Palencia" and "La Bara," his two best sellers. George says that by December 1 he expects to see the "La Saradona" around the "200 a day" seller. Hardin's five-cent "Special" cigar is taking hold so strong that he is buying in ten thousand lots now. "Slim," as everyone calls Mr. Hardin, has a host of friends, especially among the traveling men, and they know that when he recommends a cigar it is likely to be the best that money can buy; hence his large business.

Morris Burke has just returned from Imperial Valley and wears a smile that won't come off. He gives as a reason for this that business was unusually good on this trip. He claims that "Post Dispatch," "Havana Sticks" and "Virginia Harned" can be found in the entire Imperial Valley territory now. The above brands are manufactured by Eitel-Cassebohm Company, of Louisville, Kentucky. Further proof of the success of these cigars can be readily seen when one is told that all shipments on the road at the present time are sold out. Local distributors of the above named brands are Klauber-Wagenheim & Co.

Chas. Smith, representing H. Manley & Company, of San Francisco, Cal., who is working in the interest of the well known old reliable "Chancellor" cigar, informs the correspondent that the sales on "Chancellor" this year will reach considerably more than the two million mark. Klauber-Wangenheim Company have been distributors for the above brand in Los Angeles and San Diego for the past 15 years, and have brought good results.

Sid Newman, with the Klingenstein Company, is doing some very effective work with the "Admiration" cigar.

M. B.

Two Big Factors in Pittsburgh Trade

Seventh Avenue Hotel Stands Under Able Management Have Good Patronage

THE Seventh Avenue Hotel cigar stands in Pittsburgh are becoming big factors in the retail trade of that city. They have one stand in the lobby of the hotel and another at 902 Liberty Street, and carry as representative a line of goods as any smoker could wish. A. J. Fleischauer, the manager, takes pride in the variety of the stock and stated that they were able to satisfy the most exacting customers any store ever catered to.

"Webster" Display in Stand at 902 Liberty St. Mr. Fleischauer is shown standing in the doorway

In clear Havana goods these stores now carry Webster" (Y Pendez & Alvarez), "Cortez," "Cuesta Rey," "Principe de Gales," "Tadima," "Gato" and "Duquesne Bouquet." In the standard imported brands their counters show "Romeo y Julieta," the "Bock" brands and those of "Garcia." The best selling domestic brands are "Baron de Kalb," "Girard," "Roi Tan" and "Adlon." And in nickel goods "Cinco," "Tom Keene," "Owl," "Cremo," "Little Bobbie," "San Felice" and "New Bachelor." They have not overlooked the popular Pittsburgh smoke, the stogie, of which they carry a number, in addition to a complete line of tobacco and cigarettes.

Adler & Cohn, the San Francisco retailers, with a store on Powell Street near Eddy, have had the entire interior of their place remodelled and now claim to have one of the best establishments of its kind to be found in the west. They specialize on pipes and have splendid facilities for displaying them, using the south wall of their store for cases.

S. J. Naumburg Dies in Newark Hospital

S. J. Naumburg, a traveling salesman for the Logan Tobacco Company, died from the effects of an operation in a hospital in Newark, N. J., several weeks ago. He was making a trip through the South when he was taken ill. He was hurried North without delay and the operation followed which resulted in his death.

Mr. Naumburg was very well known among the traveling fraternity where sincere regret was occasioned by his death. The funeral was held from his home in Newark, at which many of his friends in the trade were present. He is survived by a widow.

Harry Dinmore

Harry Dinmore, one of the best known salesmen in the northwest, died in a hospital in Spokane after a serious operation. In point of service he was one of the oldest travelers in that part of the country, and at the time of his illness was connected with Liggett & Myers, working "Star" plug tobacco for more than thirty years.

His funeral was largely attended by many members of the traveling fraternity. He is survived by a widow and one son.

Charles P. Young

Charles P. Young, a member of the wholesale and retail cigar firm of Young & Busser, of York, Pa., died in that city recently after an illness of a year. He had been in the South for the benefit of his health last winter and until a short time ago was thought to have been greatly improved. He was survived by a widow.

Eugene Gallagher

Eugene Gallagher, head of one of the largest stogie manufacturing firms of Columbus, Oho, died, in that city, at his home 856 Neil Avenue, on October 19, after a short illness from pneumonia. Mr. Gallagher had never married. He is survived by three brothers, D. A. Gallagher, of York, Pa., and I. X. and Frank D. Gallagher, of Columbus, all of whom were associated with him in the business. He was 47 years of age.

George B. Barnes

George B. Barnes, one of the first tobacco growers of the Connecticut Valley to do things on a big scale, died at his home in Hatfield, Mass., on October 18, aged 80 years. He was said to be one of the first men to demonstrate the possibilities of the Connecticut Valley for raising tobacco of a good quality and texture and is said to have discovered the process of sweating tobacco as it is practised nowadays. He is survived by a widow, three sons and a daughter.

Charles E. Cole

Charles E. Cole, a well-known cigarist of Newport News, Va., committed suicide several weeks ago by shooting himself in the temple. He had been brooding over a recent death. He was forty-two years of age.

Anton Kistenmacher, for some years a cigar manufacturer in Manhattan, N. Y., died at his home there recently. He leaves a widow.

Paul Smith, who was well known in Atlanta, Georgia, as the owner of the Broad Street cigar store, died in that city a short time ago at the age of 44 years, leaving a widow, three sons and two daughters.

William Koolman, a cigar manufacturer of Brooklyn, died at his home in that city, recently. He left a widow and six children.

George Volz, an old-time cigar manufacturer of Baltimore, died in that city a short time ago, aged 69 years. He is survived by a widow.

Joseph W. Goddard, president and founder of the Goddard Grocery Company, of St. Louis, died at his summer home at Shirley, N. H., recently, aged seventy-six. He is survived by a widow and three children.

Edward Schulte, a small cigar manufacturer, of St. Louis, died suddenly in his factory in that city recently.

Cheri E. Sarrazin, who had been in business with his brother, Jules Sarrazin, manufacturing fine cut tobacco in New Orleans for a number of years, died in that city recently at the age of 52 years. The plant he had been operating was purchased by larger interests and Mr. Sarrazin retired from the tobacco trade.

O. K. Roe, one of the best known tobacco leaf dealers of Wisconsin, and at one time mayor of Stoughton, died, in that city, the week of October 12. For thirty or more years he had been engaged in the tobacco trade and handled thousands of cases annually. He had been prominent in both state and county politics.

Large Hawaiian Crop Goes Up In Smoke

First Heavy Harvest, Valued at $40,000, is Destroyed by Fire—100 Acres Under Cultivation

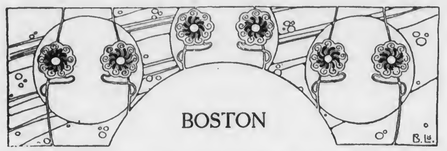
The Kona Tobacco Company, operating in the Hawaiian Islands, reports the loss by fire early last month of its warehouse and entire tobacco output stored in its curing rooms, the only salvage being about 6,000 cigars. This was the first large commercial crop of Hawaiian tobacco, and amounts to about $40,000, including 18,000 pounds belonging to another company. The company had about 100 acres under cultivation this year, and expected to double the acreage for next year.

Another Stand For H. M. Schermerhorn

H. M. Schermerhorn, the hustling Chicago retailer, has leased another location in that city at Washington and Dearborn Streets, and will open it about the first of the year. This makes the third cigar store on the four corners of the above intersecting streets.

Sam Martin y Leon Incorporate

The firm of San Martin y Leon, of Tampa, have incorporated and letters patent have been issued to the concern. They have been capitalized at $100,000, with the following officers: President and treasurer, Jorge Leon; vice-president, Charles Castillo, and Jose Ramirez, secretary.



Both Wholesale and Retail Trade Good—McGreenery & Manning Introduce "Beacon" Cigar

BOSTON, October 23.

THE cigar and tobacco business, wholesale and retail, take it all around, is good. The ball games took a great many men from their business, and the retailers profited by the immense throngs coming and going, buying cigars, tobacco and cigarettes.

The cigar dealers in the hotel and theatre districts sold a great many cigars by the box. The New York contingent had to buy a lot to pay off their bets on the ball games.

Estabrook & Eaton, 53 Boylston Street, have a fine display of Havana and domestic cigars. Their window display is as fine as any in the city. "Benefactor," "Orland," "Back Bay," "Nassau," "Palma De Cuba" and a great assortment of cigarettes, built up in pyramid form, look very attractive.

Ed. Solomon with Bieringer Brothers Company, 12 Dock Square, reports business as coming up brisk. His box trade is large, being acquainted with a good many sea-faring men. They stock up here for their voyages, as they carry a very large and varied assortment of goods.

Hanover Tobacco Company, wholesale and retail tobacconists, report business as good, and growing better every week.

Louis Jesselsohn, wholesale tobacconist, North Street, says that business this fall has been better than for two years. Customers pay up more promptly and buy more goods.

The Quito Cigar Company, 346 Hanover Street, are making two very popular five and ten cent cigars, "Quito," five cents, and "Boston Dearo" ten cents. They have a large box trade, selling to hotels, club rooms and lunch places. Havana filler and Sumatra leaf are the only kinds of tobacco used.

At McGreenery & Manning's Fulton Street store a new cigar, named the "Beacon," ten cents, has been introduced. The sales in leaf and plug tobacco are good and general business brisk.

John J. Bagley is putting on the market "Old Colony" cut plug, ten cents a package. Their office is now at 220 Milk Street.

M. B. Pendas (Y. Pendas & Alvarez) with the New England agent, G. A. Stubinvoll, called upon the trade this week.

A. B. Murphy, manager of the cigar department for J. F. Callahan & Co., is to be the agent in Greater Boston for Schinaisi Bros.

Henry J. O'Connell, who has been traveling through New Hampshire and Vermont, for McGreenery & Manning, for the last seventeen years, is now covering the states of Rhode Island and Connecticut for Waite & Bond.

Jess R. Batt, Simon Batt & Co., manufacturers of the "La Verdad" cigars, was in town calling upon the retailers.

Mr. Guerin, of Bubeck & Guerin, New York, manufacturers of "Humidors," was calling upon the trade last week.

Henry Wise was in town last week and reports business as fine all around this territory.

Robert E. Lane, representative of the "Partagas" cigar, and Frank Scopy, the new representative for "Melachrino" cigarettes, called upon the trade this week.

"Prince Albert," eight ounce, with which the R. J. Reynolds Tobacco Company is giving a pipe, is far oversold at the present time in this market.

Peter Solomon, the well known tobacconist of 127 Washington Street, Salem, Mass., reports business as very good and sales larger every week. His customers come from all the neighboring towns, as he keeps the best quality of goods.

The Ligget & Myers Tobacco Co., withdraws its gratis offer of two dozen packages "Velvet" smoking tobacco, with every day smoke. This firm has placed a new little cigar, "Napoleon," ten for five cents, on the market. "Pick," a smoking tobacco, also one of the firm's brands, in five cent packages, is another offering.

WM. T. HENDERSON.

Change in Hilts & Werth, Rochester Firm

Charles Hilts, a member of the firm of Hilts & Werth, of Rochester, N. Y., has sold his interest in that concern to the father of his partner and has retired from the company. Mr. Hilts has not decided as yet what his future plans will be. The change in management it is reported will be followed by a number of innovations in the carrying on of the business.

C. A. Whelan & Co., of Elmira, N. Y., are reported to be opening another store in that city. Their present retail stand is at East Water and State Streets.

Incorporations and Changes in the Tobacco Trade

Abbey, Torrey & Company, of Butte, Mont. Capital, $10,000. Incorporators: L. A. Abbey, E. R. Torrey and M. M. Donoghue.

British-American Cigar Store Company, of Newark, N. J. Capital stock of $3,000,000. Incorporators: Frank W. Stuckey, Herbert L. Thowles and Richard H. Rankin.

Gene-Vall Cigar Company, (Inc.) of Manhattan; tobacco. $150,000. Jehial M. Roeder, Reuben Grunauer, Eugene Vallens, 15 West Ninety-fifth Street, Manhattan.

The Ramby-Wagner-Green Company, Kalamazoo, Mich. To deal in cigars and tobacco. Capital, $3,000.

Pana Grocery Co., Pana, Ill. Capital, $20,000. Incorporators: J. H. Seller, H. N. Schuyler and J. D. Corman.

Mutual Cigar Company, Atlantic City, N. J. To deal in tobacco. Capital, $100,000. Incorporators: William A. Hentz, C. A. Mack and Roy Adams.

The Belcher Grocery Company, Columbia, Mo. Capital, $15,000. Incorporators: J. N. Belcher, L. S. Belcher and A. M. Belcher.

The Frye & Feiock Stogie Company, Dayton, O. Capital, $10,000. Incorporators: C. G. Feiock, G. E. Frye, W. C. Weinman, C. M. Poock and H. C. J. Brenner.

The Shelby Cigar Company, Shelby, O. Capital, $5,000. Incorporators: H. Dale Kuhn, J. W. Drake, Frank C. Schiffer, C. H. Huber and P. C. Skiles.

The Banner Tobacco Company, Cincinnati, O. Capital, $2,000. Incorporators: James E. O'Connell, W. H. Roff, James J. Grogan, Chas. E. Halley and John O'Connell.

The Home Liquor Company, Toledo, O. To do a retail liquor and cigar business. Capital, $3,000. Incorporators: Benjamin Silberblatt, A. Silberblatt, Aaron B. Cohn, Vada C. Southard and Sigmond Sanger.

Falls Tobacco Company, Glasgow, Ky. Capital. $12,000. Incorporators: E. A. Page, W. A. Coppage and Leonard Goodman.

J. C. Franklin, Sons & Co., Troy, N. Y. To deal in drugs. Capital, $20,000. Incorporators: W. C. Swanker, C. Franklin and A. B. Franklin.

Tuchman Cigar Company, Jefferson City, Mo. Capital, $5,000. Incorporators: Louis and Harry Tuchman, Nathaniel and M. E. Rosenheim, and J. B. Wright.

Tolle Tobacco Company, Glasgow, Ky. Capital, $12,500. Incorporators: E. A. Page, W. A. Coppage and Leonard Goodman.

Thesieres Catering Company, East St. Louis, Ill. Capital, $20,000. Incorporators: Ernest L. Thesieres, K. E. Thesieres and Wm. Grafeman.

Interior of "Our Principal" Cigar Store, 105 E. King St., Lancaster, Pa. John Sherick, the manager, is shown at left of picture

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

All Lines of Lancaster Trade in Flourishing Condition

LANCASTER, October 22.

THE tobacco industry in this city and vicinity is in a truly flourishing condition. As far as THE TOBACCO WORLD correspondent could ascertain every factory is working, and many of them overtime. This optimism, which is contagious, is being shared by the leaf men and retailers, as well as by the manufacturers themselves. The cry now going the rounds is for more hands, a scarcity such as the present one not being experienced for some time.

The Steinfeldt cigar store is showing this week a fetching display on the "Bold" cigar. This was taken on by Mr. Steinfeldt simply to retail at first, but a representative of the Bobrow factory will soon cover this city to work with Steinfeldts to boom the brand in a jobbing way also. "The cigar has taken a good hold with my patrons," said the proprietor, "and it warrants me in pushing it hard."

J. W. Brenneman, the leaf man and manufacturer of the "Our Principal" cigar, reports business good in both lines. Mr. Brenneman is now spending most of his time at his Millersville factory, adjoining which he is having a splendid residence built. He expects to move his family there from Lancaster within a short time.

The Simon Shissler store is as busy as ever. Mr. Shissler reports his manufacturing endeavors to be receiving an encouraging reception. He is displaying smokers' novelties in his window this week which are selling well, particularly some pipes, the bowls of some of them being fashioned in the shape of a skull with long rubber stems, insuring a cool smoke. Mr. Shissler is an enthusiastic Woodrow Wilson supporter and predicts a clean sweep for the Princeton statesman.

Speaking for the wholesale trade, Jacob O. Shirk stated that there is no reason whatever for complaint. He expects to do a record breaking holiday business on his brands this fall.

L. E. Ryder is back on the job again, saying little, but "sawing wood." He traveled as far as San Francisco on his recent trip and secured so many orders as to embarrass him in filling the orders on time. "The Manila cigar is making big inroads on the domestic brands on the coast," stated Mr. Ryder, "and in places where it would not have been touched before."

The hum and bustle around the Sherts headquarters portends a nice trade for this concern. Mr. Sherts is rushing matters in the coal regions this week, where their brands are enjoying promising favor.

There has been quite a little flurry in leaf orders this week. John F. Heiland, of the local leaf house, stated that several recents sales on 1911 Pennsylvania would seem to indicate the much desired and predicted run on the above tobacco.

Usner & Son, of Rothville, are beginning to push their "King" cigar through Pennsylvania harder than ever. Joseph Usner has charge of the factory and takes great pride in the quality of this piece of goods, which he says is doing very well.

Among the representatives of large houses calling on the local trade we note Mark Abel, William Demuth & Co.; A. W. Penner, A. Cohn & Co.; Henry Springarn, of E. Springarn & Co.; Philip Pretzfeld, Pretzfeld & Co., and H. E. Stevenson, E. Rosenwald & Bro.

The members of the Lancaster County Tobacco Growers' Association met on Tuesday, October, 15, with President J. A. Herr presiding. After a number of reports were heard from men growing leaf in different parts of the county, the majority of which were favorable, the discussion turned to the prices which planters were receiving. A. B. Landis, of Rohrestown, stated that many farmers who were taking nine and three cents would profit more by holding it until it is shipped. This was considered to be very good advice and many said they were doing just that. Much comment was given on both sides of the question when one member claimed that the planters should have displayed more leaf at the fair. There was virtually none shown.

York Manufacturers Driven Hard by Orders

YORK, October 23.

WITH the approach of fall and the holiday season local cigar manufacturers are all on the jump and turning out their goods as fast as conditions will permit. A number of them are unable to promise deliveries as promptly as desired, but they are reducing this difficulty to a minimum as far as possible and trying to suit everyone. The leaf business is also better than it had been and when the present supply of leaf is out of the hands of the manufacturer, which time will come before long if present conditions are any indication, leaf dealers are looking for a run on their tobacco.

H. F. Kohler has been the recipient of congratulations on the attractive display of his cigars at the recent fair. That this method of popularizing one's products is a good one has been proven by a number of inquiries Mr. Kohler received recently, the writers commenting upon the display. As is well known Mr. Kohler formerly had his factories at Nashville and Jacobus. Considerable delay has been occasioned customers by their addressing mail to the old Nashville factory. A circular was sent to the trade at the time calling attention to the change and stating that the business had been consolidated at the York address, 18 North Penn Street, where all mail, to receive prompt consideration, should be sent. Mr. Kohler is an optimist at the prospects for a heavy fall trade. "The Judge Shepard" has had an unusually big run recently among the Chicago customers, where it is well known.

The "El Dilo" is making a hit among discriminating cigar smokers according to Mr. Taylor, of the Merchants' Cigar Company. The junior size of this ten cent brand which retails at a nickel, the "Little El Dilo," is also doing very well.

C. H. Plitt, the local manufacturer, is putting a new cigar on the market which will be exploited under the title "Plitt's Dainties." This is a small nickel cigar and, speaking in the vernacular, is a "nifty little smoke." Charles S. Plitt, who is now doing the traveling for the factory, is on a tour of the coal regions covering Wilkes-Barre, Easton, Mahanoy City and smaller towns en route. He is doing missionary work on the new brand, "Plitt's Dainties," in addition to pushing the "Liar" and the "20th Century."

W. U. Blessing & Co., report a run on the "Peale" cigar. This is a strictly quality smoke and their efforts to impress it upon the public are becoming to be felt in the incoming mails.

The Luxfer Cigar Company are doing very well on their "Old Chatsworth" brand, which is repeating wherever placed. They aim to make a cigar which will be uniform in quality and always be at a high standard of quality.

A visit to the George Parr factory in Littlestown found Mr. Parr busy and well pleased with present conditions. Mr. Parr's factory is as clean and sanitary a one as can be found in the Ninth District, and smokers of "Fernside" and "Lord Wharton," his leading nickel cigars, are insured a clean product.

A call at the Red Lion factories found them all busy. T. L. Adair is putting a cigar on the market which is doing well. It is packed twelve to a box and is gotten up to catch the holiday trade. The brand is termed the "Grace" and is attractively packed. The Monarch Cigar Company was also busy on holiday orders.

G. A. Kohler, proprietor of the Kohler & Co. Cigar Company, of Yoe, has returned home after a short trip through the Southern states. He went as far as Texas.

Eugene Gallagher, head of Eugene Gallagher & Bro., of Dallastown and Columbus, Ohio, died in the latter city last Friday. He had been ill for some time. The Dallastown factories, which will be closed until the day of the funeral, were in charge of a nephew of Mr. Gallagher and E. S. Sechrist, a well known cigar man of that town. They have been doing a heavy business on stogies, and only moved into their second factory in Dallastown about a month ago.

Several Failures Noted Around Reading

READING, October 22.

IT certainly is tough luck for the local cigar manufacturers after waiting all summer for the present rush to be unable to get all the cigar makers they wish. There is no factory of size in town which could not use more of these hands. They are all hustling and turning out the goods as fast as possible and sending part shipments on orders. The retail, wholesale and leaf trades are brisk with every indication of a fine fall business. One matter, which looks bad for this section, is the number of failures reported within the past two weeks. The dull summer may account for some of them, but four failures is too many in proportion to the number of factories.

According to J. U. Fehr, the leaf trade is more than holding its own. This old and well-known house have sold the 1911 Pennsylvania, in great shape. They account for it by the unusually good leaf they were able to offer to their customers. They have sold a large quantity of 1910 Pennsylvania also. This tobacco has not sold as well as that of other years, but it is finally getting on the market and selling better than it has been. Mr. Fehr also does a heavy trade on Ohio leaf.

John J. Eshleman, the Mohnton manufacturer, reported in the last issue of THE TOBACCO WORLD to have failed, is settling his affairs. Mr. Eshleman has been operating a knitting mill in Mohnton in addition to his cigar factory.

W. L. Uhler, who is well known in Lebanon and vicinity as a heavy dealer in leaf tobacco, has failed. The liabilities are placed at $25,000. It has not been estimated what the assets are.

C. C. Rowland, formerly working this city on the "Goosebone" cigar, who has not been in his factory at Shielder and Division Street very long, has had some trouble with his cigar makers all of whom belonged to the local union. Mr. Rowland says he will fill the places with non-union hands.

One of the latest tobacco men reported to be in financial difficulties is Louis Adler, who was adjudged a voluntary bankrupt in the Philadelphia courts. The liabilities are placed at $8728.06, with assets of $4848.09. The principal creditors named are J. G. Hansen, the local manufacturer, H. Duys & Co., the New York leaf house, the Barry-Corry Company, of Quincy, Fla., and Walter Steppacher.

John J. Moeckel, proprietor of the Lebanon Cigar Manufacturing Company, has had an addition built to his factory, to facilitate the making of his goods. Mr. Moeckel takes great pride in the "El Greeno," his leading cigar and says there is nothing on the market to-day which can compare with it in quality of the leaf used and the attractive green and gold packing. He attends personally to the selection of his tobaccos and so is able to insure the uniformity of his product. Mr. Moeckel reports a record-breaking fall business and is hard put to push out the "El Greeno" on time.

P. J. Steffy, the Sinking Springs cigar manufacturer, has failed and is settling up his affairs on a basis of forty cents on the dollar.

Clever Swindlers Working the Middle West

Crooks Claiming to Represent George L. Storm Company, of New York Selling a Cigar Under the Name of "Charles Russell"—United Cigar Manufacturers Company Replies to Inquiry

DEALERS in Ohio and the Middle West have recently been approached by representatives of a clever bunch of swindlers with a new cigar proposition, having to do with a brand which they called "Charles Russell." As will be seen, by the correspondence given below, they represent this brand to be one marketed by the George L. Storm Co., of New York, and manufactured by the United Cigar Manufacturers' Company.

They offered to deliver one thousand of these cigars to retailers at $70, less 10 percent., with five hundred cigars free, and to send out tickets by mail, good for one cigar each, which they are to redeem at 10 cents each.

It is needless to add that the cigars can not compare in quality with the brand they claim to equal, and no tickets have yet been coming in for redemption.

The concern fathering this scheme, goes under the name of Association Advertising Company, and they gave their address as 34th Street and Broadway, New York, but inquiry there shows that the mail sent to that address had been returned to the post office. This probably is another scheme on the part of a band of swindlers, who have used at various times, the names of such firms as Park & Tilford and others in the furtherance of crooked schemes.

Harry A. Crandall, of Elyria, Ohio, first called George L. Storm & Co.'s attention to this game in the letter herewith.

ELYRIA, Ohio, October 7, 1912.

The Geo. L. Storm Co.,
New York, N. Y.

Gentlemen:

I wish to ask if you know anything about a company under the name of the Associated Advertising Co., who are working a proposition to advertise a cigar called the Chas. Russell.

They came to me with a proposition to deliver 1000 of these cigars @ $70.00 less 10% with 500 free and send out tickets by mail good for one cigar which they are to redeem at 10c. each.

They stated plainly that you were back of this proposition and that the Chas. Russell was your cigar.

The cigars have been delivered to us and we have paid for them, but upon opening them we do not find your name on the packages.

The cigars do not appear to be of good quality and do not compare with the other brands of yours. As yet there have been no tickets turned in and we have reason to believe that the transaction is not on the square. These parties mentioned your Robt. Burns and Little Bobbie cigars and said the Chas. Russell was the same stock and quality.

The Associated Advertising Co. give as their address 34th St. and Broadway, telephone 3606-7 Greeley, and the name signed to the order is Gilroy, while the one receipting invoice is R. M. Hart.

If this is a fake proposition we will be glad to have your assistance in running these people down.

Yours very truly,
(Signed) HARRY A. CRANDALL.

George L. Storm Company referred this letter to the United Cigar Manufacturers' Company, who replied as follows:

Oct. 16th, 1912.

HBL/EEL
Mr. Harry A. Grandall,
Elyria, Ohio.

Dear Sir:

Your favor of Oct. 7th addressed to Geo. L. Storm & Co., has been referred to us, inasmuch as we are the manufacturers of Robt. Burns, Little Bobbie, and various other brands sold by Geo. L. Storm & Co. We note with interest what you say regarding the proposition made you by parties promoting the Chas. Russell Cigar. We have never heard of the Associated Advertising Company, neither do we know anything about the Chas. Russell Cigar, or the method which they have been following in promoting same. We have started an investigation of the matter and are informed by the parties occupying the premises at the address you gave us that they are likewise in ignorance of the affairs of the Associated Advertising Company. They state that mail has been addressed to that concern at the address given, but this mail has all been returned to the post office unclaimed. We are calling the attention of the postal authorities to the matter and will also give publicity to it through the trade papers.

We regret very much that our name should have been brought into a scheme of this kind and thank you for calling our attention to the matter.

It would probably be of considerable assistance to us if you would advise us the factory number appearing on the bottom of the Chas. Russell boxes which you have, inasmuch as this will enable us to ascertain who is manufacturing these cigars.

Awaiting your further advice on the subject, and with best wishes, we are,

Very truly yours,
UNITED CIGAR MANUFACTURERS COMPANY.

Keen Competition Among San Francisco Distributors

S. Bachman & Company Complete Alterations—Tillman & Bendel Take on Manila Cigars—Dealers Beginning to Fear Shortage of Philippine Cigars as Result of Strike

SAN FRANCISCO, October 19.

FURTHER improvement is noted at some of the retail stands this month, especially around the down-town hotels, as a good many tourists and travelers are passing through, though among the general run of small stores the business shows little feature. The out-of-town trade is holding up extremely well, though competition among various distributing houses is as keen as ever, and the numerous special inducements offered in some lines create more or less dissatisfaction. Practically everybody, however, is getting better results than last year.

John C. Conner, the retailer at Davis and California Streets, has been ill for the last two weeks, but is expected back at the store next week. Notwithstanding his absence, the usual window display work is being kept up in first-class style.

Adler & Cohn, the Powell-Street retailers, are making a strong specialty of pipes this season. They are giving one entire side of the store to the pipe display, having put in glass wall-cases at a cost of about $1,000, where they show a large stock of all kinds and grades of pipes. They are getting quite a profitable business in this line, and expect a big run during the holidays.

Edward C. Houlette, advertising man for Bondy & Lederer, was a visitor with H. L. Judell & Co. in this city a few days ago.

A. Kapp, of Kapp & Peterson, pipe manufacturers of Dublin, Ireland is making a visit to M. A. Gunst & Co.

S. Bachman & Co., the large Front-Street wholesale firm, have about completed extensive alterations in their store. They have added a part of the stock room to their offices, which have been newly decorated, and also enlarged the shipping department, the facilities of which were beginning to prove inadequate for the increasing amount of goods handled.

T. G. Thompson, president of the Ruy Lopez Company, has just completed a visit to the principal Coast cities, his local agents being Bier, Saalburg & Co.

R. H. Patterson, representing the Hernsheim Company of New Orleans, has returned east after visiting his various distributors on the Coast. He has made arrangements with Glaser Bros., who handle his lines here, to start some special advertising work on the "King's Court" line.

Tillmann & Bendel, the local wholesale grocery house, have gone into the Manila cigar business, taking up the "Lusiada" brand, made by the Urania factory, for which they have the Coast agency.

According to latest advices the strike in the Manila factories has not yet been broken, and dealers are beginning to feel some anxiety. One large cargo is still due, but it is not believed that the last steamer which left Manila was able to load any cigars.

M. A. Gunst & Co. are moving their wholesale pipe display, which has formerly been kept on the second floor, to the rear of the ground floor. The change was partly due to the increased stock, which required the room formerly used for display, and partly to the desire to have the samples in a more convenient place. The display now has plenty of room, and new fixtures show off the pipes to good advantage.

O. Banghart, representing T. J. Dunn & Co., has just left after a visit with Tillmann & Bendel. He expects to return in a few months, when this firm will probably take up some new lines made by his company.

D. Frankel, of Frankel, Gerdts & Co., returned a few days ago from his trip to Cuba, and is now at the Paso Robles Springs recovering from an attack of rheumatism.

John E. Lowrey, a cigar manufacturer of Tampa, has been in the city for the last week.

E. I. Polster Moves Up The Street

Ed. I. Polster, the hustling Cleveland retailer, has moved his cigar store at 5519 Euclid Avenue, to Number 5507. The formal opening took place on October 5. The new stand has been finished in an unusually attractive manner and with its new appearance should materially brighten the business prospects of Mr Polster, who has another well-paying store at East 55th Street and Euclid Avenue, not far from his latest location.

LEAF TOBACCO MARKET

Trade Going Along Evenly in New York---Considerable Activity in 1911 Pennsylvania---Richmond Loose Leaf Market Slow in Opening---Fine Weather in Wisconsin

NEW YORK.

NEW YORK CITY, October 26.

WHILE conditions in the local leaf market are far from rushing, business is going along evenly. There is a scarcity in a number of desirable types and it has now dwindled down to a point of selecting the best obtainable for the money. Wisconsin is moving well. The new crop is being looked over carefully, and that it will be scoured pretty closely for good binders goes without saying. Pennsylvania is having its inning now. It is surprising to hear of the number of sales of 1909 Pennsylvania, stuff which could hardly be sold at any figure before.

The Sumatra situation is about the same. Prices as a rule are very high, and the last reports from the Fall inscriptions are not going to make prices drop by any means. At the last sale, October 18, only 50 bales were taken by American purchasers, and at the previous sale none at all. Those persons who did not buy any Sumatra, expecting the Fall inscriptions to relieve the situation, have found out that their prognostications were off color.

The condition of the cigar industry is extremely good here at present, and from now on the leaf dealers are looking forward to a big harvest and demand for all sorts of the weed.

PENNSYLVANIA.

PHILADELPHIA, October 26.

THERE has been considerable activity shown in the leaf market within the past two weeks. Dealers all agree on the growing demand for 1911 Pennsylvania and the Wisconsin tobaccos. The binder situation is not relieved to any extent, but everyone is looking forward to the new crops to fill this long felt want. Havanas have also been selling well, although not in large quantities. Sumatra, which has been quiet for some time, is again showing life and a number of sales were reported.

LANCASTER, October 22.

There has not been much doing here lately in old goods. One dealer was quoted as stating that more of the 1909 and 1901 leaf was changing hands than anyone dreamed of. He said that owing to the fact that purchasers wished their names not to be used in the transactions the sales never became public. Manufacturers who have contracts for using a certain amount of tobacco have quite a bit of it still lying in local warehouses. They are slowly having shipments of it sent along. Late sales of 1911 give the prices as ranging from sixteen to twenty cents.

Some 1912 tobacco was sold recently, but not in large amounts and there is no likelihood of the tobacco being bought generally until it is out of the barns. Dealers have been riding the country districts, but as far as could be ascertained very little business was done. It is now settled without a doubt that the new crop will be a very good one. It has been curing nicely, and evidences of pole-burn and stem rot are scarce. The leaf has plenty of gum in it and is coming along nicely, even that tobacco which was perhaps cut prematurely owing to the danger of frost.

VIRGINIA.

RICHMOND, October 20.

THE Richmond loose-leaf market has been a little slow in opening this year. There has been very little leaf offered for sale in local warehouses up to the present time. Farmers are evidently holding back for better prices.

Up to now there has been something less than 350,000 pounds of primings and lugs sold, but as far as the sales have gone, the prices obtained have been entirely satisfactory to the sellers. But the time is near at hand when the farmers will be marketing their good sun-cured stock, the fillers and the wrappers and all of the better grades. All of the reports from the crop makers are rather interesting, and the most of them agree that notwithstanding certain drought conditions in some of the sun-curing counties, the yield this year will be pretty good, and the manufacturers who are in search of the sun-cured stuff will find a good deal of it on the market from now until about the first of March next.

NORTH CAROLINA.

WINSTON-SALEM, October 19.

THIS year marks the era of the greatest period of prosperity known to the tobacco farmers of this section of the State in years. Thousands of dollars are being turned loose broadcast in the section and it will enable many farmers to pay off their obligations and to secure needed farm machinery and horses and mules.

One million pounds of tobacco were sold here last week at an average of a fraction over 17 cents a pound. This means that last week alone, the sum of $170,000 was paid out to the farmers. The meaning of the high prices may readily be seen when it is known that the usual average price paid for tobacco is 10 cents a pound. This means that $70,000 more was paid out for tobacco last week than the same tobacco brought last year.

On the above basis, it is safe to assume that the farmers of this section of the State will realize something like $500,000 more from their tobacco crop this year than last. The bright grades are the ones that are selling so high. Some estimate the bright crop at about 33 1-3 per cent. of the total crop while others think it will run as high as 50 per cent. of the total crop due to the bright weather for the past two weeks.

WISCONSIN

EDGERTON, October 20.

AT last we are favored with some fine Indian summer weather which seems likely to prove the salvation of the late harvested tobacco. Warm days coming close after a long season of damp weather has started the curing rapidly and it needs only the continuation of such conditions to put even the later shedded portion of the crop out of danger of heavy freezes that might produce fat stems. The early harvested tobacco is already well cured out and is showing an unusually bright colored leaf with excellent texture and finish. It has been long years since the state has produced a sounder or finer looking tobacco than the samples that can now be secured from the sheds of the earlier crops, some of which might be stripped almost any time.

There is still a little scouting being done in the growing districts and an occasional sale is reported, but the movement has very little force behind it nor much organized effort noticeable to increase the holdings of the larger operators. Most dealers prefer to wait until the crop is more thoroughly cured before adding to their purchases. E. G. Hoveland is reported to have sold a 12a crop at 12 & 4c.

There is but little news to report in the cured leaf market. The only sale of importance coming to notice is of a 300cs lot of northern grown leaf to a St. Louis jobber. Otteson Brothers sold a 52cs lot of '11.

Sampling of last year's packings is proceeding quite generally now and packers seem pleased with the result as the percentage of damage is below the usual average.—*Reporter.*

MASSACHUSETTS

SPRINGFIELD, October 20.

THE growers in this vicinity have been busy the past week taking down some of their tobacco. It has been estimated that about three hundred acres of the first harvested crops were taken down. The weather has been damp and the tobacco was easily handled.

There is little of moment happening in the market here now. Prices remain about the same. No reports have arrived as yet of sales on the new shaded crop.

CONNECTICUT

SUFFIELD, October 20.

THE farmers have taken advantage of the damp weather the past week and took down as much of their tobacco as possible. Most of that handled was picked variety. With a few exceptions the first picking of the 1912 crop has been taken down from the poles in the shed and is now bundled up. During the past two days the second picking has been taken down and now that work is almost half done also. The warehouses are expected to open up in a few days for the winter season for which the growers are well prepared.

It has been estimated that nine-tenths of the picked tobacco has already been bought by out-of-town buyers, who have been especially desirous of securing the picked tobacco this year. When the warehouses open here it is said at least 500 hands will be employed to do the work. L. P. Bissell's place takes ninety hands alone.

Ohio Growers Plan Selling System

Directors of the twelve warehouses under the control of the National Cigar Leaf Growers' Union held a meeting in Dayton, Ohio, October 14, and discussed ways and means of planning a uniform selling system. The tobacco planters claimed that they were receiving altogether too little for their crops and decided to hold on to them for some time until better prices were offered. In order to carry through their plans successfully it is said they will incorporate under the name, Farmers' Tobacco Sales Company. Men instrumental in this work are Phillip Spence, Lebanon; George W. Conrad, Troy; E. H. Graver, Dayton, and T. J. Shaffer, Brookville, all of Ohio.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

FLOR DE ISLA:—25,021. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 14, 1912. C. B. Henschel Mfg. Co., Milwaukee, Wis.

MOST PEOPLE SAY SO:—25,022. Phrase to be used in cigar advertising. October 14, 1912. Henry N. Ottenberg & Co., New York.

HARLEM COURT:—25,023. For cigars, little cigars, chewing and smoking tobacco. October 14, 1912. Henry N. Ottenberg & Co., New York.

SANFO—25,024. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 14, 1912. H. Kofodner, Baltimore, Md.

TRIADELPHIA:—25,025. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 14, 1912. Wm. Steiner, Sons & Co., New York.

CARCUNDA:—25,026. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 14, 1912. Enrique Mitjans Julia, New York.

TOPETE:—25,027. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 14, 1912. Enrique Mitjans Julia, New York.

LITTLE SABINA:—25,028. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 14, 1912. Max Mendelson, St. Louis, Mo.

HELLO PAP:—25,029. For cigars, cigarettes, chewing and smoking tobacco. October 14, 1912. E. M. Fryermuth, Portland, Ore.

ST. ATTAGUIN:—25,030. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 15, 1912. P. O. Mead, Brunswick, Ga.

ALA VENTANA:—25,031. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 15, 1912. Manuel Fernandez, Ybor City, Tampa, Fla.

LORD NICOLL:—25,032. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 15, 1912. Kaufman, Pasbach & Voice, New York.

STAVINA:—25,033. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1912. The Shields-Wertheim Company, Cleveland, Ohio.

PRIM ROYAL:—25,034. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 17, 1912. Enrique Mitjans Julia, New York.

AD-CLUB:—25,035. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 17, 1912. Wm. L. Rath & Co., Baltimore, Md.

MULTUM IN PARVO:—25,036. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 17, 1912. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

LITTLE BALTIMORE:—25,037. For cigars, cigarettes, chewing and smoking tobacco. October 18, 1912. Symons-Kraussman Co., New York.

LITTLE BALTO:—25,038. For cigars, cigarettes, chewing and smoking tobacco. October 18, 1912. Symons-Kraussman Co., New York.

ESPERANZA DE MANILLA:—25,039. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 18, 1912. National Lithographic Company, New York.

LA LUZ DE MANILLA:—25,040. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 18, 1912. National Lithographic Company, New York.

10-4-5:—25,041. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 18, 1912. Godfrey S. Mahn, Philadelphia, Pa.

TEN FOUR FIVE:—25,042. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 18, 1912. Godfrey S. Mahn, Philadelphia, Pa.

CREAM PUFFS:—25,043. For cigars, cigarettes, chewing and smoking tobacco. October 19, 1912. The Mochle Lithographic Company, Brooklyn, N. Y.

BY REQUEST:—25,044. For cigars, cigarettes, chewing and smoking tobacco. October 19, 1912. The Mochle Lithographic Company, Brooklyn, N. Y.

MAYOR STOY:—25,045. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 19, 1912. Sol. Loeb, Atlantic City, N. J.

LESSIG'S BELLE ROSE:—25,046. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 21, 1912. E. E. Lessig, Bridgeton, N. J. Used about twenty-five years.

BOSTON DEARS:—25,047. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 21, 1912. Quito Cigar Company, Boston, Mass.

EL RACEO:—25,048. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 21, 1912. C. B. Henschel Mfg. Co., Milwaukee, Wis.

AL-AMEDA CLUB:—25,049. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 21, 1912. Atlas Cigar Box Factory, Chicago, Ill.

EVENING RED:—25,050. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 21, 1912. H. H. Land, Tampa, Fla.

SERVETTE.—25,051. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 21, 1912. M. Weinberg, Philadelphia, Pa.

ADVERTSING CLUB:—25,052. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 22, 1912. Wm. L. Rath & Co., Baltimore, Md.

MASINDO:—25,053. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 22, 1912. Thos. G. Francisco, Madison, Ind.

WILLIAM RUGH:—25,054. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 22, 1912. L. L. Schloss & Son, Chicago, Ill.

BILLY RUGH:—25,055. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 22, 1912. L. L. Schloss & Son, Chicago, Ill.

MYNEDA:—25,056. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 23, 1912. Godfrey S. Mahn, Philadelphia, Pa.

NOSCRAP:—25,057. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 24, 1912. Hygiene Cigar Company, Tampa, Fla.

E. R. S. MANILLA:—25,058. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 24, 1912. E. R. Shaw, Fort Gaines, Ga.

E. R. S. SMOKERS:—25,059. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 24, 1912. E. R. Shaw, Fort Gaines, Ga.

E. R. S. SPECIALS:—25,060. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 24, 1912. E. R. Shaw, Fort Gaines, Ga.

IRISH BOUQUET:—25,061. For cigars, cigarettes, chewing and smoking tobacco. October 24, 1912. F. Amendola, Niagara Falls, N. Y.

EL AEROSTAT.—25,062. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 24, 1912. Schmidt & Co., New York.

GEORGE BARR:—25,063. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 25, 1912. Chicago Box Company, Chicago, Ill.

ROSE TREE CLUB:—25,064. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 25, 1912. George E. Harmer, Lansdowne, Pa.

EL CABACILLA:—24,730. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 31, 1912. George E. Harmer, Lansdowne, Pa.

ROUGHOUSE ROONEY:—25,065. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 26, 1912. Sam Feiman, Canton, Ohio.

9TEEN13:—25,066. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 26, 1912. Sam Feiman, Canton, Ohio.

GOOD SPORT:—25,067. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 26, 1912. Sol Loeb, Atlantic City, N. Y.

3-70-4:—25,068. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 28, 1912. Greater Newark Cigar Company, Newark, N. J.

KANTBEBEAT:—25,069. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 28, 1912. Wm. Steiner, Sons & Co., New York.

LA MISTA:—25,070. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 28, 1912. Haas Bros., Cincinnati, Ohio.

BIG TRAVELER:—25,071. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 28, 1912. J. V. O'Connell, St. Louis, Mo.

UNISCO:—25,072. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 29, 1912. Cotton Belt Candy Company, Charlotte, N. C.

CHAS. THE FIFTH OF GERMANY:—25,073. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 29, 1912. Kaufman, Pasbach & Voice, New York.

SCHOOL-DAYS:—25,074. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 29, 1912. Kaufman, Pasbach & Voice, New York.

COUNTRY NABOB:—25,075. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. October 29, 1912. Universal Cigar Company, New York.

AXIOM:—25,076. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 29, 1912. J. L. Altman, Philadelphia, Pa.

TRANSFERS.

TABLE QUEEN:—32,716. For cigars. Registered January 9, 1907, by the St. Louis Cigar Box Company, of St. Louis, Mo. Transferred October 16, 1912, to the Table Queen Cigar Company, H. S. Brown, manager, St. Louis, Mo.

TEDDY BEAR STICKS:—21,706. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and tobies. Registered February 21, 1911, by E. H. Kerner, Evans City, Pa. Transferred September 28, 1912, to the Union Crown Cigar Company, of Pittsburgh, Pa.

Government Gives Result of Tobacco Beetle Investigations

Many Preventative Measures Published in Report Are Recommended by Men Who Carried on the Work, A. C. Morgan and G. A. Runner

OWING to the numerous requests for information in regard to the control of the cigarette beetle or "tobacco beetle," the government has prepared a circular which is being distributed to interested persons. The information given was obtained principally by an agent of the Department of Agriculture, G. A. Runner, who spent several months of this summer studying the problem at Key West, Fla. He spent much of his time at the factories located there. THE TOBACCO WORLD has received many requests for getting rid of this pest and publishes this circular in part for the benefit of those persons interested.

The principal sources of infestation in a cigar factory were found to be:

(1) Infested tobaccos brought into the factory;

(2) Infested tobacco, refuse material, or cigars that have accumulated in the factory (beetles breeding in such material quickly spread to all parts of the factory);

(3) Proximity of the factory to tobacco warehouses or to other factories where beetles are present in large numbers.

It is recommended:

(1) That all worthless or infested tobaccos be destroyed or promptly fumigated;

(2) That all infested bales or hogsheads of tobacco be fumigated when brought into the factory;

(3) That doors and windows of storage rooms be screened;

(4) That the cigar makers' room be kept free of trash and refuse tobacco in which beetles may breed;

(5) That trays of newly made cigars be kept screened or covered;

(6) That cigars should be kept in tight storage compartments, and that they should not be left uncovered upon the sorting table over night. (It was found that the process leading up to and included in the rolling of the cigar killed practically all the stages of the beetle. It was also found that most of the eggs laid by the beetle were deposited late in the afternoon and at night.)

The foregoing recommendations may be considered as preventive, and they are just as important as the following direct methods of control:

METHOD OF COMBATING THE CIGARETTE BEETLE.

A. *Trap lights.*

Specially constructed trap lights may often be used to advantage. A very efficient trap light may be made by pinning together sheets of sticky fly paper in the form of a cylinder and suspending it around an electric light.

B. *Fumigation.*

Owing to the protection afforded the beetle by the tobacco it has been found necessary to use stronger dosages of the fumigants than are usually employed against other insects.

CARBON BISULPHID.

To be effective against all stages of the beetle, particularly when protected by tobacco, carbon bisulphid should be used at the rate of not less than 4 pounds to 1,000 cubic feet of space, with an exposure of 48 hours. A very tight fumigating box is absolutely necessary.

Directions.—Pour the carbon bisulphid into shallow pans which should be placed above the infested material, for this gas is heavier than air. The fumes of this liquid are inflammable, and great care should be exercised to keep all fire away from the vicinity of the fumigating box until it has been thoroughly aired.

HYDROCYANIC-ACID GAS.

Hydrocyanic-acid gas is made by the use of potassium cyanid, sulphuric acid and water. Use multiples of the following formula:

Potassium cyanid (98 per cent. pure)—1 ounce avoirdupois.

Commercial sulphuric acid—1¼ ounces (liquid measure).

Water—3 ounces (liquid measure).

For a generator use an earthenware receptacle of small diameter, so that all the cyanid of potassium may be covered by the water and acid. The receptacle should never be filled more than half full of water and acid, otherwise the action of the chemicals may cause the contents to boil over.

Directions.—First pour in the water, then the acid, last; just before closing the fumigation box, drop in the cyanid of potassium. For convenience the cyanid may be put into thin paper sacks and these dropped into the generator. However, if the paper sacks are rather thick they should be slit in several places so that the acid and water may quickly come in contact with the cyanid. An exposure of 24 hours should be given. Hydrocyanic-acid gas is lighter than air, hence the generators should be placed below the material to be fumigated. For general use 4 ounces of cyanid to 100 cubic feet will be found satisfactory, but for baled or closely packed tobaccos use 8 ounces to 100 cubic feet of space. Use a very tight box or closet for the fumigation. Avoid breathing the gas, for it is very poisonous.

EFFECT OF THE FUMIGANTS UPON TOBACCO.

Expert tobacco men examined the tobaccos and cigars treated with bisulphid of carbon and with hydrocyanic-acid gas and all were of the opinion that these fumigants had no effect upon the tobacco. After the fumigation the cigars should be aired thoroughly and all odors will disappear.

Although the foregoing information is based on investigations in a cigar factory, and although the recommendations are primarily for cigar manufacturers, similar conditions will undoubtedly be found in other branches of the trade, to which the foregoing remedies will readily apply.

Thompson & Hare Open Albany Store

A new cigar stand has been opened in the basement of the New Clinton Square Theatre, in Albany, N. Y., by Thompson & Hare, of that city, where a complete line of domestic and imported smokes of all kinds are being carried in stock. They are specializing now on the "Webster" cigar of V. Guerra, Diaz & Co., and the "Gato" cigars with good results.

Newsy Paragraphs from Foreign Tobacco Centres

Rhodesian Tobacco Growing Still in Infancy—Englishman Defends Cigarette Smoking—Taxes Too High for German Manufacturers
China Fights Cigarette Smoking

The Rhodesian Tobacco Industry

MR. J. STEWART RICHARDSON, who superintends the operations of several tobacco-growing estates in Southern Rhodesia, South Africa, contributes an article to the June number of the "Rhodesia Agricultural Journal," which appears to indicate that the culture of tobacco in Rhodesia, already a large and flourishing industry, is really only in its infancy. It is the rich low-lying portions of Rhodesia which, as railway communication is opened up with the markets, will furnish double, and even treble, crops with a minimum of trouble. Down on the low veldt, in the great sandstone belts that traverse the country from Wankies to Lomagundi, are valleys where tobacco can be grown under ideal conditions. The soil for many years running will, in places, produce crops ranging from 900 to 1500 lbs. per acre, without any fertilizer whatever. Eventually, no doubt, as settlement proceeds, the low veldt will be tapped by one or more railways, and when that occurs the industry should make giant strides.

English Tobacco Growing in 1655

In view of the revival of the tobacco-growing industry in Ireland in recent years, it is interesting to recall that during the seventeenth century tobacco was successfully cultivated in England, and according to W. A. Penn, the herb "was grown so largely in Gloucestershire that in 1655 the county hangman complained of unemployment, men being so busy cultivating tobacco that they had no time or inclination for sheep stealing, etc." The official authorities, however, frowned upon the experiment, and Charles II. prohibited the cultivation of tobacco in England and Ireland under a fine of 40 shillings for every rood, except "in any physick garden of either university or in any private garden for physick or chirurgery." The fine was subsequently increased to £10 per rood. Scotland, where tobacco was largely grown, was for some reason exempted from these penalties.

Crimean Tobacco Growing

A Russion correspondent in the "Financier," says:—"Reports from the Crimea say that the collection of tobacco has begun and that the condition of the leaf is excellent. The weather is favorable to the drying, under which the quality of the goods is improving. The plants this year have grown taller than usual. The planters are doing very well, as they are getting rid of all their ready leaf. Prices are, however, somewhat lower than they were last year. Fresh ground is being sown with tobacco, and the old plantation grounds are being sown with lucerne or grain, for the old Crimean tobacco-growing lands are quite exhausted for tobacco."

The English After-Dinner Cigarette

Sir Henry Thompson, of England, in his book, "Food and Feeding," writes as follows:—"The value of a cigarette at the moment a meal has been completed consists in the fact that after the first whiff or two of its fragrance the palate soon ceases to demand either food or wine. After smoke the power to appreciate good wine is lost, and no judicious host cares to open a fresh bottle from his best bin for the smoker, nor will the former be blamed by any man for a disinclination to do so. Moreover, tobacco is unquestionably an ally of temperance; certainly it is so in the estimation of the gourmet. A relationship for him of the most perfect order is that which subsists between coffee and fragrant smoke. While wine and tobacco are antipathetic, the one affecting injuriously all that is grateful in the other, the aroma of coffee 'marries' perfectly with the perfume of the finest leaf. Among the Mussulmans this relationship is recognized to the fullest extent; and also throughout the Continent the use of coffee, which is almost symbolical of temperate habits, is intimately associated with the cigarette or cigar."

German Manufacturers Claim Oppressive Taxation

A German tobacco manufacturer writes to a German paper stating that the effect of the taxation brought into force in 1909 in the fatherland has been, among other things, to reduce his income by one-half, and to bring down the value of his business from 30,000 to barely 20,000 marks. This sounds as if it might have happened in England. The set policy of modern Governments is to do the best for themselves in spite of traders. There are manufacturers on this side the North Sea who might give disastrous figures of the effect of the 1909 British tax. They have, indeed, done it, and it is no consolation to them to know that the German manufacturers are also hard hit. Examples in both countries, however, do make it clear that the present tendency of governments to legislate traders' businesses out of their hands should be rendered impossible. The only way which suggests itself in this country is the formation of a Ministry of Trade, one of whose functions would be the correlating of taxes with business necessities. At present Chancellors of the Exchequer pull their own way, and there is no one to effectively put them right. And traders suffer unnecessarily.—Tobacco, London, September 15.

Canada's Increased Tobacco Bill

Canada is smoking and drinking a good deal more in proportion to her population than she used to do. A year's increase of population in the Dominion is computed at 3 to 4 per cent. The percentages of difference over the figures of the previous year in the case of tobacco were: cigarettes, 33 1-3 per cent.; tobacco, 12 per cent.; cigars, 11 per cent. Canada is receiving from the United States and Europe a quarter of a million of new citizens. Most of these are smokers. Most of these European arrivals, too, are cigarette smokers.

Harvesting Russian Tobacco

A Russian correspondent of the "Financier," a London paper, writes:—"The favorable conditions under which, climatically, the tobacco was put out in Russia this year inspired expectations of an abundant harvest. When the alternating cold, hot and dry weather supervened, views were modified as to the prospects of the harvest in some districts. On the whole, however, the tobacco harvest is expected to be satisfactory. In respect of quantity the result in most districts will be over the average. Warsaw and Tabreez districts particularly will show increases, followed by Voronezh and Chernigoff. But in the Ryazam and Smolensk district the results will be under the average. Owing to the changes in the weather there are some districts where the quality will be inferior.

China to Suppress Cigarette Smoking

Reports from many parts of China—a British Attaché states—describe an agitation carried on, with varying degrees of success, for the suppression of cigarette smoking. In many cases this movement has been encouraged by Protestant missionaries, presumably on hygienic or ethical grounds, but the opposition on the part of the Chinese to the smoking of cigarettes seems to be chiefly based on the supposed economic disadvantages of consuming foreign goods in preference to native products, or even encouraging native industries nourished by foreign capital. The anti-cigarette campaign appears to have been most successful in Hangchau, the capital of Chekiang Province, where before it died out in the autumn, it was reported to have caused the sales of the British American Tobacco Company to fall off by 75 per cent., and to have brought the long stem native pipe into fashion again. On the other hand, the movement failed to reduce the growth of the cigarette habit in Nanking, Chefoo or Tsingtau, while at Chengtau a determined opposition by British and American missionaries in the early part of the year was more than counterbalanced by the increased sales to Chinese soldiers there ever since the troubles in September. The total import into China was 3,837,079 thousands in 1911, against 3,723,545 thousands in 1910.

Henry T. Offterdinger Holds "Open House"

Henry T. Offterdinger, the Washington, D. C., cigar manufacturer, opened his new factory in that city under novel and attractive auspices. The formal opening was held several weeks ago, at which time the factory was thrown open to visitors and the entire process of cigar manufacturing from the preparation of the leaf to the packing of the products was shown. Ladies were presented on that day with flowers. Mr Offterdinger's factory is all that could be desired in spacious, sanitary and fireproof construction

Bower-Derry Company Dissolves; Reorganizes Again

A public statement has been issued by R. J. Derry and C. J. Bradfield, formerly of the Bower-Derry Company, of Grand Junction, Col., stating that the above named company has dissolved and that Mr. Derry and Bradfield have formed a new firm which will do business under the name of the Derry-Bradfield Company. The capital of the concern will be $50,000, which will be used to carry on the trade of the old business.

A. T. Burchart, a retailer, of Seattle, has opened a store at 430 Fifth Avenue, that city. He sold his store on Pike Street, Seattle, several months ago to the Hemenway & Moser Company.

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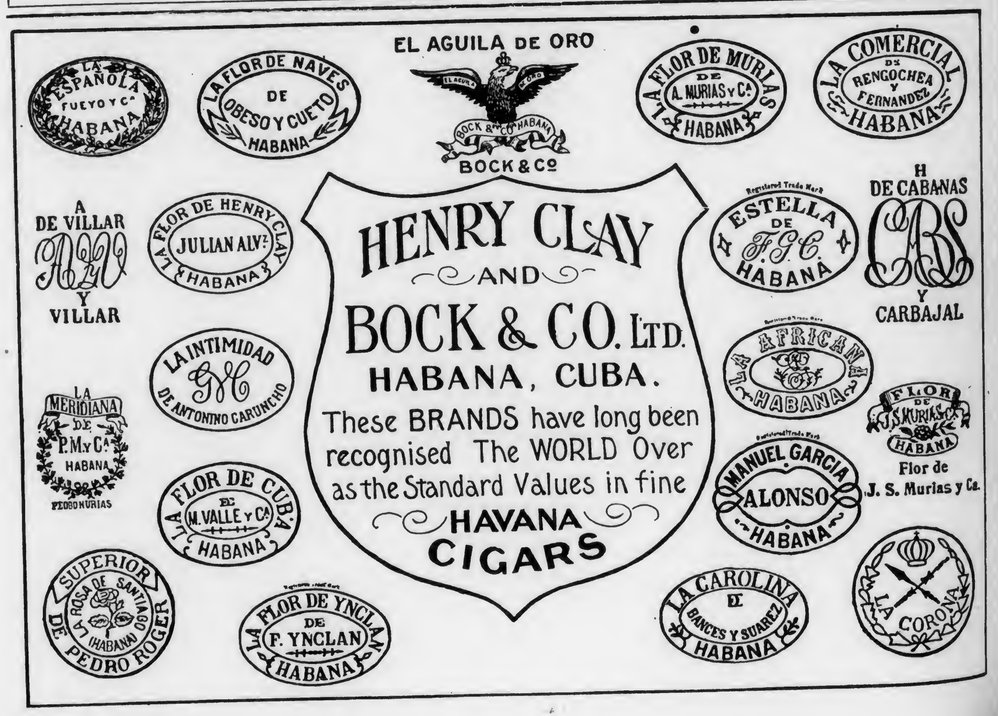

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Office and Factory:

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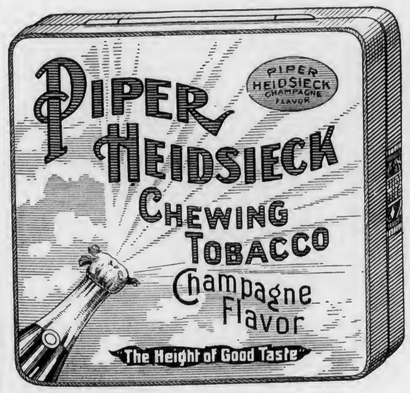

Keep Your Tobacco FRESH and CLEAN

PIPER HEIDSIECK

Chewing Tobacco

In a 10c Metal Box

The Package is sanitary, convenient and very attractive

THE AMERICAN TOBACCO COMPANY

NEW YORK

Smokes to Suit All Tastes

Our Tampa Clear Havana Leader
It is Selling by the Million

The **King's Club** is our leader, and it has made good wherever introduced. It lends class and distinction to the stock of every dealer who handles it. If you have not got the **King's Club** on sale, stock a few sizes and then watch results.

Las Primas Manila Factory

Manila Cigars have been steadily coming to the front in the trade throughout the United States during the past few years, and after a careful investigation of the merits of the different manufacturers in the Philippines, we have secured the exclusive control of the product of Las Primas Factory. We carry these goods, retailing from five cents straight to three for a quarter.

We have the goods that win and hold the high-class trade

THE CUBA CIGAR COMPANY, 3 Park Row, New York

J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco

We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS

Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.

Main Office: YORK, PA.

¶ If you want **Cigar Labels** of neat and original designs, consult us. Let us submit samples.

SHEIP & VANDEGRIFT, Inc.
818-32 N. Lawrence Street Philadelphia, Pa.

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
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CIGAR LABELS, BANDS & TRIMMINGS.
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Write for Sample Card and Price List to Department W
WM. WICKE RIBBON COMPANY
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
36 East Twenty-Second Street, ∴ New York

NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI

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CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Bank Note Cigar

Buy Bank Notes today. They're the best investment you can make.

THE BEST CIGAR for 5¢

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Luckett, Luchs & Lipscomb
City Hall Square, Philadelphia
Makers Reynaldo, San Souci and El Gran Mundo—mild Havana Cigars
Luxello, Vandalia and Copyright, hand made 5c cigars

CUTS TWO THIRDS ACTUAL SIZE

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

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THE TOBACCO WORLD

NOVEMBER 15th 1912

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Tobacco Trade Looks for Early Action On Tariff and Monoply Laws

W. W. St. John Named As Head of British-American Stores

Offers Reward for Capture of "Kitty O'Hara"

Park & Tilford Buy Hirsch Factory

Retail Rinkles

Large Increase in Country's 1912 Estimated Tobacco Crop Over 1911

First Pennsylvania October Cigar Output Shows Heavy Increase

Corner Store Chat

Heavy Increase In New York District Cigar Production

Problems of the Retailer

All That's New With Jobbers and Distributors

News of the Leaf Markets

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 22

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

E. REGENSBURG & SONS, Tampa, Fla.

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E. REGENSBURG & SONS
THE AMERICAN
TAMPA, FLA.
HAVANA CIGARS
ON SALE EVERYWHERE

New York Office:
164-168 CANAL STREET

S. FERNANDEZ & CO., Tampa, Fla.

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers — Detroit, Mich.

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¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

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Sole Owners and Manufacturers
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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

Charles the Great
FINE HABANA CIGARS
are on sale wherever highest quality is the prime consideration.

Made by
Salvador Rodriguez
at
Tampa, Fla.
Offices: New York — Warehouse: Havana

REY EDUARDO
Clear Havana Cigars
Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on
REY EDUARDO
An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly — Salesmen Show Samples

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Fifth Ave. and 26th Street, New York

BEHRENS & CO.
HAVANA, CUBA
Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively
No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States
82-88 Wall Street, New York City

We doubly inscribe our new brand
SINTOMA
("Token")

¶ To our Founder as a memory-tribute—(See label).

¶ To appreciative Dealers and Consumers as a thanks-tender for over forty years testimonial support of our Superior Quality Cigars—(Try these).

Packed in all our popular ten-cent sizes. Neat, attractive window-displays.

Juan F. Portuondo
Cigar Mfg. Co.
1110-12-14-16 Sansom Street, PHILADELPHIA

Established 1857
M. STACHELBERG & CO.
Havana Cigar Makers
Tampa

For Gentlemen of Good Taste

San Felice
CIGARS
The Deisel-Wemmer Company
LIMA, O.

Central Union
No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.
United States Tobacco Co.
RICHMOND, VA.

E. REGENSBURG & SONS, Tampa, Fla.

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RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S

Cinco

CIGARS.

PHILADELPHIA

You Buy Two Kinds of Cigars

Those that sell and the *other* kind

That's why we can say with the assurance of its 50 years of Sales Satisfaction to bear us out

Buy CRESSMAN'S COUNSELLOR 5¢ CIGAR Big

THEY SELL!

Allen R. Cressman's Sons, Mfgrs.

Philadelphia, Pa.

How can I suit the Imported Cigar Smoker and give him a mild cigar?

HEARTSEASE SOLVES THE PROBLEM

Ranging in price from $55 to $70. Choicest imported Vuelta Filler, wrapped in shadegrown.

Its blend is perfection—A sure repeater

T. H. HART CO., Manufacturers

12th & Walnut Streets, Philadelphia

Every day Piedmont sales increase

For a long time now Piedmonts have been the biggest-selling 5-cent cigarettes in this country.

And since we put a coupon in the Piedmont package they have been jumping up faster than ever.

Are you on the Band Wagon?

Better get aboard and ride with the music.

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

The New **5c Cigarette**

A Silk Novelty in each package

Unvarying goodness of quality

Superior workmanship by the best workmen

BOLD AND DISCRIMINATOR

have cornered all the good points necessary for successful universal selling cigars. Get wise to yourself by getting wise to these brands.

BOBROW BROS.

114 S. Second Street, Philadelphia

Made in a clean sanitary factory

Leading sellers in all territories where they have yet ventured

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

Cigars of Distinction — Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers

TAMPA, FLA.

"THE TRULY HAVANA HOUSE"

New York Office and Salesroom: 136 Water Street

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

GEO. SCHLEGEL

22nd St. and Second Ave., NEW YORK

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. Springer, Mgr.

CHICAGO, 160 N. 5th AVE. J. N. Widdifield, Mgr.

SAN FRANCISCO, 320 SANSOME ST. L. S. Schoenfeld, Mgr.

NATIONAL LITHOGRAPHIC CO.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS

Equal to Imported

Write for Samples and Prices

EL AGUILA DE ORO

BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA

LA FLOR DE NAVES DE OBESO Y CUETO HABANA

LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA

LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA

A DE VILLAR Y VILLAR

LA FLOR DE HENRY CLAY JULIAN ALVAREZ HABANA

H DE CABANAS Y CARBAJAL

HENRY CLAY AND BOCK & CO. LTD. HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine HAVANA CIGARS

ESTELLA DE F.J.C. HABANA

LA MERIDIANA DE P. M. Y Cª HABANA FLOR DE MURIAS

LA INTIMIDAD DE ANTONINO CARUNCHO

LA AFRICANA HABANA

FLOR DE MURIAS HABANA

Flor de J. S. Murias y Ca.

LA FLOR DE CUBA EL M. VALLE Y Cª HABANA

MANUEL GARCIA ALONSO HABANA

SUPERIOR ROSA DE SANTIAGO LA HABANA DE PEDRO ROGER

LA FLOR DE YNCLAN DE F. YNCLAN HABANA

LA CAROLINA EL BANCES Y SUAREZ HABANA

LA CORONA

Each Cigar Wrapped in Tin Foil and Tissue Paper

EL DALLO

5c. 5c.

The cigar is right, because it is made of the right kind of tobaccos in the right way.

The special wrapping is right, because it keeps the cigar **fresh** and **clean** from **maker** to **smoker.**

PRODUCED BY

Wertheimer Bros., Baltimore, Md.

Here's the WHEELING STOGIE that SELLS POSITIVELY MILD

Wheeling Delights

Made of the best grade of selected tobacco in a sanitary factory by the best stogie-makers in the world. Exclusive territory open for live jobbers. Write today.

LITTLE PET STOGIE CO.

Factories: 1427 16th St., 1110 Market St.
Wheeling, W. Va.

Manufacturers of Wheeling's Famous Stogies

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

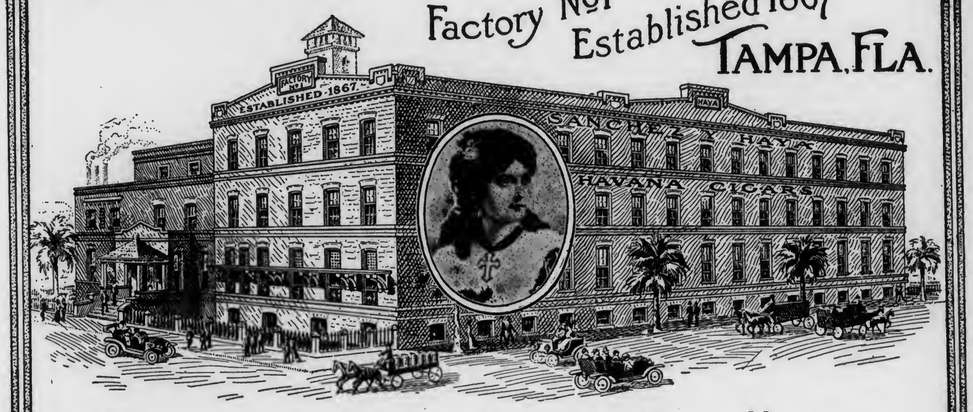
SARGENT HUMIDOR COMPANY

BRIDGEPORT, CONN.

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867

TAMPA, FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

That particular fragrance in

LA TONIA

Clear Havana Filled Sumatra Wrapped Cigar

is caused by the blending of the finest grades of Havana tobaccos. It is self-satisfying to know that when you offer your customer **La Tonia** cigars you do so with the knowledge that our "Guarantee for Quality" is back of you. They have three "rights" in their make-up—**taste right, made right, sold right.**

JOHN STEIGERWALD & CO., Inc., Philadelphia

Makers of EL BORITA and WAHNETAH

20th and TIOGA

Send for Free Sample Book OF German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

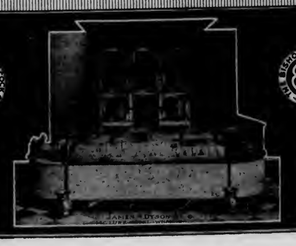
Wm. Steiner, Sons & Company

LITHOGRAPHERS

Steiner Building 257-265 W. 17th Street

NEW YORK

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

DOING ALL THE BUSINESS YOU WANT? GET IN TOUCH WITH US AND YOU'LL DO MORE.

OUR PROPOSITION IS ABSOLUTELY THE BEST. WE CAN PROVE IT.

"EL JAFFE"

The Finest 10c. Cigar

TAKES HOLD ON THE PUBLIC WHEREVER IT IS SOLD. IT'S AN ELEGANT HAND-MADE CIGAR; BROADLEAF-WRAPPED; CHOICEST HAVANA. WRITE FOR SAMPLES.

BAUM-JAFFE CO.

115-117 NORTH THIRD ST., PHILADELPHIA

WHY YOU SHOULD USE VENTILATING MOISTENERS

BECAUSE

¶ *They're* the only natural device producing moisture. ¶ *They're* absolutely *free* from germs or odors and stay that way. ¶ *They* can be regulated to suit atmospheric conditions. ¶ *They're* attractive and sightly and cannot be equaled in quality, price and satisfactory results.

Our Ventilating MOISTENERS are made of either clay or a superior evaporating compo and are finished with non-corrosive metal. Price from 25 cts. to $2. each. Made in many sizes, shapes and styles. Unsurpassed for advertising purposes. Write today to

P. A. BECKER CO.

Established 1891

132 Cumberland Street, Brooklyn, N. Y.

Mfrs. of Glass Cigar Box Lids and Humidors of all Kinds

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street
Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

"ELITE" F. Ry Ca. HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

London Trophies ARISTOCRATS

PITTSBURGH TRADE BUILDERS

London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded. 2 for 5c. and a full line of 3 for 5c. stogies Correspondence from jobbers and brokers solicited.

Wabash Cigar Co., Pittsburgh, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Clark's Samson Tobacco Press

If you want a tobacco press that is heavy and very strong and durable—a press that supplies tremendous power and from which it is easy to remove heavy boxes or crates—you want a **Clark's Samson.** Its easily-handled compound lever for pressing, its compound lever for raising and lowering the 4 center platform rollers, its end platform rollers—these, together with its general efficiency, make **Clark's Samson Tobacco Press** the choice of careful buyers. Write for complete information today.

CUTAWAY HARROW CO., 948 Main Street, Higganum, Conn.
Makers of the original CLARK double action harrows

MADE IN PENNSYLVANIA

Here is the Cigar That Repeats

Guaranteed Hand-Made, of selected tobacco, and attractively packed. "Old Chatsworth" is positively one of the very best Five-Cent Cigars on the Market

Write for Prices and Territory

A Live Proposition for Live Distributors

Luxfer Cigar Co., Manufacturers, Hellam, Penna.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

GEORGE W. PARR

Manufacturer of
Fine Cigars
Maker of
Fernside and Lord Wharton
FIVE CENT GOODS
Sold to the Jobbing Trade Only
Correspondence Invited
Littlestown, Penna.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but the cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

THE REAL GOODS Are the Only Lines that Makes Prosperous Dealers

FIVE CENT CIGARS

Lord Northcliff

Are real good 5c. cigars and duplicate on their quality. That means easy sales and quick returns. Try them.

Monarch Cigar Co.
Red Lion, Pa.

We can supply superior medium priced goods. Jobbing trade only. Correspondence solicited.

20th CENTURY 5c. CIGAR

LA ALTOONA, Perfecto and CASILDA, 10c. Cigars

Are standards of high quality. They will interest progressive houses

Made by

C. H. Plitt Cigar Company, York, Pa.

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs.
46 Miller Street, Pittsburgh

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA.

Smokes to Suit All Tastes

Our Tampa Clear Havana Leader
It is Selling by the Million

The **King's Club** is our leader, and it has made good wherever introduced. It lends class and distinction to the stock of every dealer who handles it. If you have not got the **King's Club** on sale, stock a few sizes and then watch results.

Las Primas Manila Factory

Manila Cigars have been steadily coming to the front in the trade throughout the United States during the past few years, and after a careful investigation of the merits of the different manufacturers in the Philippines, we have secured the exclusive control of the product of Las Primas Factory. We carry these goods, retailing from five cents straight to three for a quarter.

We have the goods that win and hold the high-class trade

THE CUBA CIGAR COMPANY, 3 Park Row, New York

Latest, Best in Cigar Lighter and Cutter Combination

No Batteries
No Current
No Alcohol
No Coal Oil or Gas
No Wearing Out
No Globes to Break

As simple as striking a match. Cost of operation less than 2c. a month. Find out how it is done and get illustration of other styles of this article from

THE BRUNHOFF MFG. CO., Cincinnati, O.
New York Office: 113 Malden Lane

WANTED

One Thousand Live Men

UNDER the new management which took hold two years ago, **The Tobacco World** has been making quick strides forward in every department. The improvement in our reading pages, the enlargement of our correspondence staff and the distinctive style, have combined to place **The Tobacco World** in a class by itself.

Our method of building, has been first, to produce the best trade paper in the tobacco field, feeling sure that such a standard would be sure to win recognition in the form of thousands of new subscribers.

That this recognition is coming, is evident in the increase of more than 75% in our circulation, as well as substantial gains in our advertising accounts.

With the opening of the New Year, it is our ambition to extend this circulation in every State by an aggressive campaign for subscriptions. To that end, we have an excellent proposition for traveling salesmen who would wish to take subscriptions on a commission basis. Only men of high standing and unquestioned character are wanted.

At one dollar per year, **The Tobacco World** is the best trade journal proposition in the country to-day. In most cases, all that is necessary to get a subscription is to show a copy of the paper, and point out its distinctive features. Solicitors who have taken hold of our proposition are making a good side income from it.

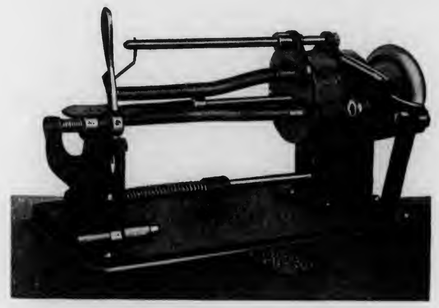
Why not, Mr. Live Salesman, do the same?

Address Circulation Manager, The Tobacco World

The Only Automatic Machines for Manufacturing a Complete Cigar

¶ With seven operators these machines will do the work of forty skilled men.

¶ The cost to manufacture cigars under the hand method ranges from $4 per thousand for the cheapest grades to $18 to $40 per thousand for the higher grades. The cost to manufacture cigars on our machines is approximately $2 per thousand. And the work is done with greater uniformity and perfection than is possible by hand. The cigars cannot be told from the hand-made product. We are now proving it in our demonstration plant, 106 S. Gay Street, Baltimore, Md., where a million cigars have been made.



The Cigar Wrapping Machine

¶ The automatic bunching and binding machine shown below has a capacity of 10,000 perfect bunches a day, requiring two comparatively unskilled operators. The wrapping machine shown above will wrap and finish 2000 cigars a day, requiring one operator.

Automatic Bunching Machine

¶ This company proposes to retain the ownership on a royalty basis, graded from $1 per thousand up.

¶ Anyone wishing to get in on the ground floor of this epoch-making enterprise, write to

The Cigar Machine Corporation of America

106 S. Gay Street, Baltimore, Md.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR

5c. STRAIGHT

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

BARON DEKALB SEGAR

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bulldog by

John W. Merriam & Co.

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

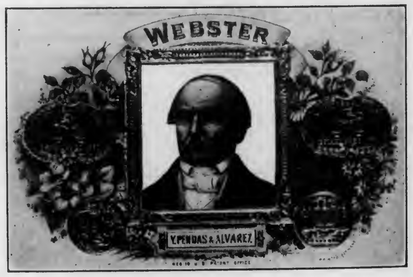
Havana, Cuba

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, NOVEMBER 15, 1912. No. 22.

George L. Storm to Direct Sales End of Tobacco Products Corporation

Retires From United Cigar Manufacturers' Company and Other Cigar Interests to Manage Big Cigarette Merger---Has Had Fine Business Career

SIMULTANEOUS with the announcement that George L. Storm had severed his connection with the United Cigar Manufacturers' Company, the jobbing house of George L. Storm & Company, and the cigar factory of the Spietz & Worch Company, of Detroit, comes the news that Mr. Storm has been elected a director and vice-president of the newly organized $50,000,000 Tobacco Products Corporation.

George L. Storm

The significance of this news will be interpreted in various ways by the trade.

Mr. Storm being primarily known as a cigar man, and having made a national reputation in that line, it was first rumored that the Tobacco Products Corporation wanted him to look after the cigar end of their business. This opinion seems to be controverted by the fact that the new corporation aims to deal exclusively in the manufacture and sale of cigarettes. It is learned from confidential sources that Mr. Storm's services were engaged primarily to build up the sales organization, in view of his remarkable success in the past along this line.

As at present outlined, Mr. Storm will become sales manager of the new corporation; William H. Butler and John W. Surbrug will look after the manufacturing end and Miltiades Melachrino will look after the purchase of the Turkish tobacco supplies.

Continued on page 16

Tobacco Trade Looks For Action On Tariff and Monoply Laws

President-Elect Wilson and Democratic Congress Likely To Get Busy---Domestic Interests To Resist Sumatra Reduction---Revenue Meddling Feared

(Special Despatch to "The Tobacco World.")

WASHINGTON, November 14.

WITH every indication pointing to the probability of President-Elect Woodrow Wilson calling an extra session of Congress early next spring, to enact the tariff and anti-monopoly program of the Democratic party into laws, the prospects are that the tobacco trade will find much of interest in Washington during the coming year.

THE TOBACCO WORLD correspondent, in discussing the prospects of legislation affecting the tobacco trade, with a member of Congress who has been much interested in this phase, stated that he believed that President-Elect Wilson would neither be hasty nor radical in his request for new laws.

In line with the program of the Democratic party is certain to come a reduction downward of the tariff on leaf tobacco. It is confidently predicted by importers of Sumatra tobacco that the present duty of $1.85 per pound will be the first to be attacked. Many of the importers insist on this being cut at least into half. In this move, they will find opposition, and very strong organized opposition from the Connecticut and Florida tobacco growing interests.

It is significant that the Democratic party, in the last election, carried Connecticut, and are likely to elect a Democratic Senator, thereby robbing the tobacco-growing interests of that state of a local champion. A reduction in the duty on imported Havana cigars is also predicted.

Speaking of the probable attitude of the Wilson administration, towards the American Tobacco Company, the WORLD informant stated that he believed that the present status of the companies affected by the dissolution decision, would be thoroughly examined by the government agents before any recommendation would be made to Congress. It will be remembered that at the last session of Congress, the Cummins bill, which directed the Attorney General to make an appeal to the Supreme Court in the matter of the dissolution of the American Tobacco Company, was passed by the Senate, but held up by the Committee on Judiciary in the House of Representatives, because it was believed that should the bill be passed, it would be vetoed by President Taft.

Now, that it is definitely assured that the next Attorney General will be a Democrat, in sympathy with Wilson's anti-monopoly views, early action on the Cummins bill is predicted.

As the government's income from tariff duties is sure to be curtailed by the general reduction of the tariffs, it would not be surprising to see the Democratic members of Congress turn their attention to the tobacco trade to squeeze out some of the lost revenue by increasing the internal tax on all forms of tobacco.

The first move along this line was revealed in the last issue of THE TOBACCO WORLD in the plan of Congressman Warburton to restore the Revenue Act of 1879, which calls for excessive revenue rates, so as to give the government money enough to build a military road across the United States.

If the new Congress makes any effort to increase the revenue tax on tobacco products, it is more than likely that it will

Continued on page 15

Offers Reward For Capture of "Kitty O'Hara"

Tacoma Cigar Dealer, Henry M. Prince, Great Believer in Newspaper Advertising, Takes Advantage of Contest Conducted by Local Daily and Boosts Cigar Sales

IN this present age of advertising the merchant who is always on the alert for opportunities to boost his sales and attract attention to his store is the man who invariably makes a success of his business. Many retailers often have such chances to make a hit and never realize the possibilities lying before them.

Recently there was conducted a contest by the "Tacoma Daily News," of Tacoma, Wash., which created so much excitement in that hustling town that an enterprising cigar dealer grabbed the chance to get his store in the limelight. This merchant was Henry M. Prince, with a store at 946 Pacific Avenue, and from the reports Mr. Prince gave on his increased sales he lost nothing by being in the thick of the excitement.

The "Tacoma Daily News" conducted this contest by offering $150 reward for the apprehension of a young lady named "Kitty O'Hara." She would appear in different costumes at specified corners at certain hours of the day. Mr. Prince is a great believer in newspaper advertising, or anything new that comes up, and he was right there and got in on it.

Henry M. Prince

He inserted an ad. in the "News" stating that he would give $25 in gold, free, in addition to the prize to be awarded by the newspaper, stipulating certain conditions, which were as follows: "To any one capturing the young lady under the conditions required by the 'Tacoma Daily News' and having in their possession at the time of capture one of my cash register receipts, issued the day of capture and bearing such date, I offer $25 in cash." It can easily be seen how the sales increased for Mr. Prince as hundreds of people flocked to the store to obtain the necessary register checks.

In speaking of the policy he uses in conducting his business and the "Juan de Fuca" cigar, which he has been featuring, Mr. Prince says:

"Advertising alone is not the road to success. It depends entirely on the retailer himself. I have taken the 'Juan de Fuca' cigar and featured it in thirty-two different sizes, advertised them, slept on them, and ate them for breakfast, lunch and dinner until I am now doing ninety per cent. of my entire business on this brand alone. In proof of the success of my store, I can easily say that my retail business is one of the largest on the Pacific Coast. I employ five clerks in my main store, all high-priced men.

"I merely mention all this to point out the fact that what retailers want to do to make a success of their businesses is to get a piece of goods with merit, get behind it and then advertise. Publicity, with merit and personal attention behind it, is the true road to success. The average retailer sells what the public demands. They are like a lot of automatons. Wind them up and they work all right. My idea is to sell your own brand in either cigars, tobacco or pipes. By this I do not mean that other goods should not be carried. I venture to say that I have about fifty different clear Havana brands on hand. We create a demand for our goods, making individuality our prime factor. I could dwell on this subject all day but do not want to take up more of your time."

RETAIL KINKLES

Plans Used Successfully by Thinking Retailers to Improve Their Businesses.

Card Stunt Advertises Western Concern

The retail cigar firm of Adler & Cohn, 35 Powell Street, San Francisco, has been working a stunt which brought in a lot of business and is believed to be new there if not elsewhere. The scheme needs at the outset, only a few personal friends, and enough cash or credit to get a lot of cards printed, though later on someone may have to be hired to look after the telephone.

Adler & Cohn had cards printed showing a lot of proper names, one for each playing-card in a deck, and distributed these among a few friends, with instructions. The holder of the card, while in conversation with one of his friends, mentions a wonderful mind-reader in the city, who can tell over the telephone the name of a card written by a stranger. This of course arouses curiosity, and the friend usually decides to give it a trial. The holder of the card offers to call up the "professor" and introduce his friend, meanwhile learning the name of the card written. He then calls up the store, and asks for Prof. Blank (giving the name corresponding to the card), and the clerk in the store promptly gives the name of the card. Thus, if the friend writes "deuce of hearts," this corresponds on the card with the name "Marshall," and "Prof. Marshall" is asked for, giving the key. The person in the store then engages the stranger in conversation over the phone and asks him to call at the address of the store for further particulars.

When this scheme was once started, the store was kept crowded with men to see the "professor." Of course most of them bought cigars, just to be good fellows, and a substantial amount of regular trade has been built up through the scheme.

Makes Dollars Do Advertising Duty

An up-to-date merchant in a New York State city is using a novel plan to popularize his store. He is making Uncle Sam's dollars do advertising duty for him. He does it by handing out one silver dollar every time a large bill is changed. On one side of the "cart wheel" is a big red sticker just the size of the inside part of the coin down to the milled edge. On this sticker is printed, "Take me back to Jones' when you want to spend me; I am worth more there than anywhere else." In the course of a month the ordinary size store will use a number of these coins and of course every one of them is a good ad. for the fellow who puts them out.

Schemes of this sort, while they are novel and out of the ordinary, may be easily used to excess and react against the person using them. However when they are used with good judgment, they make excellent publicity builders and make a store talked about. The stickers used in this instance are easily purchased and are not expensive by any means.

PROBLEMS of the RETAILER

The Qualities of a Crackerjack Salesman

THE following quotation which was given as the true meaning of successful salesmanship sums up fairly well all the qualities a man requires to make good. They were given by one who had gone through the mill and for that reason deserve attention:

"To do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for love of work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason, rather than rule; to be satisfied with nothing short of perfection."

Enthusiastic interest is the most important quality in successful salesmanship, because the man or woman who possesses it will naturally acquire other helpful qualities. No person can hope to succeed as a salesperson unless he or she has a liking for the work, and the same rule applies as well to all other lines of business. Enthusiasm is half the battle in any undertaking.

Truthfulness and ability to obtain the confidence of customers are of vital importance. The merchandise handled may be everything that could be desired in quality and price, yet unless the salesperson gives out the impression that he is absolutely sincere in his statements concerning the goods, he may be unable to convince the prospective buyer.

One of the important things which the young salesman often finds hard to realize is the essential factor of courtesy. He will, by experience, learn that in a sense every person who enters the store or whom he goes to see is a guest and should be treated as such.

The successful salesman is careful not to make promises which cannot be fulfilled to the letter. It is far better to lose the sale than to make the positive statement that goods will be delivered at a certain time when there is no certainty that they will be. The best patronage comes from satisfied customers, and broken promises do not make satisfied customers.

How much goods would a peddler sell if he went around all the time with his pack on his back waiting for someone to ask to see what was in it? Don't wait to be asked to show your goods, show them anyway. In short use your show window. Don't be afraid of overworking it. It will easily stand it.

Give the man with a special aptitude for some line of work a chance to devote himself as much as possible to that work. This is a day of specialists and the man who makes good in a certain branch is given the opportunity to become a crack in it. He will not be satisfied anyway if he is put at anything else and knows he can do some other thing a great deal better.

Continued from page 13

aim to use the money for ordinary government expenses, rather than for a special visionary purpose for which Congressman Warburton intends it.

Manufacturers in the tobacco trade will do well to strengthen their lines of organization to resist any efforts that may be made to increase the revenue on all forms of tobacco. It is certain that an organized fight will be necessary to protect their interests.

"Nothing Ventured, Nothing Gained"

THE man who makes the greatest success of himself is not he who is afraid to do anything because it has never been done before. The man who never made a mistake comes from this rank—and have you ever noticed, they never got far either. The fellow who is not afraid to take a reasonable chance to back up his judgment is the one who gets there. He makes mistakes—but never makes the same mistake twice—and that's where he has it on the fellow who won't do a certain thing because he has never taken a chance and doesn't have the gumption to try for fear of what may happen. Many of the great merchants of the day have made big mistakes in their day, but they profited by them and are at the top now, while the men who derided them are still running their small stores on the corner—and barely making both ends meet.

Window Bulletin Suggestions

Tackling The Smoker

has been a mighty successful proposition with our Clear Havanas. We win the game of business with them because they play square and are the real goods.

10c. AND UP.

Going Hunting This Fall?

Whatever you do, don't waste time hunting your cigars. We have them right here, and stand for but one quality—the highest.

Fireside Smokes for the Tired Man

These little high-class nickel cigars are just what you have been looking for. Take a box home today. You will never regret it.

Let Us Quote You Our Box Price.

The Spirit of Thanksgiving

in its entirety will only be fulfilled when you finish that dinner with one of our superior Havana cigars. They're the ideal smoke for the connoisseur.

From 10c. to 25c.

"Don't Judge a Man by His Clothes"

applies just as aptly to our clear Havana cigars. The 1912 Cuban tobacco crop, for aroma and quality, is one of the best in years. But in giving added flavor Nature gave us spotted wrappers.

That explains the appearance, which is no index as to their quality.

All Sizes and Prices.

How The Cigar Dealer Can Ginger up His Trade

Premium Methods, With Proper Thought and Attention, Are Helping Retailers Everywhere—Coupon System An Example of Good Schemes Practiced—Retail Rinkles, Novel Plans Successfully Carried Out

By James Fordyce

THE retail cigar dealer is up against a serious question when he decides to use premium inducements and contests. There are thousands of retail merchants in every line of business nowadays who are doing it with good results. And there are many more who have tried the plan and vowed to never venture in that field again. Hearing of the latter's experience other dealers, who would gladly try innovations such as these, are afraid of the breakers ahead. They realize that they are in business to make money and they speculate as to the advisability of putting a certain amount of money into a boosting campaign when the results may possibly be nil.

The merchant who is in earnest about this problem can solve it in only one way. Like advertising, these inducement methods require study, particularly of plans worked out successfully by others. By watching what another may be doing at the time, the dealer may see something which is the germ of a new scheme for him. The TOBACCO WORLD has been impressing upon retailers for some time the advantage of getting in the limelight with something new, and impressing upon the public the fact of their progressiveness. The Retail Rinkles Department was established for just this purpose.

Let us suppose the retailer has already decided to put a certain amount of money into premiums. Many merchants, who have made a success of selling plans, put aside two per cent. of the selling price of an article for the purpose. Of course the margin of profit on the merchandise must necessarily play an important part as to what percentage can safely be used. A number of the larger houses in the United States, who spend thousands yearly for premiums, figure on a basis of five per cent., sometimes as high as ten. But for the smaller merchant five per cent. should be the limit.

If you are thinking along the lines of giving coupons for premiums, do not lose sight of the fact that not all of these coupons will come back to you for redemption. It has been the experience of hundreds who issue coupons that only in rare cases have fifty per cent. of the coupons been redeemed. The average is nearer thirty per cent. than fifty. So in figuring this out the dealer should not estimate on a basis of a full return of the coupons.

In selecting your offerings use judgment. An article which may be a winner in one neighborhood, may never do in another. Some of the shrewdest premium users nowadays never purchase too heavily at first. It is always advisable to try out your trade and see what the tastes are. A short trial will suffice. No man can tell absolutely just what the public is after. A short time ago a dealer, who uses premiums in his business, in explaining his success, made a statement which showed plainly how carefully these men sound the tastes of their customers.

"After I feel that the premium is a first-class one," he said, "I put it before the women of my family and get their opinion. I know very well that women are more susceptible to the premium inducements and they often either make or break a plan. When I am satisfied with their opinion I give it a trial." This man only gave it a trial. The premium first had to make good. The tastes of the housewives are often so varied that this is the only certain method.

When the question of premiums comes up in certain quarters, some merchants argue that they prefer to give the benefit of the cost of the premiums in better values, or in the nature of a cash discount. They claim that it is the customer who pays for the premium. Therefore, why not let him have the money, when he may possibly again spend it in that store.

That is very true. The best answer to such a line of talk is that it will not turn the trick. These persons do not study the kinks of human nature. A housewife, and this applies to men in most cases, too, are not influenced in the least by the small cash discount. Yet when these persons receive a premium coupon it appears to represent some tangible value and is the means of bringing them back again, so they will not lose what was gained by the first purchase. That person will form the habit of always going to that store.

One of the best and least confusing ways of using premiums to get and hold a customer's trade is to specialize on just one article. The dealer who gives one premium to all his customers has the advantage over both the premium department and the clearing house methods, where a number of dealers co-operate to save expenses. He not only saves confusion in the minds of his customers, but if he has one good thing, people connect his name with it and the premium, provided it is a good one, is paralleled in the minds of people with the quality of the goods the merchant sells.

Just as soon as the retail cigar merchant realizes that catchy selling methods are perfectly legitimate, and are making business for merchants everywhere, so soon will he stimulate his trade to larger proportions. The increased business he will secure will more than pay him for the trouble and outlay. The great tea and coffee houses of the country, also chains of grocery and cigar stores, use selling schemes and coupons. Scores and scores of merchants have made a success of these sales-increasing plans, and have proven their practicability, which should surely show the beginner that it is not a hit or miss proposition.

The whole question, therefore, resolves itself into the best method of doing it. Study your customers, watch the papers, study your trade journal, read the Retail Rinkles, and unless you are either hostile to such ways of doing business or too busy to spend a little thought on it, you will surely find some plan which will fit your particular case. Outside of the larger volume of business you will secure the scheme is worth a trial, because other dealers, and your customers, will appreciate that you are alert and willing to give them the best store and service that you possibly can.

Continued from page 13

In enlisting the services of Mr. Storm in the new enterprise, the Tobacco Products Corporation executed a move which cannot fail to strengthen their organization. Mr. Storm has been identified with the cigar business all his life. He is the son of the late Henry Storm, of the old house of Straiton & Storm. He started his career in a small way in East 27th Street, New York City, and later joined the selling staff of R. C. Brown & Company, cigar jobbers. Later he opened a retail and jobbing store on East 42nd Street, where he remained until June, 1907, when he succeeded R. C. Brown & Company, which was a branch of the Straiton & Storm business.

About this time Straiton & Storm sold out to Kirbs, Wirtheim & Schiffer. When the George L. Storm & Company incorporated the Brown business, they sold a half interest to the United Cigar Manufacturers' Company, for which factory, the house of Storm was one of the largest distributors.

Mr. Storm is an aggressive, resourceful, shrewd business man with a wide vision and unusual capacity. He cannot fail to make good in his new connection, if he is given the proper tools with which to work.

Store First Opened "Good Friday" Does Good Business

Louis H. Opperman of Johnstown, Pa., Operating Two Stands, One of Which is Oldest in the City---Gives Reasons For Success

There are many well managed and attractive cigar stores in Central Pennsylvania, but a dealer now operating several stores in Johnstown claims to be operating the best one between Philadelphia and Pittsburgh. This man is Louis H. Opperman, who is running the oldest cigar store in the city, at 144 Clinton Street.

Louis H. Opperman

Mr. Opperman started in business on April 8, 1898, at the Clinton Street store. The above date happened to be Good Friday, which he considers a good omen for his business. Since that time he has acquired two more stands, one at 223 Franklin Street, which he states is the largest cigar store and barber shop in Johnstown, and the last and finest stand at 411 Main Street, which was opened for business June 24, 1911.

The Main Street building cost Mr. Opperman $75,000 and is finished up in the finest manner any dealer could wish. The fixtures are of solid mahogany, marble and French plate glass. It is shown in the cut and the size can easily be imagined.

When asked what he based his success upon Mr. Opperman said, "The main thing is for the dealer to look after as much of the detail as possible. He should see that all customers are satisfied and be ready to stand behind any article sold; to make right the complaints. And the stock: Mine is always kept as fresh as it is possible to keep it, that should be a point for any dealer to spend his time and energy upon. I started in business before I was twenty-one years of age and had hardly enough to pay the rent, which I had to do a month in advance."

The lines of cigars carried by Mr. Opperman are as varied as could be wished. Starting with his nickel brands he features the "Cinco," "Roigs," the "Tom Keene" and the "John McCullough." The domestic ten centers show such cigars as the "Girard" in many sizes and "Robert Burns," with Havanas, the E. H. Gato full line, Regensburg "Americans," "Flor de San Martin y Leon," and the "Ruy Lopez." The imported brands include "Hoyo de Monterrey," "H. Upmann," "Romeo y Julieta."

Anything in the tobacco line is on hand. The manufacturers represented are Falks Tobacco Company, Monopol Tobacco Works, R. A. Patterson Tobacco Company, American Tobacco Company, R. J. Reynolds Tobacco Company and The Surbrug Company.

Cigarettes carried are, "Melachrinos," "Makaroff," "Phillip Morris," "Brennig's Own," "Khedival," "Stephano Brothers," and "Schinasi Brothers," while Mr. Opperman is considered to have one of the best lines of pipes throughout the State, handling a line of William Demuth & Co.

Mr. Opperman's Main Street Store

Interior of Main Street Building

Ed J. Earl Opens Store in Kansas City

Another Peregoy & Moore store is shortly to be opened in Kansas City, Mo. It will be located at Eighth and Baltimore Streets, in the Massachusetts Building. The firm will be styled the Ed J. Earl Cigar Company. Edwin Turner, for many years manager of the N. Switzer Cigar Company, will have charge of the stand.

New Factory For Mt. Carmel Cigar Company

Owing to the necessity for increased floor space the Mount Carmel Cigar Company, of Mount Carmel, Pa., has let a contract for the erection of a new four-story factory building at Fifth and Hickory Streets, that place. The building will be 150 by 50 feet and four stories in height, accommodating several hundred hands.

IN the course of a chat the other day with a retailer the subject turned to the American "national" game—poker. Speaking of great games the retailer said: "A newspaper friend of mine told me of a game the boys on his paper used to play after they got the "sheet" out. As a rule, play did not run very high, but one night after a few hands, in which nothing interesting turned up one of the fellows opened. The next man stayed, but the rest, with the exception of the last man, dropped out. He raised it and the opener came back strong. The other fellow, seeing that there was something doing, flopped.

"The opener raised again, seeing some soft money in sight. Nothing daunted his opponent raised again. Excitement meanwhile rose to fever-heat and the other fellows crowded around to watch. It was very apparent that someone would have to borrow carfare to go home. Side-bets were made as to who would be the winner, but the betting of the players still went merrily on.

"Finally, reaching the limit of his resources, but with unshaken confidence in his hand, one borrowed some money from a friend, and in a few minutes the other had to do the same. They borrowed every cent they could scrape up and at last, by mutual consent decided to call the game off until the following night, thus giving both an opportunity to get some more money. Each hand sealed in an envelope, and bearing the owner's name, was securely locked in the office safe.

"The next night the performance was repeated. By this time news of this record-breaking game had spread widely, and it was decided that the following night the hands would be opened in a cafe where the fellows were in the habit of congregating and the name of the winner announced. The pot by this time contained the respectable sum of $350, even.

"Well, the first envelope was opened and was found to contain a straight flush in spades, king high. Imagine the excitement that prevailed when the other envelope was found to contain a straight flush, king high, in diamonds! When the two 'winners' paid back the money they had borrowed, they split up the sum of thirty dollars between them,—twenty of which was their own money."

* * *

At a dinner given by Chicago physicians recently to visiting German doctors and their wives, the German women astonished the American diners by opening up cases of cigarettes after eating and proceeding, by special permission of the management of the La Salle Hotel, to light up their little smokes. This is the first time the privilege of smoking had been granted to women smokers in that well-known hostelry.

Mrs. Richard Mond, wife of one of the visiting M. D.'s said that in Germany only the married women smoke in public, the young women of this country having far more liberty than their fraulein sisters in the Vaterland. In that country, after a dinner, the ladies light their cigarettes first; this is an indication to the men that smoking is permitted, after which signal, they fire up also.

There are now 125 enlisted men chewing tobacco in the New York Navy Yard who will decide which of forty kinds of brands will be bought for the use of the Tars. They will be occupied six weeks and should be able to tell others by that time a few things about the practice. The bids were opened for 200,000 pounds which will be purchased, prices ranging from 32 to 42 cents for the various grades. After the Jackies have masticated to their fill and given their verdict the awards will be made. This is an annual event and the idea is to supply the tobacco which is best liked. The matter of suiting the different tastes is one which is regarded to be of sufficient importance to warrant the practice.

* * *

King William the old Holland monarch, who was known to his subjects as Vader Willem, was much prejudiced against smoking and the courtiers who indulged were very careful to keep it a secret from him. The court had one privileged character, nevertheless, who refused to give up the practice. This was Kuh, the royal portrait painter, who would fire up when and wherever he pleased. It was said that on one occasion he was commanded to paint a likeness of his royal master. Kuh prepared to do so, but a disagreement arose as soon as he started to smoke. He refused to paint the portrait unless the king gave away to his foible, claiming that he could work properly only when he was smoking, which was agreed to. The king had not been seated long before he fell asleep from the fumes of the pipe. Kuh continued for a time when he followed suit. Willem was the first to awake and upon seeing the painter indignantly exclaimed, "Why, sir, you are asleep." The painter, aroused from his slumbers, did not realize that he was in the presence of his superior and replied abruptly, "Yes, but you fell asleep first."

* * *

I heard a short time ago of the pranks of the wife of a salesman friend of mine which amused me greatly until the matter culminated in the Court of Domestic Relations. It seems that Jim, which by the way is not his right name, had been a little wild before he married. He had tried hard to settle down to a quiet married life, and was doing well. Though he thought a great deal of his wife, he wanted a night off occasionally. Now and then "the boys" would tip him off to a quiet little poker game where they had some fine time and yet never lost much.

But Mrs. Jim thought differently on this subject and berated Jim about going out once and sometimes twice a week. The "fireside for His'n" was her argument every time. I often teased Jim about his spouse and said that she would forget it before long. A few days ago I met him on the street carrying around a countenance which would have put a life-sentence prisoner to shame. It seems that to cure Jim of his naughty habits his better half had started to imitate him, thus showing a horrible example and shaming him to "reforming".

The matter has been settled, and Jim now pays $8 per toward the support of Mrs. Jim.

THE ONLOOKER.

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It appears that the announcement that Internal Revenue Commissioner Cabell, had decided not to enforce the collection of revenue on free cigar smokers in cigar factories, was too premature. Mr. Cabell is still on the warpath, loudly proclaiming that the law has not been rescinded, and he intends to see that Uncle Sam is not flim-flammed.

That Free Smoker Ghost Is Still Kicking

While the bellicose Mr. Cabell has no objections to the passage of a new law authorizing that smokers consumed in factories for experimental purposes, shall be exempt, he will insist that these free smokers shall not be taken from the factories, and until such an amendment is passed, the manufacturers will have to hand over the tax on all smokers consumed by the workmen, whether used for experimental purposes or otherwise.

It is estimated that there will be nearly $1,000,000 additional revenue collected this year by the government as a result of the enforcement of the tax on free smokers.

It is altogether likely that legislation will be enacted at the next session of Congress permitting the exemption of about two per cent. of the smokers from taxation, but rigidly enforcing the provisions against the removal of free smokers from the factory. Factory owners, as a whole, will have no objection to this, but what of the down-trodden cigarmakers?

What of the graft made by selling these free smokers?

Considerable dissatisfaction has already been aroused over the enforcement of the new Guarantee Stamp Act recently passed by the Cuban Government. Cuban manufacturers who have been doing a large export business to Buenos Ayres, complain that the new law is a hardship upon them.

Cuban Stamp Act Affects Exports

It has been the custom to ship the cigars to Buenos Ayres in a very thin cedar box, resembling cartons. This was done to save duties as the tariff is levied on the gross weight. Importers receiving cigars so packed, were accustomed to re-pack them in regular cigar boxes and throw away the thin coverings.

Under the new law, which compels all cigars for export purposes, to be stamped in Cuba, it is impossible to throw away the original thin boxes and substitute the regular boxes, since they will not bear the Guarantee Stamp. The old scheme of shipping cigars to Buenos Ayres is illegal since it is prohibited to attach the stamps to cigar boxes that have left Cuba.

The new conditions will necessitate a complete change in the method of shipping cigars to Buenos Ayres, unless the law is immediately amended by the Cuban Congress.

Press reports from Pittsburgh have it that the edict has gone forth from the headquarters of the United Cigar Stores, in that city, abolishing the cigar cutter. It is claimed, and justly, that it is a prolific source of infection from many diseases. Spittoons are also under the bann and will be no more in United stands.

Placing Bann on Public Cigar Cutter

Without doubt the cigar cutter, as now used, is a menace to health. Possibly seventy-five per cent. of cigar smokers who use the cutter wet the tip of the cigar before placing it to the cutter. The next man who inserts his cigar is taking chances of contracting contagious diseases previous users of the cutter may have. Doctors state that disease is spread more widely by persons expectorating than by any other source.

Be that as it may, the fact remains that the cigar cutter will be ostracized before long unless it is used differently. On many of these contrivances are the words: "Do not touch the cutter with the fingers." Why not make it: "Do not wet tip of cigar with lips before inserting it in cutter. That is a dangerous practice and a source of infection from disease."

Probably the education of the smoker to the proper method of using the cutter would go a far way toward remedying this detriment to health. The cutter has made such an important position for itself on the counter of the cigar dealer that its abolishment would be keenly felt.

Cigar manufacturers in the First Pennsylvania District are to be congratulated on the showing their factories made during October. For in that month there were made 79,014,020 large cigars, more than for any month in the annals of cigar manufacturing in that district. The only month which came close to these figures is October, 1911, at which time 77,351,780 cigars were turned out.

These are the only months during which the production figures have gone over the seventy million mark.

Congratulations! May there be many more months like October.

From The Tobacco World Bureau, 910 Hartford Building, New York

W. W. St. John Named As Head of British-American Stores

New York Retailer Elected As Temporary President---Men Behind Movement Still Unwilling To Be Revealed---Concern Will Do Retail and Jobbing Business

THE first apparently authentic news as to the men who will direct the affairs of the newly incorporated British-American Cigar Stores Company, is the statement issued by W. W. St. John, a well-known New York retail dealer, who has been elected president of the company, and by Richard H. Rankin, a lawyer, who has been chosen as secretary and treasurer.

According to Mr. St. John, a board of directors, consisting of eleven men, has been chosen, but their names will be withheld from publication for the present.

It is the plan of the new $3,000,000 corporation to embark at once, into the retail and jobbing business and eventually into the manufacturing end.

The two retail stores of Mr. St. John, one on 42nd Street, and the other at 225 Fifth Avenue, have already been taken over by the new corporation, and options on six other retail stores in New York City have been secured.

The operation of this new chain of stores will be along the lines of the "United," involving an extensive coupon system and other methods which have proven successful in retail chain stores.

Mr. St. John is quoted as denying that "there is any connection between the British-American Tobacco Company and the new enterprise," although it is hinted that such a connection may develop later. It is believed that the officers so far announced, are merely temporary selections and that when the hands of the men behind the movement are shown, the names of a number of very prominent cigar and tobacco men will be revealed.

U. C. M. Company and Liggett & Myers Declare Dividends

The United Cigar Manufacturers' Company has declared the regular quarterly dividend of one and three-quarters per cent. on the preferred stock, payable November 30 to stock of record November 22.

The Liggett & Myers Tobacco Company has also declared a dividend of three per cent. on the common stock, payable December 1. Although no announcement had been made it was understood to be a quarterly dividend, thus putting the stock on a twelve per cent. basis.

Alexis Ehrman, of Ehrman Bros. & Co., San Francisco jobbers, was noticed in New York during the past week.

Increase of 10,000,000 Cigars in New York

Figures for Cigarettes, Snuff and Manufactured Tobacco Also Larger

THE production of cigars in the three New York districts for the month of October has shown an increase over the same month last year of more than ten millions. Little cigars, cigarettes and tobacco also show increases. The figures compiled from the revenue receipts are as follows:

	October, 1911.	1912.
Cigars	77,473,130	87,660,030
Little Cigars	8,593,000	10,272,080
Cigarettes	495,625,376	717,365,256
Cigarettes at $3.60	1,186,700	1,714,550
Snuff, lbs.	.....	5,884
Mfg. Tob. lbs.	542,933	645,186

The output of the districts up to November 1, compared with last year, is as follows:

Cigars	612,301,540	617,849,601
Little Cigars	54,312,970	43,649,893
Cigarettes	3,750,499,611	4,892,428,966
Cigarettes at $3.60	13,260,552	13,154,552
Mfgd. Tobacco	6,174,934	5,767,795

Another Store for Schulte Chain

Another link has been added to the chain of Schulte retail stores by the acquisition of a store in Smith, Gray & Company's building, Broadway and Warren Streets, New York. The store is 18 x 45 feet and has been leased for twenty-five years. It is an excellent location for retail trade. In connection with this news, it is reported that the Schulte Cigar Stores Company will be re-incorporated with a capital of $5,000,000 early next year.

"Heroes" Gaining Ground On Pacific Coast

W. I. Pixley, the Pacific Coast representative of I. B. Krinsky,, the Brooklyn manufacturer, reports that the "Heroes," cork tip cigarettes, are doing exceptionally well on the Coast. His duplicate orders are keeping the factory hustling. Business with I. B. Krinsky is exceptionally good and they are working overtime to fill orders. "Fifth Ave." cork tips are steadily gaining ground everywhere.

W. H. Patterson, a cigar dealer of Fanport, N. Y., has rented a store in the Lucas block on Main Street, in that city, and will shortly remove his store to the new location.

Park & Tilford Buy Hirsch Factory

PARK & TILFORD, one of New York's largest wholesale grocery and cigar importing houses, have just consummated a deal for the purchase of the Ferdinand Hirsch Company's Key West cigar factory, which concern has been making the "Mi Favorita" brand for Park & Tilford for the past twenty years.

The factory will be operated under the name of the "Mi Favorita Cigar Company," with A. W. Arnold as president. Mr. Arnold is an acknowledged expert on tobacco and his twenty-six years' connection with the Hirsch factory, qualifies him admirably for his new position.

It is announced by Park & Tilford that under the new arrangement they will be able to offer "Mi Favorita" cigars to the trade at factory prices, and they will spare no effort nor expense to increase the sales of this brand throughout the United States.

A. Abrahams, who has conducted the big cigar stand in the Grand Central Station, New York, for many years, has renewed his lease.

Tobacco Alliance Acquiring Members

Promoters of the newly organized Tobacco Trades Alliance, New York, have issued forms for the exchange of information between members using the Central Credit Bureau. It is stated that the membership of the Alliance is growing fast.

"BATSCHARI" CIGARETTES MADE IN BADEN-BADEN, GERMANY

A. Batschari has long been the favorite cigarette maker for the Kaiser. A number of New York Club Men who have smoked this brand, have formed a company to push the goods. They are blended from Turkish tobacco and made with a long stem of cardboard

Cleveland Dealers Talk Holiday Business

J. B. Shields, of Shields-Wertheim Company, Predicts Record Year for Firm—Pyle & Allen Take Over Stieglitz Store—I. Stern & Company a New Cleveland Cigar Concern

CLEVELAND, OHIO, November 10.

PEOPLE around these parts are starting to talk holiday business and beginning to prepare for the usual rush. It seems we never can prepare ourselves early enough. The Consumers' League in this city is trying to have a law passed to compel storekeepers, that is the large stores, to close the night before Christmas. They feel that a great many people neglect their shopping and let everything go to the last minute, making the already worn-out clerk much more fatigued. It certainly is a good thing from every point of view.

The Jenkinson Company report they are very busy getting their holiday goods out. H. K. Horner, the district manager, has increased his territory recently. It now includes Ohio and the surrounding territory.

Ben Bloch, of the Phillip Morris Company, was in town the past week.

Mr. Bauer, formerly of the Surbrug Company, is now the local sales manager of the George B. Scrambling Company. They are 'way oversold on goods at the present time and their business shows no let-up.

Leo W. Mayer, secretary and treasurer of the Neumann & Mayer Co., of Philadelphia, was in town this past week for a few days. Mr. Mayer, with his Cleveland representative I. J. Mittelberger, left on a two weeks' trip in the Middle West. They both report a splendid increase, with business bigger and better than ever.

Willis Andrus, of the Garcia Company, was with us this past week.

The Scrambling Company are featuring the "Bank Note" cigar, made by the United Cigar Manufacturers' Company.

The Stieglitz cigar store, at the corner of Prospect and East Fourth Streets, has been taken over by the Pyle & Allen Co. Irving Barendt is the manager. Business is fine and they feel this corner location is a valuable acquisition for them.

The P. & A. Company report they are short on "New Bachelors" and business is better than ever, as they are many thousand oversold. The factory writes they are unable to supply the demand, but are doing their best to keep up with the orders. They are getting ready for their holiday business and their salesmen report a very nice advance trade. They are getting in fortieths packings, clear Havanas, and domestic goods.

The "Liedercranz" and "American Cabinet" brands were represented the past week by Fred Suss, of the R. Steinecke Company.

Victor Torsch, representing T. J. Dunn Company, makers of the "New Bachelor" cigar, was also with us.

The Fred G. Gollmar Cigar Company report they are doing an increase in business and expect a big holiday trade. The brands they are featuring are the "La Lita," in sixteen sizes; "El Modello," "Somello" and "Henry the Fourth." In broadleaf Havana cigars the "La Saramita" is the best seller they have and they carry that in all the leading sizes. The "S. G. Brown" cigar, of the S. G. Brown Company, New York, is also a big seller in domestic. They are carrying all the holiday cigars of the above brands in large quantities and expect a big business on same. Owing to the big business in the Arcade stand they had to add another man to their already large force. The Rathskeller stand has also been increasing in business and they carry the same brands as they do at their store in the Arcade.

Hi Hammer and his brother, Mort, from Chicago, who handle the "Lucia" cigar for the Coral-Wodiska, report a very big business. In nickel brands their best sellers are "Baby Saras," "Coral-Wodiskas," "Resagos," "Idolita," "Somello" and a good many special brands made by the Shields-Wertheim Company, and a full line of cigarettes, of which the Phillip Morris is their biggest seller.

J. B. Shields, of the Shields-Wertheim Company, is out in the Middle Western territory looking things over. The letters received shows he is doing quite some business and making some nice contracts for next year. Mr. Shields says he thinks it will be one of the biggest years in the history of the cigar game. Considering the crop conditions and conditions in the country from a financial and business standpoint at this time, Mr. Shields says there is no question but what next year will be the banner year in the cigar business. The factories as a whole have been pretty much oversold nearly all of the year, and they are going to meet the same good conditions at the beginning of next year. All in all, he says, it looks like the bumper year in the last ten.

I. Stern & Co., a new concern in the cigar game, will open up in the next ten days or two weeks, on Euclid, near Fifty-fifth Street, a high grade cigar and billiard parlor.

Stace & Vincent are well satisfied with their new location. Things are going along swimmingly with them. M.

Manahan & Gardner Store Changes Hands

The Hanover Cigar Store, of Syracuse, N. Y., owned by Manahan & Gardner, has been acquired by W. R. Dykeman. The new proprietor is an old hand at the cigar business, having formerly operated a store at Trenton and Onondaga Streets, Syracuse. This was the second store of Manahan & Gardner, who sold it because they considered their store on James Street would require their entire attention.

PHILADELPHIA.

October Cigar Output Shows Enormous Increase

Production for First Ten Months of Present Year Far in Advance Over Same Period During 1911

THE revenue receipts at the local office show a continued and large increase in the production throughout the First Pennsylvania District. The increase in large cigars alone for the month of October over the same month last year is more than a million and a half and over last September more than thirteen million and a half. Cigarettes and manufactured tobacco also show steady increases. There is a decided falling off in little cigars and cigarettes at $3.60.

The figures for October, as compared with October, 1911, are as follows:

	1912.	1911.	Increase.
Cigars	79,014,020	77,351,780	1,662,240
Little Cigars	28,315,000	30,055,350	*1,740,350
Cigarettes at $3.60 ...	25,900	33,200	*7,300
Cigarettes at $1.25 ...	8,752,600	8,487,840	264,760
Mfg. Tobacco, lbs. ..	105,707	86,634	19,073

* Decrease.

The figures for last September were:

Cigars	65,235,370
Little Cigars	25,029,000
Cigarettes	8,827,400
Cigarettes at $3.60	5,400
Manufactured tobacco	91,557

The production of cigars so far this year is far in advance of the same period last year. For the first ten months of 1912, 630,185,370 cigars were turned out, compared with 622,836,790 for that time in 1911. When the figures for the remaining months are at hand without doubt 1912 can be depended upon to exceed the 1911 cigar output by many thousands.

Joseph Guckenheimer Leaves Neumann & Mayer Company

Joseph Guckenheimer, a member of the firm of Neumann & Mayer Co., has retired from the concern. It is not known what field of activity Mr. Guckenheimer will next enter. There will be no change in the policy or personell of the concern. Leo W. Mayer is now in the West pushing their products, the "Bella Mundo," "El Tello" and "Little El Tello."

Joseph S. Vetterlein, of Vetterlein Brothers, has been under the weather for the past three weeks, but last reports give it that he is rapidly improving.

Quaker City Trade Outlook

THE present era of prosperity which has struck Philadelphia manufacturers should culminate in many of the factories chalking up new records for production. Could they only secure more hands there is no doubt that 1912 would be looked back upon in later years as one of the banner months in the local manufacturing circles. The revenue figures for October exceed those of any month in the history of the trade. The nearest approach to October's output is that of last year, which established a new record, and which is beaten this year by 1,662,240 more cigars. These two months are the only two in local cigar annals which have shown a production over the seventy million mark.

There is much speculation among leaf dealers regarding the probable attitude of the new Congress toward the trade and the duty on Sumatra in particular. As is well known Philadelphia leaf merchants favor a radical reduction in this duty, which they assert favors a certain few, at the expense of many.

Jobbing houses are all doing a heavy business. Not many new goods are being pushed at this time, they preferring to concentrate their efforts on getting their share of the trade on the better established brands. The holiday packings are beginning to come in, although the tendency this year is to avoid the special wrappings. Dealers claim that there is so much trouble in pushing out these packings after the holiday season is over, that they do not care to stock up any more than is absolutely necessary.

Warner Searle, After Short Stay, Leaves for West

Warner Searle, the popular representative of the Juan Portuondo Cigar Manufacturing Company, after a stay of but a day at local headquarters, started for a trip of six weeks' duration through the West and Middle West. Mr. Searle has been uniformly successful on the Portuondo brands and in many sections of the West the quality of this long-established Philadelphia firm's products assures a year 'round heavy trade.

Thirty Per Cent. Increase for "Counsellor"

The repeating qualities of the "Counsellor" cigar have never been more exemplified than at present. The local factory of Allen R. Cressman's Sons reports an increase in business in the past month over the same period last year of more than thirty per cent. The out-of-town factories are all working with a full force of hands.

What "Havana Ribbon" Travelers Are Doing

"Havana Ribbon" sales are continuing to show a steady increase for Bayuk Brothers Company, and the firm is severely taxed to secure sufficient production to meet the demand.

Mr. E. C. McAllister, North Jersey representative, called at headquarters this week to urge more prompt shipments for his trade. Mr. McAllister recently placed the "Havana Ribbon" with Schwarz & Son, of Newark, N. J., for their territory and looks for a large distribution from that firm.

Lyle T. Shacklett, who covers the extreme South, has added Hill Brothers, Miami, Florida, to his list of jobbers, and anticipates some live business from the Florida east coast.

George Stallman, who controls the distribution at York, Pa., was a recent visitor to the Philadelphia office and reported "Ribbons" duplicating with the greatest satisfaction in his territory.

"Reynaldo" Cigar Heavily Oversold

Luckett, Luchs & Lipscomb are much oversold on their "Reynaldo" cigar. Lilly, Dungan & Co., of Baltimore, who are featurnig the brand, will soon have placed in front of their place of business an electric display sign advertising this smoke. The Wright Drug Company, of Milwaukee, is also doing extremely well on the "Reynaldo." They only took the cigar on a short time ago. Terry & Duncan wholesale the "Reynaldo" in Philadelphia.

Night Work at T. & O. Factory

The Theobald & Oppenheimer Company has been compelled to work at night to balance its output with incoming orders. They are handicapped, as are many other local manufacturers, by the shortage of hands.

B. Horwitz, Up-town Sub-jobber, Fails

B. Horwitz, a retail tobacco dealer and sub-jobber, located at 2608 Richmond Street, has called a meeting of his creditors. It is not known what his liabilities or assets are as yet. One of the large central jobbers is said to be in the failure.

Western Campaign Planned for "El Wadora"

E. D. Marshall, a road representative of Sig. C. Mayer & Co., has been at the local office planning another campaign for the "El Wadora" on the Pacific Coast. Mr. Marshall has been securing fine results in his district and plans to work some novel schemes for furthering the popularity of this brand. Sig. C. Mayer is now on a Western trip looking over the situation and will be back in about a week.

The T. H. Hart Company is having excellent results on the "Five of Harts" and "Heartsease" brands. The out-of-town trade is now sending for the holiday supplies, which are making the factory hustle to get them out on time.

Recent visitors among the retail trade were William Taylor, of the Romeo & Julieta factory, and J. W. King, Cuesta-Rey & Co.

A. Bolen & Son are opening a retail stand at 35 North Fifteenth Street, where they will manufacture their own brands of cigars.

What Philadelphia Leaf Dealers Are Doing

Julius Vetterlein, on his recent trip to Havana, purchased some 1,100 bales of the Cuban leaf. Mr. Vetterlein stated that while the new crop is good and very aromatic, he believes that in many respects it has been overrated. He purchased some Remedios, which, all things considered, is an all 'round good quality. This was Mr. Vetterlein's first trip to the Island for quite a while, his sons having attended to this branch of the business in the meantime. Herman Vetterlein made the journey in February.

Mr. Vetterlein expects to look over the field in Wisconsin in about a month, where they have warehouses and carry a heavy stock of tobacco.

E. M. Hubbell, one of the best known buyers of Edgerton, Wis., sojourned in Philadelphia for several days, while on an Eastern trip. He was accompanied by his wife and took a flyer to Atlantic City and adjacent points. Mr. Hubbell stated that he had contracted for several hundred acres of the new Wisconsin crop, which could truly be said to be fine in every respect. While here he called upon his many friends in the local market.

The sterling house of John R. Young & Son report a growing and steady demand for 1911 Pennsylvania. This has sold well all summer and this fall is being sought more than was at first expected.

The "November" issue of "Hussey's Little Traveller," that breezy little house organ published every month by the A. Hussey Leaf Tobacco Company, has been mailed to the many customers of the firm. This is the Thanksgiving number and contains much matter of an interesting nature to the trade. The Thanksgiving "editorial" is especially good and will give every tobacco man who has a bad case of the blues a few minutes of cheerful entertainment. It advises the reader to:

"Get a big, fat turkey, feed the family all it can stand and then take a nice long nap. It's a great deal better than complaining. If you can't see anything to be thankful about, go to sleep and forget to be miserable.

"But better still, boost yourself a bit in spirit—fool yourself into believing that a lot of disagreeable things might have happened to you. You may have lost an eye or half a dollar since the last Thanksgiving went into the discard.

"Cheer up, life isn't half over!"

An article calling attention to the parcels post as an advantage to the small manufacturers and merchants is also given, as well as several newspaper ads, which, for timeliness and attractive arrangement, are hard to beat.

John Sutter, the local manager of the A. Hussey Leaf Tobacco Company, is now in Cuba looking over the market. He will be home in several weeks.

Roig & Langsdorf Occupy New Offices

Roig & Langsdorf moved into their new offices last week and are now settling themselves for a busy fall. The offices are far better than the old ones in every respect. The main handicap in the other building was the lack of elbow room. The space the office occupied was badly needed for shipping purposes. Progress on the "Girard" is reported to be excellent. The returns from New England are especially gratifying.

Ideal Weather Benefits Milwaukee Dealers

Cigar Stand Privileges in City Hall to Be Let to Highest Bidder—Wonder Smoking Pipe Manufacturing Company New Concern for Racine—Number of Changes Among Stores

MILWAUKEE, WIS., November 12.

IDEAL weather has helped to keep the local retailers in good spirits and business is quite good. Christmas stocks are already being shown by a great many of the retailers and, judging from the advance sales, this year will be greater than ever.

A resolution has been introduced by Alderman Casey authorizing the Commissioner of Public Works to let the privilege for a cigar stand in the corridor of the City Hall to the highest bidder. The location is ideal and should be largely sought, as many hundreds of people have business daily in some part of the large structure.

November 15th an order went into effect discontinuing the privilege of smoking on all city street cars.

Arthur F. Raab, proprietor of the city news depot at Manitowoc, Wis., and also at Sheboygan, has taken over a new stand in the latter city. Mr. Raab will conduct the stand in the street car office after November 15th. It will be known as "The Terminal Cigar Company." He will install a complete set of new fixtures, consisting of large cases made of golden oak and based with marble. A complete line of cigars, tobacco, etc., will be carried.

The cigar store of Ernest Moyer at Janesville, Wis., was recently the scene of a robbery. Several dozen holders, meerschaum pipes, etc., were taken. The cash register was also rifled; about $100 in all was taken from the store.

A new pipe manufacturing concern has been established at Racine, Wis. The firm is named the Wonder Smoking Pipe Manufacturing Company, with a capital stock of $10,000 divided into 1,000 shares, at $10 each. The incorporators are Martin Rasmussen, Louis Rasmussen and Hans L. Larsen.

Representatives of the American Tobacco Company held a meeting at Chippewa Falls a few days ago. Among those present were Geo. E. Bow, of New York; S. M. Bennett, Milwaukee; W. Picott, Eau Claire; O. C. Krause and A. C. Hacker, of Milwaukee; R. C. Page, Jackson, Mich., and Charles Chisholm, Chippewa Falls, Wis.

The Cuba Rica Cigar Company in the Wells Building is doing a very good business. "Tasso" is the feature display.

A. O. Meister is making a fine display of "La Preferencia" cigars and reports a very good business on all lines, including the "Cinco" and "Equity."

Fay Lewis & Brother Co. continue to enjoy a good business at both retail stores. The "Webster," "Savarona," "Tom Moore" and "El Sidelo" are moving very well. The display windows are being used to feature the "Club Special" and a line of pipes. The wholesale department are also very busy.

Leo Abraham makes no complaint, all the retail stores doing a nice business. The "Lovera," "La Verdad," "Van Dyck," "Tadema" and "Don Correlo" are all moving well. The "Charter" also continues to hold its own.

Geo. Allanson Company are doing a very good business, as are also Ralph Wettstein and Freitag Brothers.

Among the manufacturers the Harvester factory continues very busy and are at present turning out many fancy packages for the Christmas trade. The Mi Lola Cigar Company are increasing sales right along and expect to do even a larger business next year.

Isidore Lederer reports a gratifying business from all sections on the "La Palina," made by the Congress Cigar Company, of Chicago. This brand has taken well with the trade and can now be had in all sizes from five cents up.

Frank Stockley sold his cigar business at Stevens Point, Wis., to Geo. J. Smalley.

Joe Gruetmacher bought a half interest in the cigar business of Herro Brothers at Columbus, Wis.

O. A. KROMPAS.

Last Minute Trade Notes From Seattle

SEATTLE, November 12.

E. H. Gerlach (McHie Scotten Tobacco Company) spent last week in the Yakima Valley putting a special effort on "Union Scout" plug and scrap.

V. R. Gaspard (Liggett & Myers) is working hard on "Union Standard."

L. A. Sorg, Coast manager in the smoking department for Liggett & Myers, is now in Seattle.

H. M. Maxwell, of Wenatchee, just moved into his new place of business. He will also continue business at the old stand.

M. M. Schumer, E. A. Hall and Dr. Snyder just returned from a week's hunting trip. Schumer reports blue grouse, native pheasants and quail very plentiful, coming home with a full bag. Doctor Snyder is reported to be a terror on pheasants. E. M. Hall's portion of the game was very limited on account of selecting the difficult shots.

A. M. Nevin, of North Yakima, Wash., reports a very big business since he moved to his new location.

H. K. Goldberg, of North Yakima, will move into his new location about January 1st.

Paul Fein, an old-time Ellensberg tobacco dealer, died a few days ago. The business will continue under the management of his son, R. Fein.

ERNEST.

Urges Burley Growers to Hold Crops

Silas Shelburne, Veteran Tobacco Man, Advises Against Selling on the Farm—Says High Prices Are Sure to Come

IN a recent statement in which he reviewed the burley situation thoroughly, Silas Shelburne, the well-known burley expert, advised growers to wait for a rise in prices and scouted the idea of cutting out the 1913 crop, as had been discussed by some growers. Mr. Shelburne said in part:

"Some of the planters seem to be of the impression that this year's tobacco crop will sell low; that there will be more of the bright grades than will be wanted, and that the red grade will be most in demand. No doubt the good red will be wanted and will sell well. But the bright will also be in demand and I believe it will sell high.

"This idea of low prices for the crop has caused some people to favor cutting out the next crop, and are probably advanced by parties holding old stock or by the country buyers and pin-hookers who are running over the country buying up all the best bright crops for from 9 to 9½ cents, which I think is much less than this class of tobacco is likely to sell for in the open market. I do not know how it will sell, but there is every showing for good prices. On the Eastern markets the competition is strong and the average prices for the new crop are higher than was ever known before.

"On some of the markets where sales last all day, their averages are reported to be from 16 to 20 cents. Now while we cannot expect such high prices for the burley crop, I do hope for some of this competition to reach us. The same buyers will be here. In fact, about every manufacturer in the world will have his order on the Lexington market—so many I can't name them—which will give us strong competition and the highest market in the country. So we take the liberty of advising our friends of the existing conditions so that they may not be picked up on their crops. No one can say what is in the future and I cannot guarantee prices, but must say that the outlook is good.

"Some of this tobacco is being bought by parties to resell on this market and some of it to be shipped out and it is not likely that they would go to the country to buy if they did not know that they were getting it cheaper than they will have to pay here on the market.

"It now looks as though all the best crops will be bought up before the market opens up and prices are fully established.

"I expect the common dark and slaty stuff to sell low, as there is an overstock of that, but the trade is short on the bright grades and on all good working stock, and all of this should sell well.

"There is an increase of acreage this year of about 10 per cent., but the crop is light in weight and the yield will be about 25 per cent. less, which will give us about 15 per cent. less tobacco in this crop. I advise all friends to put their crops on the open market where all the buyers can get a chance at them. This will force all the buyers to come on the open market for their stock and give us more competition and better prices.

"The private sales in the country for the last twenty years to one buyer have been low enough to show the people the need of a loose market when they can get the advantage of competition in the sale of the crops, and I believe it is to their interest to encourage and patronize the market that has brought them competitive buyers from all over the world for their crops.

"The crop last season made an average of over 10 cents on this market, and this being a much brighter crop should sell higher. Certainly the best crops that are now being bought up at an average of from 11 to 12½ cents per hundred are worth more and I feel confident will bring more when our markets open and prices are fully established."

Change in Henry N. Ottenberg & Company

Joseph Erlanger, Cigar Manufacturer of Long Experience, New Partner—Moving to New Location

Henry N. Ottenberg & Co., of 1991 Lexington Avenue, New York City, have just mailed a circular to the trade, announcing the taking into partnership of Joseph Erlanger, a cigar manufacturer of long experience. They will move to their new factory on Lexington Avenue, between November 1 and 15.

They intend making their "La Grebnetto," a Sumatra wrapped and Havana filled cigar, made in nine sizes, and the "Las Nomolas," a strictly clear Havana cigar, made in nine sizes, their leaders.

Two New United Stores in New York

The Hawes Building, 874 Broadway, corner of Eighteenth Street, New York, is to be the home of a new store, which will be shortly opened by the United Cigar Stores Company. Announcement has also been made that another additional store is to be opened shortly at No. 638 Broadway.

LETTERS TO THE EDITOR

These Columns Are Always Open to Readers Desiring Information and to Those Wishing to Express Their Opinion on Subjects of Interest to the Trade

Probably Means "Brennig's Own" Cigarettes

PHILADELPHIA, November 7.

Editors of THE TOBACCO WORLD:

Kindly let us know the address of the manufacturers of "Brennan's Own" cigarettes. Thanking you for this information, we remain,

Yours respectfully,
AUFDERHEIDER & SON.
Third and Walnut Streets.

The cigarettes you probably refer to are being marketed in New York, and are called "Brennig's Own." They come packed twenty in a tin and are manufactured by Mrs. Brennig, with offices at 501 Fifth Avenue, New York City. They are favorites among exclusive New York clubmen.

Transferring Registration Paper

DALLAS, TEX., November 1, 1912.

TOBACCO WORLD REGISTRATION BUREAU.

Dear Sirs:

Please be kind enough to inform me if a certificate of registration of a cigar brand holds good in law if same is registered by a cigar manufacturer and is transferred in the following manner: "For value received, I hereby transfer the within named title to ....."

Yours very truly,
P. P. MARTINEZ.

Answer by letter.

P. S.—It is our opinion that the transfer indicated above is perfectly valid and should stand the test of any legal action.

Who Makes "Egyptian Banner" Cigarettes?

NEW YORK, November 1.

Editors TOBACCO WORLD:

Kindly give us the address of the manufacturers of the "Egyptian Banner" cigarettes. Thanking you for this information, we are,

Very truly yours,
WHITEHEAD & HOAG CO. ADVERTISING AGENCY.

If the "Egyptian Banner" cigarettes are being made at the present time, their manufacturer should get into communication with the above firm.

Machines for Wrapping Cigars in Paper

PITTSBURGH, PA., November 10.

Editor THE TOBACCO WORLD:

Is there any machine on the market for wrapping cigars in paper or tin foil as several manufacturers are now doing? We are on the lookout for the manufacturers of such an article. Hoping you can give us this information, we remain

Very truly yours,
MANUFACTURERS.

These cigars that you refer to are being wrapped by hand. A firm is now demonstrating a machine in Baltimore which may possibly be suited for the purpose. It is putting the wrappers on cigars by machine after the binder has been put on. Write to the Cigar Machine Corporation of America, 106 South Gay Street, Baltimore, Md.

Nothing Accomplished in Attempts

PHILADELPHIA, November 7.

Editor THE TOBACCO WORLD,

Dear Sir:

Will you please inform me whether any attempt has been made in the past year to organize the independent cigar dealers in this city to organize as a body and fight the chain stores? Is there any coupon system now in use among any of them?

Very truly yours,
NORTHEAST CIGAR DEALER.

An attempt to organize the cigar dealers was made this spring, but nothing was accomplished. Some of the independent retailers have tried the coupon system, and several are now using it, but no co-operative plan has been adopted.

Factories and Wages Paid in Philadelphia

BALTIMORE, MD., October 30.

Editor THE TOBACCO WORLD:

Will you be good enough to give me the addresses of some of the large cigar factories in Philadelphia? Also the average weekly wage of women cigarmakers. Thanking you for the information, I remain

Yours very truly,
E. A. DOETSCH

Answered by mail.

Who Makes the "Riefdor" Cigar?

NEW YORK, November 13, 1912.

Editor TOBACCO WORLD:

Kindly give us the name and address of the manufacturer of the "Riefdor" cigar. By so doing you will oblige,

Yours truly,
ACKER, MERRALL & CONDIT CO.

If the "Riefdor" cigar is being marketed at the present time, the maker should get into touch with the above firm.

Owner of Ninth District Factory

BETHLEHEM, PA., November 11, 1912.

Editor TOBACCO WORLD:

Kindly furnish me the name and address of the owner of Factory 3810, 9th District, Pa. Thanking you for this information, I am,

Yours truly,
B. FRIEDMAN.

Daniel Spotts, of Red Lion, Pa., is the owner of Cigar Factory 3810.

J. U. Gervais & Company Settling With Creditors

Quebec Cigar Manufacturing Firm Said to Be Involved to Extent of $100,000

A number of leaf houses in New York, who are interested in the matter, were apprised of the fact last week that the cigar manufacturing firm of J. U. Gervais & Co., of Joliette, Quebec, had failed. The New York firms supplied this factory with their leaf. It is not known just how deeply the Quebec firm is involved.

The liabilities have been placed at close to $100,000. Negotiations are now under way to make a satisfactory settlement. Among the larger leaf tobacco firms who are interested are, G. Falk & Bro., E. Rosenwald & Bro., Mendelsohn, Bornemann & Co., H. Rosenberg & Co., Heinrich Neuberger, and H. Duys & Co., all of New York.

Receiver Appointed in Chicago For Rodrigo Fernandez

A receiver has been appointed for Rodrigo Fernandez, a Key West cigar manufacturer, in the Federal court in Chicago. The Central Trust Company of Chicago was appointed to take charge of the business, which includes offices and stock at 30 North Dearborn Street. The liabilities are scheduled at $31,393.21 with assets of $22,067.87.

The Hutchinson Drug Company, of Tampa, Fla., will shortly open a cigar store in the Citizens' Bank Building, in Tampa, when that structure is finished, about the first of the year.

Ellis Raphael, a veteran cigarmaker of Norwich, Conn., died in that city last week after a short illness caused by a general breakdown in health. He was 88 years of age.

all that's new with JOBBERS and DISTRIBUTORS

Cole Tobacco Company, of Newport News, Reorganized

Alfred Thomas Purchases Interest in Concern Formerly Owned by the Late C. E. Cole

ANNOUNCEMENT was made last week of the reorganization of the Cole Tobacco Company, of Newport News, Virginia. The interest in the company formerly held by the late C. E. Cole, has been acquired by Alfred Thomas, who becomes president of the firm, and R. J. Charles and C. P. Brooks, vice-president and secretary, respectively. Mr. Thomas is the only new member of the firm, Mr. Charles and Mr. Brooks having been connected with the Cole Tobacco Company for a number of years.

It is understood that they will continue under the same name and at the same location, 2404 Washington Avenue, where they are doing a wholesale and retail tobacco business. They are the jobbers in that city for the "Havana Ribbon" cigar.

"El Dallo" Breaks Into New Orleans

Popular Baltimore Cigar to be Distributed by U. Koen & Company

U. KOEN & CO., who are known through the South and Southwest as one of the biggest jobbing houses of New Orleans, have taken for distribution the "El Dallo" cigar, manufactured by Wertheimer Brothers, of Baltimore. U. Koen & Co. have excellent facilities for pushing this brand, and judging by the reception it has received in other parts of the country, should soon have it as one of their nickel leaders.

Wertheimer Brothers place great stress upon the unique packing of this cigar, and have advertised it extensively, and pushed it hard in all parts of the country. They claim it is made under ideal sanitary conditions, and are securing excellent results from their publicity campaign.

Quakertown Company Places Cigar in Buffalo

The H. Sommer Company, of Quakertown, Pa., recently closed a deal with the Holtz-Greib Company, Buffalo jobbers, to distribute their "Castillo de Oro Brevas." This is a five-cent cigar, and one million of them were sent in the first shipment. The Buffalo concern also wholesales the "King Clay" cigar, another Sommer piece of goods. Fred Sommer, of the Pennsylvania factory, carried through the deal.

The "Flor De Moss" in Indianapolis

The Mooney-Mueller Drug Company, of Indianapolis, are waging a heavy campaign, in that city, on the products of the S. R. Moss Cigar Company, of Lancaster. The factory agent, E. H. Briody, is directing the work, and will push the "Flor de Moss" and "Moss Kids" cigars. The former brand has been well placed in that territory, but the "Moss Kids" has not been pushed as hard, although it has a fair local distribution.

Reid Tobacco Company Takes On "Bold" Cigar

BOBROW BROTHERS have placed their "Bold" cigar with the Reid Tobacco Company, of Altoona, Pa., a live jobbing house in that city, where a campaign on this popular Quaker City smoke will soon be waged with great vigor. They took on the brand as an experiment a short time ago and the rapid sales have warranted them in giving it all the opportunity possible to make a leading position in Altoona among nickel cigars.

The manufacturers of the "Bold" are rushed to the utmost in filling the demand. Night work has been the rule for some time. A number of "Bold" jobbers who are doing things with the brand are J. W. Killeen, Schenectady, N. Y., Loritz Brothers, of Denver, Col., and several others through the Middle West, where the "Bold" is coming along strong.

L. W. Walters is on a boosting trip to Washington, D. C., after which he will journey to York, Pa., and then take in Central Pennsylvania.

Pierson Cigar Company Dissolves

Business Taken Over By S. D. Pierson, Who Will Do Retail Trade

THE Pierson Cigar Company, of Indianapolis, Indiana, which, it was reported a short time ago, was involved financially, has been dissolved. This concern has been a prominent factor in the Indianapolis trade, and operated a chain of retail stores.

All the creditors of the firm have been paid off and the holdings of the company have been taken over by S. D. Pierson, who will confine his efforts to the retail end of the business. The quarters of the firm have also been removed from the South Meridian Street address to 27½ West Twelfth Street.

"Bolano" For Sol. H. Cohn Company

The Sol. H. Cohn Company, of Kansas City, who have just completed moving into their new home at 3527 Main Street, have taken on the distribution of the "Bolano" cigars of Francisco Bolano & Co. They will start to popularize this cigar among Kansas City retailers shortly after January 1st.

A new popular priced cigar being introduced to the Cincinnati trade is the "Deuce," put out by the J. B. Moos Company. It retails at three for five cents, and goes to the trade for $12.50.

A new auto truck has been added to those now in service by Thorwart & Roehling, Chicago jobbers. As usual a manufacturer has been given the privilege of using it for advertising purposes. The "La Famosa" cigar, from the factory of E. Kleiner & Co., New York, which is jobbed extensively by the Chicago house, has the privilege in this instance.

Wholesale Trade Items

The Neumann & Mayer Co., of Philadelphia, have placed their "Bella Mundo" cigar with Sam Dinkelspiel, of Louisville, Kentucky, also the "La Kota" a ten-cent cigar made by the same concern.

Hoffman & Robinson, jobbers, of San Francisco, have taken on the "Mi Rey" cigar put out by Rey, Strauss & Co., of New York. The deal was engineered by Charles Sichel, the factory representative.

George G. Edloff, a distributor, of Dallas, Texas, reports a fine trade on the "Gato" cigars, also the "44," manufactured by the 44 Cigar Company, of Philadelphia.

Niles & Moser, the Denver jobbers of the "El Verso" cigar of the Deisel-Wemmer Company, of Lima, Ohio, report a heavy demand for this popular ten-cent piece of goods. It is their ambition to make it as big a seller with them as the "San Felice" is in the nickel field.

The leading nickel cigar with the W. H. Harris Grocery Company, of Richmond, Va., is the "Havana Ribbon" of the Bayuk Brothers Company, of Philadelphia. By means of aggressive missionary work and advertising they are making it a big seller.

The "Plantista" cigar, made by the Compeer Cigar Company, is being jobbed extensively by A. Schrader & Co., of Chicago.

Straus Brothers, distributors, of Cincinnati, are heavy handlers of Tampa-made goods. Among their leaders are the "El Briche" goods of San Martin y Leon and "Cuesta-Rey" cigars.

The Smith Brothers Company, of New Orleans, report a constantly increasing fall trade. They do a heavy business in the state of Texas. This firm is now enjoying a fine distribution on the "Havana Ribbon" cigar.

Lang, Jones & Co., the large Portland, Oregon, jobbing house, has recently added to its sales force Ben Mitchell, who has been connected for years with J. B. Meyer of that city. Mr. Meyer will do some extensive traveling on the "Bolano" cigar, which Lang, Jones & Co., have been pushing heavily in Oregon.

The Apte Cigar Company, of St. Louis, has taken a lease on the store room at the northwest corner of Third and Pine Streets, that city, and will do a retail trade there as well as a wholesale business. This concern started in business at their Third and Chestnut Streets location six years ago and did nothing but a jobbing business, which has been constantly growing, necessitating the present change.

The auto delivery wagon is becoming more and more an advertising medium for many cigar manufacturers. The Lorber Cigar Company, of Kansas City, recently added an automobile delivery wagon to improve their service. The privilege of using the space on the side of the wagon was given to the Mazer Cigar Manufacturing Company, of Detroit, who featured their "Humo" brand.

A. R. White, a leading jobber of Camden, is making a big drive on the "Rose-O-Cuba" cigar, made by the Fleck Cigar Company, of Reading, Pa. This cigar is being popularized in that part of New Jersey by a window display campaign.

Ehrman Brothers, of San Francisco, report a heavy demand for "Optimos." The "Havana Ribbon" cigar, which is also distributed by them is one of their nickel leaders. Albert Ehrman expects to leave for a three months' tour abroad by way of Manila, starting about November 10th.

F. A. Davis & Sons Pushing "A. J. Cassatt"

F. A. DAVIS & SONS, a Baltimore wholesale house that recently took on the "A. J. Cassatt" cigars, made by the Baum-Jaffe Company of Philadelphia, are placing it in a number of the best stands in that town. This jobbing house and the factory representative worked hand in hand and met with unusual success.

Among the larger stands that took on the cigar were the Hotel Emerson, Hotel Lexington, Hotel Kernan, C. S. Duer, H. P. Gross, M. F. Gebhardt, J. C. Roth, W. J. Richardson, and W. M. Fouch.

Late Trade Jottings

Ted Schmidt has purchased the cigar store in Nebraska City, Neb., formerly owned and operated by Howard Seymour.

The sixth United Cigar Store, in Washington, D. C., is being altered and will be occupied in a short time. It is located at Ninth and E Streets.

George M. Ashley, owner of the cigar privileges in Hotel Henking, Springfield, Mass., has purchased the retail cigar business of Cassidy Brothers at 459 Main Street, Springfield. The new owner is renovating the store, and will enlarge the stock.

L. H. Stieglitz, a Cleveland retail cigar dealer at East Fourth Street and Prospect Avenue for many years, has disposed of his store to Irving Barendt. Mr. Stieglitz, it is understood, has been in financial difficulties, which were adjusted at a meeting of the creditors.

E. H. Weiler, a St. Louis dealer, has just installed an up-to-date humidor in his store, with a capacity of 30,000 cigars.

George Farquhar, a well-known Suffield, Conn., tobacco grower, died recently. He was 59 years of age and is survived by a widow and five children.

Charles Miller of Monroeville, Ind., has purchased the interest of Stewart Brown in the Brown & Miller cigar factory of that town and will hereafter manufacture cigars in his own name at the old stand.

The firm of W. T. Grant & Co., of Louisville, Ky., has been reorganized under the name of the Tobacco Rehandling Company, with a capitalization of $100,000. One of the organizers and owners is Nathaniel F. Dortsch, of Hopkinsville, Ky.

Made in Detroit

BIG INCREASE IN CIGAR OUTPUT

"United" Leases Grunow & Patterson Corner—Central Cigar Company to Open Second Stand January 1—Room For Much Sumatra in Market

DETROIT, November 10.

WELL, it's all over now but the shouting, and in spite of campaign leaders and calamity howling newspapers, the day after the people so overwhelmingly voiced their confidence in the Democratic party and the principles of said party, with Woodrow Wilson as its standard bearer, was just the same as any other day, and there were no bank failures or earthquakes and even stocks went up, and so there you are.

Local manufacturers tell me that business is very good and the outlook for the future has a very roseate hue; in fact, the opening of manufacturing plants outside of Detroit, by two of our largest cigar concerns, is an indication of their faith that prosperity will continue irrespective of politics.

The Internal Revenue returns for this district continue to show an increase over the corresponding period of last year. Below are the figures for October of 1911 and 1912:

	Manufactured Tobacco.	*Cigars.*
October, 1911	$144,392.80	$78,523.95
October, 1912	201,923.61	81,551.79

On the evening of November 2nd Detroit was visited by a very disastrous conflagration in the establishment of T. B. Rayl & Co., hardware dealers, and in which fire the United Cigar Store, next door, at 116 Woodward Avenue, sustained a loss through fire, smoke and water, to the extent of 75 per cent. of stock carried. Michigan sales manager, Walter Scott, says the premises will be remodeled with as little delay as possible, and opened with a complete new equipment and stock.

December 1st, the United will fire its first gun in Flint, Mich., where a store has been leased and is now being renovated for them.

Another bit of "United" news is their lease in this city of the Grunow & Patterson corner, and they will open their eighth Detroit store there about November 16th. The corner is probably as good as any in the city, as the business development in that section has been little short of marvelous. There are few corners in Detroit where foot traffic is so heavy, and almost every car for the East Side or northeast section of the town, passes this corner. Grunow & Patterson have moved to 97 Gratiot Avenue, almost opposite the old stand, where they have been so long the writer cannot remember.

The cigar stand in the new Free Press Building will be run by one John Mangan, and opened in a few weeks with Mrs. Etta DeBoe, formerly of the Concrete Building cigar stand, in charge. Mrs. DeBoe is at present in charge of the Gilmore cigar store on Woodward Avenue, while Mr. Gilmore is out of the city.

At the cigar stand of Bert Johnson, in the G. & R. McMillan Building, a prominent display is made of "Recreation," a five-cent Sumatra-wrapped cigar from the factory of Joseph Schaefer, Dayton, Ohio.

Edwin Heineman, manager of the O'Brien & Co. cigar department, has been called to his home at Port Hope, Mich., on account of the serious illness of his sister.

One of the busiest little stands in the city is the one in the Whitney Building, and owned and presided over by C. J. Russell. "Russ" is some hustler and there with the hot stuff, and if there is any millionaire or merchant, bootblack or stenographer whom he does not call by given name, I never heard of it. Russell sells good Havanas and good domestics, and in the latter he is very loyal to the local brands.

M. A. LaFond Company have a feature display in the window of their Majestic Building store of "Pinzon" cigars, from the factory of M. Perez & Co., New York.

The Central Cigar Company will open its second store about January 1, 1913, at the corner of Woodward and Erskine, in the new concrete building of the Peninsular Engraving Company. A full line of the choicest cigars, tobaccos and smokers' articles will be carried, as this corner is on the very edge of Piety Hill, a fine residence section.

John P. Hemmeter, of the Hemmeter Cigar Company, has returned from a recreation trip to Europe much rested and in every way the picture of health.

We had the pleasure, during the past week, of a personal call from no one less than the amiable and always "dressed-to-the-minute" Adolph Froelich, of the firm of Samuel I. Davis & Co., of New York and Tampa, and who are manufacturers of the well-known "El Sidelo" cigars. Mr. Froelich made but a short stay in Detroit, as this territory is ably covered by Hornett, Hewitt & Co., of Toledo (formerly The Church & McConnell Co.), and they have placed this brand of clear Havana cigars in most of the best stands. The Pontchartrain Hotel stand is doing good business on the "Chesterfield" and the "Lily," both two-for-25-cent sizes, which represent a high type of tobacco and workmanship.

There seems to be room for the placing of a goodly quantity of Sumatra in this market, as the writer finds some large manufacturers not nearly stocked up, but hesitating about purchasing now, on account of the prevailing high prices. I have been informed that there has been some slashing of prices and the manufacturers seem to expect further reductions after January 1st. Well, I cannot see where the importer gets off, his 1912 bed has not been one of roses.

Doc. Rettick, the tobacco packer of Germantown, Ohio, breezed into town this week and, in company with Dick Tremblay, of the Hemmeter Cigar Company, is going up into the north woods on a hunting trip. It is hard to surmise what will happen when that reckless pair breaks loose, but at any rate, dear reader, we advise you to watch this page for news as to when to "omit flowers."

Cigar salesmen in town during the past few days were Jack McBlair, Marcellino Perez & Co.; Mr. Walker, S. S. Pierce Company, Boston; Mr. McFarland, of Bayuk Brothers, Philadelphia, and Leo Schoeneman, of Celestino Vega & Co., Tampa, Fla.

Leaf salesmen: Ray Sutter, Jacob Sutter & Son; Carl J. Kappenburgh, I. Kappenburgh & Sons; Ben Meyer, Meyer & Mendelsohn; Howard Kinney, H. Dnys & Co., and Henry Fisher, of A. Cohn & Co.

HEAVENRICH.

Give Coupons Redeemable in Large Store

Maker of "Straight Cut" Cigar, I. Kohler, Yoe, Pa., Co-operating With Jobber to Push Brand

A NEW game in the way of popularizing a cigar, which has caused great comment among the San Francisco trade, is now being carried through by S. S. Hirsch, the factory representative in San Francisco of I. Kohler, of Yoe, Pa., and the Petri Italian-American Cigar Company, which distributes the "Straight Cut" nickel cigar, manufactured by the Yoe factory.

The manufacturer and wholesalers contend that in order to meet the competition of the big premium houses, and in order to co-operate with the independent dealers, they are putting up a proposition which will allow the cigar bands to be redeemed to the value of one-half cent each. After these bands have been redeemed the amount can be used in merchandise orders at one of the largest San Francisco stores, the Emporium.

Meyer Jaskulek & Company Discontinue Cleveland Offices

Meyer Jaskulek & Co., of Dayton, Ohio, leaf dealers, have discontinued their Cleveland offices, which were moved to Dayton, where this firm operates several warehouses. It will be remembered that Meyer Jaskulek, of this firm, died a short time ago. This concern was established in 1891, and its retirement from Cleveland has caused great regret where Mr. Jaskulek was well known.

Open New Large Warehouse in Greensburg, Ky.

The new building for the use of the Loose Leaf Tobacco Company at Greensburg, Kentucky, has been completed and will have its first sale on November 18th. It is one of the large warehouses of Kentucky, consisting of a main building 210 feet by 125 feet, with two other buildings with a combined floor space of the main structure. The stock of the company has been taken by tobacco growers of that section of Kentucky.

Los Angeles Jobbers Pushing Many Brands

Many Attractive Window Displays Around Town—Klingenstein Company Featuring Goods of Surbrug Company

LOS ANGELES, November 5.

THE Klingenstein Company is making a big campaign on Surbrug's line and are featuring "Arcadia," "Golden Sceptre," "Milo" cigarettes and "Zig-Zag." They have very attractive window displays all about town.

"Milo" and "Caprice" are increasing in demand daily, so Mr. Klingenstein reports, and they are also pushing the "Websters," which are manufactured by Y. Pendas & Alvarez. They received a very large shipment of "Websters" this week and they were of the finest colors which they ever received.

Otto Eisenlohr's "Cinco" is selling well and so are the "La Barcleceia" (Manila) five cent cigars.

The Ed. G. Hookstratten Cigar Company have elegant displays in their windows on the Surbrug line also. This company is making a big showing by boosting the Klingenstein lines, which includes "Websters," "Admiration," "The American" five cent leader, "Cinco" seed and Havana, and Yocum Bros.' "Y-B."

John Morgan, proprietor of the John Morgan Cigar Company, declares that sales on the "Virginia Harned" clear Havana cigars have duplicated in the past sixty days. The retail stores of Geo. W. Walker will be taken over by the Morgan Cigar Company and will be known as the Morgan Cigar Company stores. "Johnnie" is very popular with the sporting element here and elsewhere, and we therefore see no reason why his new undertaking should be anything but a success.

Geo. W. Walker, who has been engaged successfully in the wholesale cigar business for many years here, has retired and with his wife and daughter leaves shortly for a trip around the world, which will necessitate their being abroad twelve months. Mr. Walker's friends, and they are many, all extend their heartiest wishes for good luck.

Marc A. Brunner, who represents E. Regensburg & Sons, has just left this city for New York, and while here did some wonderful work for the Klingenstein Company on the "American" cigars. He is very much pleased with the success he has met with this brand here and carried away with him a nice order for "Americans."

Milo Adams, the hustling representative of the Surbrug Company, is at present interesting the trade in the Kite Track Territory in campaigning with Mr. B. Connor, the vice-president of the Klingenstein Company. Much credit is due Mr. Adams on the wonderful increase in sales of the "Milo" cigarettes in this territory. Milo never fails to get an order wherever he goes and is known by all as "Milo Adams with the Ten Thousand Dollar Smile," and he is well proud of his nom de plume.

Harry Renaldo, the well-known cigar man of San Francisco town, arrived here a few days ago and is working with the A. B. Greenwald Cigar Company in the interests of the "Mi Rey" cigars, and according to recent reports he has already succeeded in making things extraordinarily interesting.

That well-known firm of Klauber-Wangenheim Company has certainly been kept busy of late. They have taken on three new men in addition to the large force of salesmen which they have had right along for their city trade, and their country business is growing so rapidly that we wouldn't be surprised to hear of an extra force added to the already large one for their country territory as well. J. B. Bonhaus and Morris Burke are at present doing a wonderful amount of business in the Bakersfield territory on "Post Dispatch," "Havana Sticks" and "Virginia Harned" cigars.

E. A. Nance, the well-known broker of Imperial Valley and hustling representative for the Klauber-Wangenheim Company, arrived here yesterday and expects to remain about one week.

San Francisco Dealers Discuss Price Cutting

At a well attended meeting of the San Francisco Retail Cigar Dealers Association, held October 30th, a number of topics of importance to the trade were discussed. The cutting of five-cent straight cigars to six for twenty-five cents was held to be an extremely bad practice, and dealers were cautioned to do less price-cutting than had been done in the past. The "twenty-six" game was also gone over and according to reports from a committee, the complainants about this game had dwindled down to virtually none.

Cincinnati Street Car Riders Want Smokers

Cincinnati smokers, who use the street cars in that city, to the number of 15,000, circulated a petition asking that the new cars which were to be operated by the Cincinnati Traction Company, be equipped with smoking rooms. Officials of the street car company stated that while they were in sympathy with the smokers, and would hereafter consider their comfort in putting out new cars, the petition had arrived too late for changing the design of the new ones, as work had already been started on them.

Ninety Dealers Attend Los Angeles Meeting

Regular Monthly Banquet of Southern California Tobacco Dealers' Association the Most Successful Ever Held

THE Southern California Tobacco Dealers' Association, held their regular monthly banquet in McKee's Cafe, Los Angeles, on October 31, which was attended by ninety members. This banquet was undoubtedly the most successful ever held in the city. Anthony Schwamm, president of the association, delivered a most interesting speech on "How the retailer may become better acquainted with the jobber on prices, etc." Mr. Schwamm concluded his speech by expressing his thanks to THE TOBACCO WORLD for the past publicity given the Southern California Tobacco Dealers' Association's efforts.

Other speakers of the evening were: Messrs. Day H. Elmore, H. D. MacLean, Max G. Samuels, Cohn McIntyre, E. C. Steele, W. A. Floyd, G. Wygrant, Frank S. Powell, W. C. Levy, A. Weise, F. Lewitz, M. F. Besson, Jos. A. Neidis, H. E. Wright, P. C. Collyear, Geo. T. Price, Optimo Campbell, Maurice Izrael, Chas. Bennett, Jno. P. Viera and Tim J. O'Brien.

United Cigar Stores Company Enters Moline, Ill.

Moline, Illinois, will soon have its first United Cigar Store. This concern has been awaiting an opportunity to locate in that city for several years, and after watching the situation carefully, located at the store formerly occupied by George S. FitzGibbon, one of the most advantageous locations that could have been secured. It is understood that the United has signed a long-term lease. It will probably take possession about November 15th.

L. S. Kent-McCarthy Cigar Company Changes Name

At a meeting of the directors of the L. S. Kent-McCarthy Cigar Company of Jacksonville, Illinois, to be held on November 25th, the name of the concern is to be changed.

A. F. Franks purchased the business some time ago, and continued it as the L. S. Kent-McCarthy Cigar Company, since he did not think it advisable to change the firm name, which will now be the A. F. Franks Cigar Company.

Fire Threatens Tobacco District in Lake City, S. C.

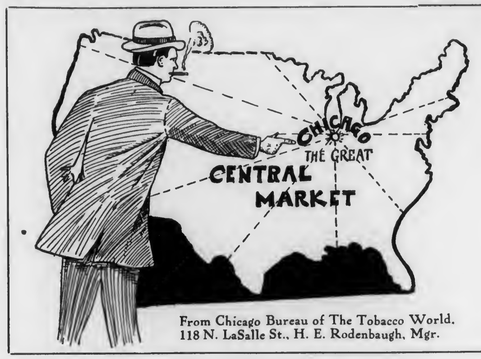
Fire breaking out in a cotton warehouse owned and occupied by L. A. Winston, of Lake City, South Carolina, threatened for a time the entire tobacco district in that place. The flames spread to the new Farmers' Warehouse and before long the entire building was in a blaze. The two plants, with their contents, were completely destroyed, entailing a loss of about $9,000, partly covered by insurance.

Harry M. Konwiser Retires From Allen-Warfield Company

Harry M. Konwiser, treasurer of the Allen-Warfield Company, of Newark, New Jersey, manufacturers of cigars, has retired from that corporation and transferred his holdings to Thomas F. Bowers, president of the concern.

It is rumored that the present factory of the Allen-Warfield Company will be sold to a large concern, and that the company will be re-organized to do business as a retail cigar store chain.

The Person Union Tobacco Company of Roxboro, North Carolina, has been incorporated with a capital stock of $100,000 to manufacture tobacco.



Breaking Records in Chicago

Factories Doing Unprecedented Business---Rutherford B. Cooke Kills Hold-Up Man---Trade Jottings and Personal Mention

From Chicago Bureau of The Tobacco World,
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

CHICAGO, November 12.

IT is putting the matter conservatively to say that the cigar and tobacco trade in Chicago has never known such a year as that now drawing to a close. All the factories are driven with orders. Increased forces of employes are being set to work. Jobbers and wholesalers are busy as never before. Shippers are forced to keep their departments working overtime. Traveling salesmen report heavy demands. Their reports are backed up by plentiful and generous orders. Retailers, from the largest down to the little fellows in small quarters, are doing a driving business and increasing their orders.

Large Increase in Pipe Sales.

And, in connection with all this great rush of trade in tobacco and its manufactures, there is a big increase in the trade in pipes. Of course, along toward Christmas the demands for pipes increases. A fine pipe is regarded as a most timely and fitting Christmas present. Between seasons the calls for pipes are less. But as the holiday season approaches, these calls multiply. This season's sales of pipes bid fair to be the largest in the history of the trade in Chicago.

Attention has been called heretofore to the increased demands for cigars and tobaccos of high grades and high prices. That demand increases. Incidentally, it may be remarked as an interesting fact in connection with the general business of Chicago and the Middle West, the West and the Northwest, that almost all lines of trade present similar conditions. In other words, the financial resources and the tastes of the great body of the people have improved in a surprising degree. Consumers of tobacco and cigars share with all the great mass of buyers of goods in the conditions which enable them to gratify their tastes.

Factories Doing Unprecedented Business.

The situation of affairs in the factories is remarkable in its presentation of unprecedented conditions of demand and activity. Lately, shipments of tobacco have been coming in more promptly, adding a new degree of satisfaction to the manufacturers. At the same time, some of the local shippers report improved conditions in the matter of ability to send away goods with more promptitude. In the matter of both receipts and shipments some improvement is attributable to the enforcement of the new demurrage rules by the railroad companies. It has become a serious financial consideration for many consignees of goods in Chicago to be forced to pay the increased rates for delay in unloading cars. And the more promptly the unloading takes place, of course, the more readily cars can be secured for shipping goods to customers outside the city.

Specially attractive, beautiful and artistic are some of the devices in connection with the preparation of packages for the holiday trade. Artists of acknowledged ability are engaged on the designs and the result is a variety of beautiful, valuable coverings.

Storm, Fisher & Co. have made a decidedly popular move in increasing the size of their favorite "La Soneda All Havana Models." These delicious, mild little smokes are now on the market in lengths considerably greater than those in which they won their wide and deserved popularity. There is no least diminution in quality, and no advance has been made in prices. The simple condition is that users of the "Models" are furnished with a greater quantity of the high quality of enjoyment with no increase in cost.

Cigar Merchant Shoots Highwayman.

Rutherford B. Cooke, who has two cigar and tobacco stores in Chicago—one in the Kesner Building and the other at 117 South La Salle Street—was going home the other night, carrying a considerable amount of money. He had his revolver ready for any possible encounter with highwaymen. Two men in an automobile halted him and ordered him to throw up his hands. Instead of complying he immediately shot one of the men, who fell to the sidewalk and died in a short time. The other fellow hastened away in the machine before Mr. Cooke could give him attention. As the result of Bertillon measurements and other methods of securing identification, it was learned that the dead highwayman was John Hinnig, an ex-convict. His companion was captured and made a confession. The automobile was a stolen machine.

A. M. Bloom, manager of the "Omar" and "Mecca" cigarette department, has been visiting among the jobbers and some of the large retail dealers, reporting most satisfactory business.

The New Breitung Establishment.

Rapid progress on the new Breitung establishment, corner of Jackson Boulevard and South Dearborn Street, has furnished opportunity for judging what the place will be when finished, furnished and ready for business. The new establishment will be the ninth Breitung store in Chicago and will contain the headquarters for the company's extensive local business. The furnishings will be of the most elegant nature and the establishment will be the largest cigar store in the city. Seventeen hundred square feet of space in the basement will afford immense storage room and the floor will have 1,000 square feet. Forty-seven feet of showcases will be filled with some of the best and most attractive goods in the market. The place will be lighted by a twelve-foot window on Dearborn Street, another of eighteen feet on the Boulevard and three windows on the main corridor of the building. Mr. Breitung and his manager, Mr. Hamann, are receiving many warm congratulations.

Trade Notes and Personal Mention.

The John R. Thompson Company has secured a lease on the store and basement at 44 South Clark Street, just north of Monroe, for ten years, from the first of next May, for a term rental of $72,000—the premises to be occupied for a restaurant.

The Sutter Cigar Company has succeeded in placing its "El Sutter," an old-fashioned seed and Havana cigar, in the Sherman House.

Among the late visitors in Chicago has been W. G. Collins, the Best & Russell Co. representative in Indiana.

William Best has been on a visit to Madison, Wis., where he was entertained by his Wisconsin representative, J. F. Courtney.

C. J. McConnell, of Decatur, Ill., represents the Best & Russell Co. in Western Illinois.

Greenbaum Sons' Bank and Trust Company is trustee for a bond issue loan of $35,000 to Frank W. Alter, Robert White, J. Percy Strickland and Roy B. Tabor, secured by the Randolph Building and a leasehold interest in 31 x 70 feet of ground at the southeast corner of Clark and Randolph Streets. The building is a six-story store and office structure, with a net annual rental of $9,172.

By the lease of the Williams property on Wabash Avenue to members of the Spiegel House Furnishing Company, the United Cigar Stores Company will lose its store in the building and the quarters occupied for its premium department. The ground has been leased for 99 years; on it will be erected a great business structure, 160 feet on Wabash Avenue and 180 feet on Monroe, to cost $1,000,000.

A wag in the cigar business suggests that if the Turks could utilize some of the Turkish brands of cigarettes as war material, the allied forces of the Balkan countries would be put to flight instanter.

James Glaccum, of William Glaccum & Sons, New York, has been a welcome visitor among Chicago dealers recently.

Best Christian, Best & Russell's "Loop Agent," is receiving congratulations over the arrival of a tiny boy in his home.

Included in the list of recent heavy incorporations reported in the office of the Secretary of State is that of the A. B. Shubert Company, Chicago, with capital of $100,000; incorporators, Don. L. Omo, William F. Hennessey and Henry Frankfurter.

Charles Pennell, who has been buyer for the cigar department of Hillman's for the last two years, is now holding a similar position in the Rothschild establishment.

The "Flor de Mendel," put on the market by Mendel & Co., New York, has proved an instant popular favorite. Users are prepared to testify to the truth of the company's statements concerning the extreme care in the selection of materials and in the manufacture of the cigar.

Charles Baswitz, representing the Gonzalez & Sanchez Co., Jacksonville, Fla., has been among the recent visiting salesmen, doing a large business with local dealers.

Business in "Edgworth" sliced plug and "Ready Rubbed" smoking tobacco is reported first-class by J. F. Lamm, of Chicago, who represents the Larus & Brothers Co., of Richmond, Va.

Julius Lehmann, of Storm, Fisher & Co., is receiving the sympathy and condolences of friends in the trade because of the death of his mother.

It is reported that Marshall Field & Company will install a cigar department in their new building to be erected at the corner of Wabash Avenue and Washington Street. The building—on the site of that now occupied by D. B. Fisk & Company—will be devoted entirely to business in men's goods.

A lease has been made by R. W. Sears, through H. O. Stone & Company, to the United Cigar Stores of stores and basement 11 to 15 Jackson Boulevard, at a total term rental of more than $150,000.

A lease has been made also to the "United" of quarters in the fine, large new building, corner of Halsted and Seventy-ninth Streets, with 106 feet frontage on Halsted and 100 on Seventy-ninth.

George Ballard, Wabash Avenue, near Monroe Street, has a fine window supply of "Soneda Splits," ten for twenty-five cents.

One of the new cigar and tobacco stores of Chicago which has assumed proportions rapidly in popular favor and in business prospects is that of W. F. Monroe and George Renand, on Monroe Street, near La Salle. The establishment is to be conducted as a firm affair by two members of the Monroe Cigar Company's interests—not in connection with the Monroe stores.

Eger & Company have opened their new store, Wabash Avenue and Monroe Street, with a feature of the "Robert Bacon" cigar.

The following named gentlemen have formed a corporation, under the name of "Bridges & Company," for conducting a warehouse and dealing in leaf tobacco: William G. Bridges, who holds 600 of the shares; W. A. Weber, 50; E. M. Lecompte and L. Logston, 30 each; F. W. Woodman and M. P. Crain, 20 each. The total capital is $75,000.

Lorin Palmer, who had been a stockholder in the Best & Russell Co. since the organization started in 1857, died in his home in Hartford, Conn., a few days ago. He was a native of Massachusetts and had been in the wholesale tobacco business in Chicago and New York for many years.

A. M. Loveland, manager for George C. Knight, has a cigar store of his own in the rotunda of the great new Karpen Building, 900 Michigan Avenue. He is featuring a new brand, the "Karpen." He carries in stock his favorite cigars, including the "Robert Burns," "La Preferencia," "Donna Ganda," "Charles the Great" and "La Venga."

The leaf house of Jacob Sutter & Sons has imported from Cuba, so far this season, nearly 1,000 bales. The goods were selected with utmost care by Walter Sutter during his several visits to Cuba.

It is reported in the circles of the cigar trade that a new factory of large proportions is to be started in Chicago for the purpose of manufacturing strictly high grade broad leaf and Sumatra wrapped goods.

Among the welcome visitors in the cigar establishments within a few days has been L. E. Scheibe, representing the Ruy Lopez Company.

The new factory of the Wohl & Comstock Co., on West Madison Street, is reported as doing a thriving business. The concern's leading brand, "Evangelina Cisneros," is one of the popular cigars coming from Chicago factories.

Trade in the western sections of the country is reported by J. & B. Moos as being phenomenally large. Especial mention is made of the unprecedented demands for the "Moos Dips," the "Moos Specials," the "Permits" and "La Preferencias."

William Bortos' "Kwality Shop," recently opened at 107 West Monroe Street, has closed.

In all of the many restaurants of H. H. Kohlsaat & Company throughout the city the "Flor de Bolano" cigars, made by Francisco Bolano y Ca, are featured.

Offers of two five-cent packages of "Duke's Mixture" are made by the Liggett & Myers Tobacco Company with each ten pounds of the company's plug and twist tobacco, except the "Clipper." The proposition, however, does not apply on drop shipments.

Late Trade Items

Announcement was made recently that the Scranton Tobacco Company, of Scranton, Pa., will shortly erect a store and office building at Franklin Avenue and Spruce Street, that city. According to Jonathan Vipond, treasurer and manager of the company, the building will be three stories in height.
that town.

Thomas H. Smith, a well-known tobacco buyer of Thompsonville, Conn., has purchased the large warehouse in that place belonging to Louis Peters & Co., of Detroit, Mich. The building is two stories in height and measures 42 by 80 feet. He also leased the Seth Phelps warehouse in Weymouth, where about fifty hands will be employed. Mr. Smith is a representative of Charles W. Solomon, of New York.

To prove that Baldwin County, Alabama, could raise as good tobacco as any other State, the growers of that district had a display at the Alabama State Exhibit in Montgomery, Ala. The value of the crop for this year is estimated at more than one million and a half dollars. Five kinds of tobacco were shown in the display, several kinds of fillers and shade grown wrappers.

The members of the Leaf Tobacco Association of Baltimore held their annual outing at Frederick, Md., several weeks ago and had an enjoyable time. About thirty members took the trip.

Eighteen barns containing leaf tobacco have been burned in Robertson County, Tenn., within the past month. One of the latest to be reported is that of Isaiah Worsham, of near Springfield, whose second barn went up in smoke.

How to Fight the Cut-Price Cranks

THE cut-price craze, which is supposed by many to be an evil resulting from too many cigar stores here in the East, is now becoming quite regular in a number of the West and Middle Western cities. Reports from Minneapolis give it that cigars like "El Roi-Tan," "Tom Moore," "Preferencia," and "Lawrence Barrett," strictly ten-cent brands, are being passed across the counter for seven cents. These sales were usually Saturday night "specials" and included such nickel brands as "Sight Draft" and "Tom Keene," which went at seven for a quarter.

The most injurious part of these "sales" is that they are being pulled off by the cigar stands of department stores and grocery houses. The idea is to get customers in the store to purchase cigars (on which they expect to make little or no profit) and then realize on the orders which may come on other articles. This in a way is good modern merchandising, methods which are being used more and more every day to make the people give up their shekels, but it is a pretty tough proposition for the strictly tobacco dealer to combat.

Perhaps if the cigar man were to carry a line of groceries and other jim-cracks, to pull people into his store, expecting, however, to make no profit on them and try this scheme out pretty thoroughly, the grocers, department store merchants, and cut-price druggists would conclude that the cigar business was not a paying venture, and leave it to the men who have invested a heavy outlay and who are putting their brains to the task.

Fine Modern Box Factory For Jacksonville

Within the past two weeks a new box factory was opened in Jacksonville, which is considered to be among the best in Florida. The owners of the plant are William A. and John R. Jack, both of Boston, and is situated at 715 Washington Street.

It has been the aim of the proprietors to secure the most modern and efficient machinery, which will be driven by power furnished by a gasoline engine. For the present the output of the firm will be cigar boxes only. The promoters have already received a number of orders from Jacksonville cigar manufacturers, as well as from surrounding towns. After the business is well established the concern will go into the manufacture of shipping cases also.

"Made in Minneapolis" Week Great Success

The "Made in Minneapolis" week has been a great success in that hustling Western city. In every window in the center of the town products of manufacturers of that city were displayed. The cigar manufacturers availed themselves of this opportunity of advertising their goods, and had their goods displayed in a number of prominent places.

The J. W. Pauly Cigar Manufacturing Company, G. Pflaum & Sons, the Minneapolis Havana Cigar Manufacturing Company, and the Hoppenrath Cigar Company, were a few of the firms who had displays.

L. J. McKinnon Now With H. Anton Bock & Company

L. J. McKinnon, formerly connected with the New York house of E. P. Cordero & Co., is now travelling for H. Anton Bock & Co. He is working on the "Don Antonio" cigar, and covers the Western territory from Chicago to the Coast. When last heard from Mr. McKinnon was in Minneapolis, pushing Westward.

Simon Bachman, Pioneer Coast Dealer, Dies

Simon Bachman, member of S. Bachman & Co., of San Francisco, and said to be the oldest cigar merchant in that city, died several weeks ago after a week's illness. He had been actively engaged in the conduct of the business up to the time of his death.

Mr. Bachman came to this country from Bavaria while still a young man and had been engaged in the dry goods trade until he established the firm of Esberg, Bachman & Co., which, in 1894, was reorganized in the present concern, S. Bachman & Co. The business will be conducted as formerly, and will be under the management of Arthur Bachman, a son of the founder.

Henry Bohmer

Henry Bohmer, for many years engaged in the tobacco business in Richmond, Va., died at his home in Germany recently, where he had gone to spend the remaining years of his life. He was a Confederate war veteran and after the war became a buyer for the German government becoming well identified with the industry in Richmond. He is survived by a daughter and two sons, Henry Bohmer, Jr., of Philadelphia, and Charles Bohmer, of Lexington, Ky.

W. L. Flagg

W. L. Flagg, president of the Duquesne Cigar Company, of Pittsburgh, Pa., died suddenly at his home in Bridgeville, Pa., recently, after a short illness. The funeral services at the residence were largely attended by members and friends of the deceased. Interment was made at Hartford, Conn.

Lorin Palmer, a wholesale tobacco dealer for many years in New York and Chicago, died in Hartford, Conn., recently, aged eighty-five years. He is survived by a widow and four children.

William Lillie, who for years had been known as one of the largest tobacco growers of Suffield, Conn., died at that place on November 1. Mr. Lillie was 69 years of age and leaves a widow and son.

William H. Clark, a member of the firm of Clark & Show, of Scranton, Pa., died at his home in Brooklyn recently. He was 68 years of age and had been connected with Clark & Show since its establishment in 1863. He is survived by a widow and daughter.

Max Bamberger Bequeaths Thousands to Charity

Max Bamberger, a Philadelphia tobacco merchant who died suddenly in Göttingen, Germany, in August, 1910, according to his will filed in Philadelphia recently, left $450,000 of a $787,000 estate to charity. The largest bequest of $400,000 will maintain a Jewish children's home at Atlantic City, N. J.

Election Excitement Over, "Frisco" Dealers Get Down to Business

Cigar and Cigarette Advertising Campaigns Unprecedented on Coast—Retail Dealers Association Makes Excellent Progress—United Said to Have Taken 50-Year Lease in Oakland

SAN FRANCISCO, November 6.

NOW that the excitement of the election is over, everybody feels somewhat relieved, though there has been all along a feeling that the result would not greatly affect this part of the country in one way or another. The only issue of any special interest to cigar men was a proposal to permit horse racing, under certain restrictions, which appears to have met defeat. Even in this the legitimate trade was not much interested, though some stands used to do a rushing business during the Emeryville racing seasons.

The retail cigar business has been rather quiet for the last fortnight, as the rainy season seems to have started in earnest, and the storm tends to keep people off the street. The early rain is welcomed, however, as the country suffered considerably from drought this year, and was badly in need of moisture. Jobbers are well satisfied with the volume of business, and with the approach of the holiday season all the wholesale houses are taking on a busier appearance. It is not expected that the cigar trade will run as strongly to special holiday packages as in former years, and while some such goods are being taken on most firms are handling only their regular lines. Great things are expected of the pipe trade, however, as this feature has been steadily gaining for the last few years, and the heavy advertising of tobacco manufacturers is certain to have its effect.

Cigar and cigarette advertising has probably reached a point never before equaled on the Coast. The cigar advertising has for some time been largely in the way of special displays placed by jobbers in retailers' windows, special artists being employed and the retailers well paid for the space used. Such space is in especially strong demand, as comparatively few retail stands have any display windows, and there is a good deal of competition among the various jobbers. For this reason only a few of the larger and more independent retailers are looking after their own window work.

H. L. Judell & Co. are carrying out an extensive window campaign on the "Watt" cigar. Good examples of the work done were recently shown in their own store window on Front Street and in Doctor Todd's drug store on Railroad Avenue, this city.

The local retailers' association is making excellent progress, now having upwards of eighty members, and is said to be the strongest organization ever formed in the San Francisco trade. A feeling of personal cordiality, as well as unity of interest, has been established among the members, which will tend strongly to overcome some of the troubles now prevalent. The officers are still very reticent regarding the nature of the definite lines of work undertaken, and only members are admitted to the meetings.

Edw. Wolf is well pleased with his present volume of business, not only in Manilas but in his older lines as well. He says he has plenty of Manilas just at present, but that only a few will come in on the next steamer. As the strike is said to be broken, however, he does not anticipate any prolonged shortage. Mr. Wolf is closing out his imported Havana lines, saying that the stock is too slow to turn over.

M. A. Gunst & Co. have completed the new sample room in the rear of their store at Front and California Streets. This section, which was formerly a part of the wholesale stockroom and shipping department, has been partitioned off, shutting out the noise and confusion, and handsome fixtures have been provided for the display of goods. This includes not only the pipe display formerly mentioned, but a complete sample assortment of all cigar, cigarette and tobacco lines carried by the house, conveniently arranged on shelves, tables and showcases.

The stock of cigars, etc., saved from the recent fire of the Yakima, Wash., Grocery Company, and said to amount to about $20,000, has been shipped to this city. Some of it was purchased by regular dealers, but the greater part was taken by the Weinstein and Prager department stores, and these houses have been advertising and displaying the goods at low prices.

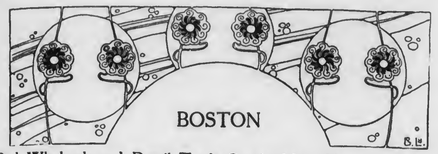
It is reported that the United Cigar Stores Company has taken a fifty-year lease on the large lot of the Dunn estate, at the intersection of Fifteenth Street, San Pablo Avenue and the extension of Washington Street, Oakland. The rumor is that a $150,000 building will be erected on the lot. This will be one of the most prominent locations in Oakland, being within a few steps of the new City Hall.

The Public Utilities Commission, of Los Angeles, has started a campaign to prohibit all smoking on street cars in the Southern city. A similar effort was made here a few years ago, and succeeded in restricting smokers to the front platform of enclosed cars.

T. Devitt, Coast representative of Philip Morris & Co., was in the city last week, but has gone to Los Angeles, where he expects to meet Alexander Herbert, vice-president of the company. Mr. Herbert is on his regular tour of the Coast, and is expected in Los Angeles next Sunday.

Michalitschke Brothers & Co. last week received their first large shipment of their new line, the "Henry the Fourth" cigar. They had taken a large lot of advance orders, and have been very busy making deliveries all over their territory.

Emil Judell, of H. L. Judell & Co., has returned from his Nevada trip, and is now making a short run through Northern California.



Both Wholesale and Retail Trade Good—Many New Cigar Stores Being Opened

BOSTON, November 8.

THE cigar and tobacco business in Boston is in a very prosperous condition, especially in the retailing department. In the leaf trade business is about the same as last month.

Berdick A. Steward has opened a cigar and tobacco store in the Greystone Block, North Street, Pittsfield, Mass.

Arthur O. Bemson, proprietor of the Fitchburg Cigar Store, 82 Main Street, has purchased the J. Joel & Son's Cigar Store, 62 Main Street, Fitchburg, Mass.

Orville A. Gould is to open a drug and cigar store at 44 North Main Street, Gardner, Mass.

Hall's Cigar Store, 58 Main Street, Gloucester, Mass., is now managed by Aubrey J. S. James.

At the Navy Yard the authorities are not quite sure what kind of tobacco they will order for the year for the jolly tars, so six enlisted sailors are to have six weeks to test various kinds of tobacco, and do nothing else but chew and smoke, and they will abide with the decision of the sailors.

John O'Neil has purchased the Inman Square Drug Store of James R. McMinn, Cambridge.

Inter-City Cigar Company is now carried on by Edward M. Davis, James J. Farren, William A. Shea, Lewis Aarons Sons, Lewis, Frederick and Edward Aaron, 131 State Street, Boston.

The new stores of Daniel Frank & Company and the Liggett Drug Company will soon be finished and ready for occupancy. They are considered to be in the finest section of Boston.

John D. Ross, one of the largest jobbers in Denver, Col., was visiting the trade here in Boston last week.

The American Tobacco Company has notified the trade here of the advancement in price of the "Tolstoi" cigarette to $4.00 per thousand.

M. J. Ford, Martinez-Havana Company and Logan Tobacco Company, has just returned from Western Massachusetts and Connecticut, and had a very successful trip.

Maurice Bernstein has moved to Beach Street, near Harrison Avenue. He formerly had a store at 2132 Washington Street, Boston.

The gratis offered by Anargyros on "Turkey Red" cigarettes has been discontinued.

John Rankin has moved from his old stand on State Street to his new quarters, corner Broad and State Streets. He has now a very fine and attractive store, and his window display ranks with any in the city.

John Kroog, William Demuth & Co., is in town visiting the trade here.

The American Tobacco Company is giving one-half cent coupons in packages of "Tokio" cigarettes, which will be redeemed by the jobbers, or retailers, with tickets to moving picture shows.

T. Rosenbaum & Co., of Federal Street, reports business as good. His box trade is increasing every day. His special cigar is the well-known 10-cent cigar, the "Rosewin."

The Diamond Match Company has notified the trade here in New England that it will give one case free with each five cases ordered and one-half case with each two and a half cases of their high-grade matches.

The American Tobacco Company has notified the trade here that "Tuxedo" smoking tobacco, in one pound humidor glass jars, and a Macintosh French briar pipe, with a sterling silver band, will retail at $1.25. The same tobacco is now being packed in twenty-cent air-tight tins.

Frank Swick, Philip Morris & Co., has received additional territory to that covered by him last season. He will now have the whole of New England and the State of New York to test his salesmanship qualifications.

L. D. Mayhew (American Tobacco Company's plug department), was in Boston last week, calling upon the trade and jobbers.

Brooks Perkins, C. B. Perkins & Co., returned last week from an extended business trip and had good success.

Joseph D. Gernsheimer, F. Lozano Son & Co., and D. Emil Klein, E. M. Schwarz & Co., were in town last week and report holiday orders as excellent and many.

"Lucky Strike" roll cut, American Tobacco Company, has taken a sudden start during the past week, a large demand being made of the jobbers.

Myer Yearstsky reports that some large shipments are being made of "La Integridad" cigars into Maine territory for the holiday trade.

There is a campaign on for the "Nebo" cigarettes. "My" Taylor has charge of the crew of men employed, and is making things lively in the trade.

WM. T. HENDERSON.

Incorporations and Changes in the Tobacco Trade

Loeb-Nunez Tobacco Company, Philadelphia. Capital, $50,000.

Moreda & Co., Manhattan, N. Y. Deal in cigars and cigarettes, tobacco, etc. Incorporators: H. Esberg, A. T. Hunter, H. Nathan, all of New York City.

Sullivan-Shannon Cigar Company, Chicago. Capital, $2,500. Incorporators: Richard M. Donkin, John J. Sullivan and John J. Shannon.

Zariffe Cigarette Company, Boston, Mass. Capital, $25,000. Incorporators: Constantine Coconia, Nickolas B. Constantinides and Strati Kelly.

The J. P. Rawley Drug Co., Montclair, N. J. Capital, $100,000. Incorporators: Elmer Runwan, John I. Sipp and Joseph P. Rawley.

The Gulf Tobacco Co., Montgomery, Ala. Capital, $5,000. Incorporators: Frank M. Staples and John Alexander Cooper.

The Tobacco Growers Sales Co., Columbus, O. Capital, $10,000. Incorporators: George W. Conrad, Philip Spence, E. H. Gaber, A. J. Shaffer and Isaac Eck.

The Wonder Smoking Pipe Manufacturing Co., Racine, Wis. Capital, $10,000. Incorporators: Martin Rassmussen, Louis Rassmussen and Hans L. Larson.

Franklin, Stiles & Franklin Grocery Co., Birmingham, Ala. Capital, $48,000. Incorporators: W. M. Franklin, H. M. Stiles and W. F. Franklin.

The England-Abbott Grocery Co., Durant, Okla. Capital, $50,000. Incorporators: O. T. England, E. F. Rines and J. D. Abbott.

The Central Cigar Co., Nashville, Tenn. Capital, $10,000. Incorporators: R. A. Coleman, S. A. Handley, N. S. Adams, John J. Vertrees, Jr., and William O. Vertrees.

The Nolte-Watson Drug Co., Atlantic City, N. J. Capital, $9,000. Incorporator: H. A. Nolte.

Spokane Paper and Cigar Box Co., of Spokane, Wash. Capital, $25,000. Incorporators: E. J. Brooks and W. H. Cline.

The Muall Co., Wildwood, N. J. To deal in drugs, etc. Capital, $125,000. Incorporators: S. E. Branin, M. O. Branin and E. D. Patterson.

Cousins Tobacco Co., Farmville, Va. To deal in and handle tobacco. Capital, $5,000.

Stern-Bell Co., Savannah, Ga. Capital, $25,000. To deal in drugs, tobacco, etc. Incorporators: Alfred Stern and Henry Bell.

Bridges & Company Organize in Louisville

A new concern recently organized in Louisville, Kentucky, is Bridges & Co., which will engage in the leaf tobacco business. The capital stock of the concern was given as $75,000. The principal incorporators are William G. Bridges and W. A. Webber.

Increase in 1912 Tobacco Crop Estimates Over 1911

Kentucky, North Carolina, Tennessee, Wisconsin and Connecticut Share in Greater Production, While Virginia, Ohio and Pennsylvania Crops are Smaller Than Those of Preceding Year

THE Crop Reporting Board of the Bureau of Statistics of the Department of Agriculture, under date of November 8, gives the condition of the tobacco crop as follows:

The average yield per acre is 803.4 pounds per acre for 1912, as compared with 893.7 in 1911 and a ten-year average of 825.2. The estimated production for the year is given as 959,437,000 pounds as compared with 905,109,000 in 1911 and 1,103,415,000 in 1910.

The details by states of the tobacco crop given in pounds are as follows:

State.	Yield Per Acre.			Production.		Increase.
	1912.	1911.	10-year Average.	1912.	1911.	
Kentucky	810	880	835	349,272,000	303,600,000	45,672,000
Virginia	600	800	750	110,400,000	128,000,000	*17,600,000
North Carolina ...	620	710	636	108,500,000	99,400,000	9,100,000
Tennessee	700	810	753	67,340,000	62,370,000	4,970,000
Ohio	920	925	872	79,304,000	81,400,000	*2,096,000
Pennsylvania	1,450	1,420	1,316	64,090,000	65,320,000	*1,230,000
Wisconsin	1,290	1,250	1,233	54,438,000	51,250,000	3,188,000
Connecticut	1,700	1,625	1,665	29,750,000	27,625,000	2,125,000

* Decrease.

A "Greater Wilmington" for Hustling Delaware City

Getting Together to Boost Industries—Will Make It Convention City

WILMINGTON, DEL., November 9.

THE tobacco industry is in a more flourishing condition in this hustling little "burg" than it has been for some time. Retailers and the jobbing houses are all busy and with the coming of the holiday season should do a record breaking business in 1912. The manufacturers are also busy and optimistic as to the future.

There is a movement now under way which should make this city better known than ever among her sister cities of the East. The Wilmington Board of Trade recently appointed a Greater Wilmington Committee to devise ways and means for the development and advancement of this city. At a meeting of 250 business men, on October 16, a resolution was adopted recommending the Board of Trade to meet every week at a noonday luncheon, establish and maintain publicity, industrial and convention bureaus and employ R. J. McLean as director of these bureaus. This movement is certainly worthy of every citizen's support and it is hoped they will rise to the occasion and help to boost the town, to the position she rightfully deserves.

S. H. Durstein, the cigar manufacturer, reports a heavy increase on the "Sen Auben," his leading five-cent cigar since July first. If the increase continues at the rate it has been he will have the heaviest year's trade since he has been in business. He has been putting out the "Sen Auben" since 1891. He is now introducing to the trade a new five-cent brand through his four salesmen, which is going very well everywhere it has been placed. It is styled the "Elk," is a 4⅞-inch club house size and goes to the trade for $35. Mr. Durstein is a member of the Board of Trade and is greatly interested in the "Greater Wilmington" movement.

The Johnny Jones stores, by reason of their attractive appearance and diversified stocks, are doing a splendid business. The Ninth and Market streets store is showing this week in the show windows two of the big sellers of these stands. The "El Palencia," Boltz, Clymer & Co., occupies a prominent place in one window while the "Cortez" cigars are shown attractively in the other. These stores are places of which any city may feel proud.

H. Kenyon is doing a good fall trade. He is having a heavy run on the "Havana Ribbon" cigar, made by the Bayuk Brothers Company, Philadelphia, which he wholesales extensively. He also handles the "Lord Casper" brand, put out by Grauley, the Philadelphia manufacturer. The "Wizard" cigar, of Kraus & Co., of Baltimore, is another of their good brands.

The cigar department of P. P. Freeman, retailers and distributors of the "El Wadora" cigar, of Sig. C. Mayer & Co., of Philadelphia, reports an encouraging improvement over business a short time ago.

A visit to the other central cigar dealers elicited the same optimistic view for a good holiday season. Judging by present conditions they are fully justified in their predictions.

John H. Tusch Moves to New Location

John H. Tusch, a Buffalo retailer, is moving into his new building at 65 West Tupper Street. Mr. Tusch has had the entire building improved, and new inside finishings placed, which should make it one of the best in that city.

Trade in Seattle and Puget Sound Country Good

Dealers Not in Favor of the Many Cigarettes Being Introduced—E. C. Hemphill Now With Burley Tobacco Company

SEATTLE, November 7.

BUSINESS is very good in Seattle and on the Puget Sound country all leading jobbers claim that conditions are better than they have been for a long time.

Retailers are not in favor of the amount of new brands of cigarettes that are being put on the market. The large manufacturers are sampling very heavy on 5c. cigarettes.

"Doc" Sorenson, one of the leading Everett dealers, reports a big business. "Doc" is featuring "'Doc's' Clondike" for a 5c. cigar. He also is getting a big business on "Winegold," a new fancy chewing tobacco he recently added to his stock, which is manufactured by the McHie, Scotten Tobacco Co.

William Haferkorn, Everett's popular dealer, will open his new place of business in about a week. Mr. Haferkorn expects to have one of the finest stands in Everett. He formerly conducted two stores and now will confine himself to one only.

Chris Culmback, Everett jobber, reports a big business, especially on his leaders in 5c. cigars, the "Coupon" and "Red Wing," in Key West goods, and the "Jose Vila."

McHie, Scotten Tobacco Company's brands are getting to be very popular here on the Coast. They have only been out here for a short time. The brands they are marketing are "Winegold," "Union Scout Plug," "Union Scout Scrap," "Cadillac," "Nickel Twist," "Country Club Forex," "Royal Smoke," "Katahdin" and "Sweet Loma."

E. C. Hemphill, formerly with The American Tobacco Company, has accepted a position with the Burley Tobacco Company, with his territory Western Washington.

Addie La Voie, manager of the Donnelly Hotel cigar stand, at Tacoma, reports a fine trade.

Many dealers in Seattle have very attractive window displays on "Piper Heidsieck," giving away a leather pouch with every 10c. plug.

Schwabacher Bros. Co., Inc., report increasing business on "Flor de Lovera" cigars, of which they recently received a carload.

ERNEST.

Late Trade Items

W. A. Burton, a cigar manufacturer of Independence, Kan., has moved his factory to the Shulthis Building, that town.

Harry Mandell and Hyman Mandell, who have been conducting cigar stores at 112 Court and 22 Cambridge Streets, Boston, have assigned for the benefit of their creditors.

Ranney & Scellars recently opened a store in Grand Rapids, Ia., which from the point of fine furnishings is considered to be among the best in the State. The cigar stand is run with a billiard parlor containing thirteen tables. On the day the place was first open for business the proprietors arranged for a billiard match between Calvin Demarest, the well-known billiard champion, and Marcus Cattan, the amateur champion of Chicago.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Ninth District October Cigar Output Shows Large Increase

THE output of cigars in the Ninth District for the month of October is the largest for that month since October, 1907. The revenue receipts are given as $222,619.18, which figured out in the usual manner gives the production statistics as 74,206,393 cigars. This figure has been exceeded only twice in the past ten years, in 1907 and 1906. Of course the output given does not include the old Twelfth District, which according to a late ruling, is now included in the Ninth District. The total output of the district under the new arrangement is 87,602,989 cigars.

The production figures in October for the last ten years previous is as follows:

October, 1912	74,206,393	October, 1906	77,259,640
October, 1911	71,906,777	October, 1905	72,685,150
October, 1910	69,743,660	October, 1904	69,924,030
October, 1909	70,224,090	October, 1903	71,695,050
October, 1908	68,056,750	October, 1902	71,910,760
October, 1907	80,669,011		

Lancaster Manufacturers Going Full Tilt on Orders

LANCASTER, November 9.

EVERYONE in the cigar industry in this region is going full tilt at present. Manufacturers are still crying for cigarmakers, with small possibility of their securing any more. Many of them are now working overtime and even then are unable to turn out cigars as fast as they wish. Several places state that even were orders to stop at this time altogether, they would have enough to keep them operating for some time.

L. E. Ryder is again home after a short trip through New York State. He reports conditions as very favorable at this time in that region.

Dealers are expecting big things from the new crop. The weather has been ideal for curing purposes. Very little of it has been contracted for as yet, as far as could be ascertained. Packers claim they are already stocked up and do not feel inclined to take any chances on the tobacco before it is further advanced than it is at present.

A number of inquiries are the rule with the leaf men regarding the 1911 tobacco, although sales are not large by any means. The price is one obstacle, prospective buyers claiming it is far too high. Packers are not taking less than the figures they quote, so little leaf has been changing hands. It is surprising the amount of old tobacco which is being purchased. Considerable 1909 was sold, prices ranging all the way from fourteen to sixteen cents. From all reports there is not near as much 1910 left on the market as of 1909. The hail-cut tobacco is being sold at from three to five cents.

S. M. Ottinger, of Ottinger & Mitchell, has gone on a trip to Quincy, Fla., where he will look after the interests of the firm. They handle large quantities of Florida Sumatra from that section.

The New York Cigar Company has purchased a residence in Strinestown, which was converted into a factory for its use. This was opened last Monday, the fourth, with forty hands.

According to late reports from York County, seed leaf of a fair quality is selling there at nine cents a pound. The Tobacco Growers' Association is cautioning the growers to hold their tobacco, as they claim prices will be higher before long.

Simon Shissler is now handling a full line of cigars manufactured by Simon Batt & Co., of New York. This old house has a good reputation for putting out quality goods. "La Verdad" is their big brand.

E. J. Zudrell, the cigar dealer, of Ephrata, has made a number of improvements in his store and pool room. New showcases have been installed and the interior renovated in an attractive manner. An electric sign has also been placed in position. Mr. Zudrell carries a representative line of goods and takes pride in the freshness of the stock.

During the night of October 24th thieves broke into the cigar factory of E. S. Dornbach, in Denver, and stole about 3000 cigars, some of them stamped and others not yet stamped. No clue to the robbers has yet been found, although several men are under surveillance.

York on Top of Big Production Wave

YORK, November 9.

CIGAR manufacturers are now operating with a vim that has not been equaled for some time. Orders are coming in with pleasing regularity and overtime is beginning to be the rule. There is not a factory worth mentioning that is not going the limit. Predictions are freely made that this fall's business will be one of the best in the history of this section. Those factories catering to Western trade are jubilant as to the way things are breaking for them and worry about nothing but the necessity of getting the orders filled as near as possible on time. The leaf market is in a fair state, although it cannot be said to be humming. Jobbers and retailers all report increases over the same period last year.

The will of Eugene Gallagher was filed for probate in the Columbus, O., court on October 26th, leaving an estate of over $30,000. Sixty-one shares of stock in the Eugene Gallagher and Brother Company are given to a brother Ignatius, and sixty-one shares to another brother, D. A. Gallagher. The residue of the estate is bequeathed to relatives, nieces and nephews.

A visit to the different factories around town finds conditions about the same. Everything is on the jump and every one smiling. It is a pleasing contrast to the comments one heard during the summer months.

George Bowman, cigar manufacturer, in the rear of 33 North Penn Street, is so busy that he is putting on additional employees to get out the orders booked for the Christmas holiday trade. The owner of the building, John Strickler, has erected an addition, and Mr. Bowman now has a factory of three stories, 16 feet by 21 feet.

The cigar manufacturing industry is certainly increasing these days. Eighteen new factories, employing 184 hands, were opened during the month of October, as compared with fifteen new plants in September. The following are those plants opened with five or more hands:

Smith & Stabley, Red Lion, 40 hands; The Original Cigar Company, Red Lion, 40 hands; Samuel Hermon & Co., tobacco factory, Red Lion, 30 hands; J. S. Shindler, York, 5 hands; Claude Stabley, tobacco factory, Red Lion, 20 hands; Harry G. Eveler, Dallastown, 5 hands; P. C. Conway, Dallastown, 5 hands; F. O. Noel, Hanover, 5 hands; Harry B. Snell, Bittersville, 5 hands; Robert N. Miller, Red Lion, 5 hands; A. M. Grim, Red Lion, 5 hands; L. E. Ersenhart, Red Lion, 5 hands.

The factory of Otto Eisenlohr & Brothers, South George Street and Boundary Avenue, one of the largest cigar manufacturing firms in York County, is working to its fullest capacity on orders booked for the Christmas holiday trade. The plant has been operated at night for the past several weeks and the indications are that this will continue up until after Christmas. Additional cigarmakers are being put on and the facilities are being otherwise improved to handle the big rush of business. Sixty benches are being installed on the third floor to accommodate additional cigarmakers. When these will be added over 300 cigar makers will be employed at the factory.

The W. C. Krout cigar factory, located in the frame building of the Enterprise Furniture Company, in Glen Rock, has been closed, awaiting further developments. W. C. Krout, the proprietor, disappeared last week and has not been heard from since.

Reading Factories to Chalk up Record Trade For Fall

READING, November 9.

WELL, now that the election excitement is over with its attendant discussions as to the calamities that are to befall the tobacco industry if this or that party came in power, manufacturers are getting down to business and trying by every means within their power to get orders out on time. Judging by reports from other sections and comparing them with conditions here, the local factory men were too busy to enter into the arguments. "Give us more cigarmakers," they say, "and we will not worry much about which way the election swings." The bustle is not confined to the factories by any means. The jobbing houses are doing an excellent business and retailers look forward with glad hearts to an excellent fall trade. The leaf trade is good also, so no one need fear for the immediate future, at least.

A visit to the different manufacturing establishments elicits little else but optimistic reports and hopes that business will not take any decided slump after the holidays. Yocum Brothers are hustling on

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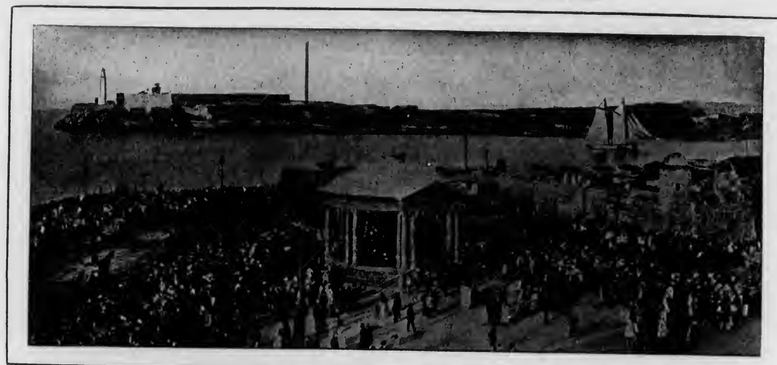

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, November 9.

BUSINESS during the past fortnight has shown a further slight retrograde movement, and if it had not been for some large transactions, made by a few big buyers, we might have been obliged to call our market as dull. This may be, however, the lull before the storm,. as quite a number of important buyers have not made their appearance in our city yet. If the latter expect to delay their coming in the expectation of finding a lower market later on, they may be badly mistaken in their calculations, as according to the present outlook it does not seem likely that the holders will come down from their asking figures, even if there are sufficient stocks to be found in first hands.

The receipts from the country have fallen off greatly, thus indicating that we have nearly come to the end of this year's crop. This will, of course, not say that there may not come forward some tobacco which may have been stored in the country, on account of want of room here, or that there are not a few vegas held back by some obstinate vegueros, which have been holding their goods at figures above the market. Such occurrences take place each year, as, for instance, this year in the month of August one house had purchased several hundred bales of Vuelta Abajo, from the 1911 crop, in the country still, and we feel quite convinced that there may arrive some lots from the Vuelta Abajo of the 1912 growth, perhaps as late as the coming month of March. But as one swallow does not make the summer, so these few lots of tobacco will play no role to consider. Just the same way, a buyer might come here, that is not very exacting as to quality, and would be willing to overlook some minor defects, to find a seller of this class of leaf, who was rather anxious to realize his holdings, and therefore would let his goods go at a lower figure than his neighbors were asking. Such a single transaction would not indicate a break in the market, unless the other dealers should follow suit.

As far as the coming crop is concerned, all that we can report by this mail is that the temperature is favorable for transplanting and that the seedlings are plentiful and low in price. These are two good facts for a start, but this does not mean a great deal yet, as we are unable to forecast the coming temperature during the next three or four months to come.

Sales during the past fortnight totaled 17,086 bales, or split up into: Vuelta Abajo, 5,714; Partido, 1,743; Remedios, 8,412; Mayari and Yara, 1,217 bales.

Buyers were: Americans, 10,540; exporters to Europe, 3,470; shippers to South America, 1,206; to Oran, 76, and our own manufacturers of cigars and cigarettes, 1,794 bales.

Exports of leaf tobacco, from the port of Havana, for the two weeks ending November 2, 1912, were:

To all ports of the United States	10,784 bales
To Germany, Bremen and Hamburg	3,150
To Spain	320
To Oran	76
To Buenos Aires. Montevideo and Arica	1,206
To Costa Rica	16
Total	15,552

Receipts of Tobacco From the Country Were:

	From October 20 to November 2, 1912.		Since January 1, 1912.
Vuelta Abajo	790 bales		181,068 bales
Semi Vuelta	769		22,257
Partido	85		22,799
Remedios	3,051		225,430
Mayari and Yara	3,329		13,699
Total	8,024	Total	465,253

Principal Buyers of Leaf Tobacco That Come and Go:

Arrivals.—From New York: Emilio P. Cordero, of E. P. Cordero & Co.; Manuel Lopez, of Calixto Lopez & Co.; John E. Sutter, of Louis P. Sutter & Bros., Inc.; J. S. Janover, of M. Perez & Co.

From Chicago: Bernard Spector, of Spector Bros.

From Milwaukee: Sam. Borun, of the Wisconsin Leaf Tobacco Company.

From Jersey City: G. H. Hummell and Robert Henry, of the P. Lorrillard Company.

From Tampa: Francisco R. Diaz, of V. Guerra, Diaz & Co.; Celestino Corral, of Corral, Wodiska & Co.; José M. Fernandez, of José M. Fernandez; John E. Russell, of John E. Russell & Co., and P. San Martin, of San Martin & Leon.

From Boston: B. A. Kaiser, of B. A. Kaiser.

From Key West: W. J. Lightburn, vice-president of the Cortez Cigar Company.

Returned.—Miguel Gutierrez y Gutierrez, of Gutierrez & Diehl; Herman Upmann, of H. Upmann & Co., and Diego Montero, of Diego Montero.

Departures.—To New York: H. Anton Bock, Emilio P. Cordero, Benito Rovira, A. Bijur, Joseph Mendlesohn, Juan Llera, Siegfried Friedlander, B. F. Alexander, and Charles M. Wintzer, Jr.

To Jersey City: G. H. Hummell and Robert Henry.

To Chicago: Alfredo Alvarez, Francisco Arias, Bernard Spector.

To Tampa: Francisco R. Diaz, José M. Fernandez, Angel L. Cuesta, John E. Russell and Avelino Pazos.

To Boston: Coleman J. Joel.

To Key West: W. J. Lightburn.

Cigars.

The exports of cigars. from the port of Havana, during the second half of October, as per official custom house returns, were as follows:

From October 16 to October 31, 1912	8,984,672 cigars
From October 16 to October 31, 1911	8,516,795
Increase in 1912	467,877 cigars
From January 1, 1911, to October 31, 1911	151,048,812 cigars
From January 1, 1912, to October 31, 1912	144,890,486
Decrease during the first ten months of 1912	6,158,326 cigars

The above figures are not very satisfactory, as we had expected to see a larger increase over last year, particularly as the larger factories are working under full steam, therefore the only supposition is that some of the smaller factories are not getting their full share.

Romeo y Julieta is turning out now 90,000 cigars per day and overcrowded with Xmas orders.

Partagas reports a daily output of 75,000 cigars, and Don Eustaquio Alonso hardly knows how to satisfy the customers that are clamoring for immediate shipments.

H. Upmann & Co. are working under a high pressure likewise, as they have orders galore from all countries of the world.

Henry Clay & Bock & Co., Ltd., are as busy as can be. W. A. Millet, a director, resigned his position on the 1st inst., and will leave here on the 16th idem to accept a position with the United Drug Company of Boston. He has our best wishes for the future.

The following four factories are also very busy and in receipt of plenty of orders from all countries, viz.: Sol Castañeda, Eden, and La Flor de P. A. Estanillo. Another factory that is steadily going ahead is La Flor de José Otoro. Their principal exports are to the United States, Canada and to the United Kingdom.

Buying, Selling, as Well as Other Notes of Interest.

Benito Rovira was a heavy buyer in our market, as he accumulated 3,500 bales of choice Vuelta Abajo, Partido and Remedios leaf during his stay here. This is more than he has ever bought at one time, but he was charmed with the fine quality of the present crop of our leaf, and therefore thought he could make no mistake buying heavily.

Sobrinos de A. Gonzalez cannot complain of dull times, as their sales figured up to 3,070 bales of all kinds of leaf during the past fortnight.

Joseph Mendlesohn made good use of his time while here, although the 2,150 bales of all kinds of tobacco, which he registered this time, were not all new purchases, as he had on his previous trip here, a little over two months ago, contracted for the major part already. He has a fine selection, and at the right prices, to offer to the many customers of Mendlesohn, Bornemann & Co.

Menendez & Co. report sales of 2,500 bales of Remedios and 500 bales of Vuelta Abajo during the last two weeks.

A. Bijur, of the great firm of E. Rosenwald & Bro., came here principally in order to examine their stock of goods bought previously in the country, and consisting of about 3,000 bales, but being so well satisfied with the superior quality of this year's growth he could not resist the temptation to add another 2,000 bales of prime Vuelta Abajo and Remedios to their stocks. It is a known fact that the firm of E. Rosenwald & Bro. only deal in the very finest grades of tobacco.

Don José C. Puente disposed of 895 bales of Vuelta Abajo, Partido and Remedios leaf to their various customers.

Don Francisco R. Diaz selected about 1,100 bales of choice Vuelta Abajo vegas for the excellent "La Mega" brand, of V. Guerra, Diaz & Co., of Tampa.

Gutierrez & Diehl had a good fortnight, as they sold 1,200 bales of their excellent escogidas of Remedios and Vuelta Abajo during the fortnight, but they have reserved some of their packings and vegas for their delayed customers. Don Miguel Gutierrez, Sr., returned with his family from his European trip, via New York, as he is no longer very fond of the extreme cold weather in Europe. Mr. Miguel Gutierrez, Jr., is soon to become a benedict, as his engagement to a beautiful young Cuban lady was announced.

Don Adolfo Moeller bought 1,616 bales of leaf in the last two weeks.

Cardenas y Cia disposed of 670 bales of all kinds of leaf.

Sylvester & Stern were buyers of 750 bales of different kinds of tobacco.

José Menendez turned over 585 bales of Semi Vuelta and Partido leaf.

H. Upmann & Co. purchased 744 bales of tobacco for export. Herr Herman Upmann returned with his family from his European voyage, via New York, on the 6th inst.

Herrera, Calmet & Co. sold 500 bales of their Remedios holdings.

J. F. Berndes & Co. had bought and shipped to Europe 693 bales of leaf.

Our elections have passed off quietly and orderly here in the city of Havana, as well as in the country, and resulted in the victory of the conservative party. However, it seems that the defeated liberal party is not satisfied with the result, as it alleges fraud, and it will be discussed in the national assembly of the party on the 23rd of this month what steps ought to be taken to remedy the wrong, provided, of course, the latter could be proven. At all events, it is hoped, that no violent measures will be proposed and everything may pass off peaceably. If there should be any disorder the sensible people know that it would only spell the end of our independence, and another intervention of the American government that might prove to be final.

The victory of the Democratic party in the United States is looked upon here as beneficial to Cuba, but it remains to be seen yet whether in reality we shall have cause to be thankful for this coming change or not.

Other sellers were: José F. Rocha, 200; Manuel A. Suarez & Co., 167; I. Kaffenburgh & Sons, 130, and H. H. Strater, 125 bales.

Other buyers were: C. J. Joel, 894; Silveira & Co., 518; Romeo y Julieta, 500; B. Spector, 500, and the Partagas factory, 200 bales.

Shippers of tobacco, from the port of Havana during the past fortnight, were above 300 bales: Adolfo Moeller, 2,510; Sylvester & Stern, 1,491; Leslie Pantin, 1,049; Mark A. Pollack, 1,002; H. Upmann & Co., 963; J. F. Berndes & Co., 693; Garcia & Co., 602; J. Bernheim & Sons, 573; C. E. Beck & Co., 572; Silveira & Co., 518; Rodriguez, Menendez & Co., 469; Sobrinos de A. Gonzalez, 431; Ernest Ellinger & Co., 387, and Diego Montero, 364 bales.

ORETANIV.

Reading Factories to Chalk Up Record Trade

Continued from page 35

orders from the Far West. The boosts that "Y-B" and "Spana Cuba" have received in those sections during the past year from George Yocum have established these brands there as among the biggest sellers. The local factory is hard put to meet the demands upon it during the past month and expect to chalk up one of the biggest months in the history of the firm.

The Fleck Cigar Company is pushing the "Rose-O-Cuba" with undiminished vigor. This brand is meeting with excellent results wherever it has been placed and warrants, the firm in placing it everywhere, the merit of the cigar after that proving its repeating qualities.

The same conditions prevailing in the above establishments apply to all the other factories about town.

The labor trouble recently in the Porta-Vana factory was easily adjusted and the hands are again back at work.

Sinking Spring is to have a new cigar factory, which will employ from 40 to 45 people. The H. C. Nolan Company, of Philadelphia, has filed a bond with Deputy Internal Revenue Collector Cranston in the sum of $3000.

Burglars entered the cigar factory of Otto Eisenlohr & Brothers, Franklin Street, Boyertown, some time during last Saturday night and succeeded in getting away with $600 in cash. The Boyertown factory employs about 500 hands. The thieves were apparently acquainted with the layout of the building, judging by their methods of operation.

"Wheeling Delights" Making Headway Among Trade

Long Filler, Hand Made Product, in Novel and Sanitary Packing, Filling Long-Felt Want

The Little Pet Stogie Company, of Wheeling, West Virginia, which has recently introduced to the trade a new piece of goods, the "Wheeling Delights" are working their two factories, in that city, with a full complement of hands. The second factory has only been opened comparatively recently, but the merits of this stogie has necessitated their using their full facilities. They use the best grade of tobacco and lay great stress on the fact that their stogie-makers are as skillful hands as can be secured, and that the sanitary features of their plants are ideal.

The manufacturers of the Wheeling stogie have been embarrassed by the demand at this season for several years and shipments were considerably delayed. Taking this in consideration the Little Pet Stogie Company opened a second factory and are now in a position to make prompt shipments on all orders.

"Wheeling Delights" go to the trade in sealed packages containing five stogies, and retail at ten cents.

Brunhoff's Always First With the Latest

The Brunhoff Manufacturing Company, of Cincinnati, claims the distinction of turning out everything up-to-date and modern in their line of business. "There is nothing new under the sun, unless it comes from Brunhoff" is one of the slogans of this enterprising concern.

A short time ago a Western correspondent of a trade journal gave a comprehensive account of a new device, a cigar cutter that "actually talks." The idea had been held under cover for some time the writer said and was to be used by a number of dealers.

The Brunhoff Manufacturing Company put a cigar cutter on the market more than ten years ago, which used the same idea. It was a machine with a phonographic attachment, first sounding a bugle call, followed by "Smoke the Owl Cigar, now 5 cents." Wherever these devices were placed they were played from early morn until late at night by customers. The cutter in the course of time almost drove the clerks frantic with the continual playing. And the continued operation before long affected the mechanism of the machine. Fearing dissatisfaction, and in fact getting complaints, the manufacturers discontinued them.

Nichols Drug Store Company Loses in Suit

After litigation which had lasted nearly a year in the Circuit Court of Peoria, Illinois, the suit by Nicholas H. Haberman against the Nicholas Drug Stores Company, of that city, was decided in favor of the complainant.

The trouble arose over a deal which Haberman, who is a St. Louis cigar salesman, made with the Nichols Company, whereby he was to purchase a thousand dollars' worth of stock in the concern on condition that it handled the line of cigars sold by him. It was claimed by Mr. Haberman that this agreement was not lived up to by the Drug Stores Company, whereupon he brought suit.

Pekin, Ill., to Reduce Cigarette License Fee

The city council of Pekin, Illinois, is contemplating the passing of an ordinance reducing the license fee for the sale of cigarettes in the place. The present city code provides a fee of three hundred dollars, which tobacco dealers claim is prohibitive. They state that users of cigarettes are securing them from the nearby cities, thereby crippling the business of the Pekin dealers.

LEAF TOBACCO MARKET

Demand for Old Tobacco in New York---Philadelphia Houses Invest in Havana---Balance of Wisconsin Crop Being Absorbed Slowly---Warehouses Open in Connecticut

NEW YORK.

NEW YORK CITY, November 9.

THERE has been little change either way in the leaf situation here. Trading has been quiet for the past two weeks. The election may have had something to do with it, but that is problematical. Dealers and packers are more interested in the reports from different curing centres than in anything else. According to reports from Wisconsin and Connecticut the stripping is well under way and the curing process is now taking most attention.

The demand for old tobacco is still fair, particularly in Pennsylvania. Havana is also finding ready purchasers. There appears to be a shortage in desirable Remedios tobacco. The better grades of leaf for the clear Havana manufacturers is plentiful, with, of course, the exception of wrappers. Manufacturers have reconciled themselves to the inevitable, though, and console themselves with the thought that they are all in the same boat.

The demand for Sumatra continues steady. Sales of the Dutch leaf are going along at a lively rate. Manufacturers complain that the lighter grades of leaf are scarce. This is only natural, as those who felt sure that Sumatra would not drop in price and bought earlier secured it. But the supply of the darker grades is still large and is finding many purchasers.

PENNSYLVANIA.

PHILADELPHIA, November 11.

THE leaf tobacco market as a whole is far from brisk. A number of sales have been reported in 1911 Pennsylvania, but outside of that and a little flurry in Zimmer, there was nothing worth mentioning. Havana has been selling fairly well as has the Wisconsin. The 1912 Wisconsin made its appearance and caused favorable comment. A representative of a Wisconsin house on a trip showed the samples.

The local houses have been investing in the new Havana. Julius Vetterlein is again home after a week's sojourn in the Island. While there Mr. Vetterlein secured some desirable Remedios tobacco. He speaks highly of the aromatic qualities of the tobacco. Frank Dominguez, of E. A. Calves & Co., and Felix Eckerson were also down some time ago looking over the market.

LANCASTER, November 8.

The heavy business among the cigar manufacturers is beginning to have its effect on the leaf market. The 1911 packing is having the greatest call at present, but old goods are all having a spurt. It is surprising how some of the old leaf is selling, when it is taken into consideration that virtually none of it has been sold in any large quantities for some time. Reports from different quarters give it that the prices for the 1911 were around 18 cents. The activity has encouraged leaf dealers, who hope for a brisk winter's trade.

Some of the 1912 has been contracted for, but this practice is not as general as in other years. Buyers are going among the growers, who are not inclined to sell at the prices offered. Nine and three has been offered, but farmers state they will wait until the tobacco is stripped, as they anticipate better offers. Packers are not particularly anxious to stock up on the 1912. Yet if they can secure desirable leaf at their prices they are willing to take a chance. As far as can be ascertained the crop is curing nicely. The tobacco damaged by hail is being sold, in some instances for five cents.

TENNESSEE.

CLARKSVILLE, November 5.

THERE seems to have been a continuation of quietude upon tobacco prices, and no one seems to know or even guess what prices are to be offered by the loose leaf dealers when they start to the country.

Since the final curing it is found that there is some real fine tobacco. When speaking of prices the farmer and buyer seem to be considerably apart if the rumor is correct, as the seller thinks he should have as much for his crop as last season in proportion to quality. Some who are not members of the Tobacco Association have been told that there was no prospect of such prices if the association was dissolved, but if it was maintained there would be but little difference, as all considered that there would be had little, if any, more pounds than in the last crop.

The independent buyers still have a quantity on hand, but are gradually reducing their stocks and hope to be about empty-handed when the market opens for the new crop. Reports from the managers of the association indicate that there is nothing certain that the organization will be maintained. They are positive in their declaration that unless a majority sign the pledge the organization will be dissolved, and so far there is a considerable lacking. The Tennessee counties are in line, but Kentucky is lagging, and no one knows why. The farmers all admit that prosperity has followed the organization.

WISCONSIN.

EDGERTON, November 8.

THE buying of the balance of the last season's tobacco is proceeding quietly, but the effort is mainly directed towards securing the late ends and low grade portions of the crop in the interests of the strippers at prices ranging around 7 cents straight. An occasional lot of better grades is also contracted for. A few sample sales will show the range taken:

Owen Boyle, 10a at 10&3c.
Ludden Bros., 5a at 9&3c.
E. L. Ladd, 6a at 7c.
M. Boyle, 8a at 7c.
L. K. Thompson, 7a at 7c.

The old leaf market has a very healthy tone and all goods of a binder nature are in demand. Sampling of last season's packings is now well along and the samples are being displayed in the Eastern centers where a ready sale is expected.

The first hard freeze of the season, severe enough to have injured uncured leaf hanging in the sheds, occurred during the week, but it is believed that no great amount of injury was done to the late portion of the crop which is not entirely yet cured. In some instances where growers were careless in not closing their sheds or where the curing houses were poorly enclosed fat stems may be found. The growers who took the precaution to close the doors and ventilators and nail up the exposed places so as to keep out the cold; their crops are safe. However, only a small portion of the crop stood in danger from this source, as the bulk of the tobacco is more thoroughly cured out than the average season at this date. It is a rare thing any crop does not contain a proportion of fat stems, especially a late crop.

MASSACHUSETTS.

SPRINGFIELD, November 7.

THE prediction made a few weeks ago that the lateness of the crop in the Connecticut Valley would delay warehouse operations appears at this writing to have been unfounded. Growers have been favored by damp weather and much of the leaf has been taken down and is now ready for the warehouses, where the work is well under way. It is expected that growers will lose no time in getting rid of their tobacco, as some of them fear a drop in prices.

The Connecticut Leaf Tobacco Association, at its recent monthly dinner in the Allyn House, in Hartford, discussed the marking and grading of shaded tobacco. The matter of adopting a general system is taking a great deal of attention and much agitation has been carried on by its sponsors. It is possible that the system will be in practice in the course of a year.

KENTUCKY.

LEXINGTON, November 7.

WITH the opening of the tobacco season in this city not two weeks off, the buyers are scouring the country and getting a line on the crops. While no one can predict at what price tobacco is going to sell for, the same situation that presented itself last year may be duplicated again this year. Those farmers who have already sold some of their tobacco may regret it, for prices may take the jump just as they did last year, when some growers sold crops which were resold on the market in about five weeks for twice the price they received in the field.

There has not been as much of the crops stripped as yet. The 1912 tobacco crop is a good one. It is either colory, bright or red, sound and of good texture. If the farmer sells under the right competitive conditions he should receive good prices. Reports from different sources show that prices offered and accepted for tobacco are below the level of last year after the market was fully established by the loose leaf warehouses. The prices quoted range at from eight to twelve cents.

The cut-out proposition, which caused quite a bit of discussion, appears to have died a natural death. Growers refused to take it seriously.

Everything is being prepared for the opening of the market on November 19th. Growers have been waiting for a spell of rainy weather to start stripping, and from different quarters this work is well started now. It is estimated by experts that from 60,000,000 to 100,000,000 pounds of tobacco will be marketed through the twelve large warehouses of Lexington this year.

HOPKINSVILLE, November 7.

Very little of the new crop has been sold as yet. This is due in part to the continued dry weather, which has delayed the stripping. Several large lots of tobacco have already been brought in town and before long it is expected there will be a general rush. The market for old tobacco is still steady in tone, with a good inquiry.

Tobacco buyers have been busy during the past week visiting the farmers' barns and inspecting the crop now waiting sale. Almost without exception they report it as one of the poorest crops,

Continued on following page

Cuban Leaf Dealers and Growers Hold Annual Session

Issue Report, Which Sets Forth At Great Length, Problems They Have To Contend With

THE Association of Leaf Dealers, Packers and Growers of Tobacco of the Island of Cuba held its annual session on the 21st of October. The directors issued a memorial of their first year's work, which was submitted to the members for their approval.

The report is very interesting, as it describes at sufficient length all the different problems, which the directors were called upon to decide, or the means that were employed to appeal to the government to pass a law to prohibit the exportation of our tobacco seed; the association's report, as regards the advisability of the *modus vivendi* with Spain; the so-called petroleum law; the adverse decision against the levying of an export duty; the point gained in having a voice in the matter of examination of Cuban tobacco, that was re-imported; a plea to have the rates of contribution of taxes on leaf dealers reduced; the reduction of fire insurance rates obtained, as well as the still pending question to have the railroad rates reduced on fertilizers, etc. The memorial also contains a very interesting statistic of the crops of tobacco arrived at Havana in 1911, and compared with this year up to September 30, 1912, the detailed reports, by places, for the two years of "Vuelta Abajo," "Semi Vuelta," "Partido" and "Remedios." Also the total exports from Havana to all countries, as well as the importations of our leaf at the ports of Key West, Tampa and New York of unstripped and stripped Cuban tobacco.

Gulf Tobacco Association Incorporates

Alabama Concern to Take Over Crops of Plantations—Frank M. Staples is President

Articles of incorporation have been filed for the Gulf Tobacco Association, of Bay Minette, Ala., with the probate judge. The papers of incorporation show that Frank M. Staples is president, Clarence K. Chamberlain, vice-president, and John Alexander Cooper, secretary and treasurer, and John P. Metzer and C. Kier Davis, directors, all of whom are from Chicago and who have been interested in the tobacco business in that State for a number of years.

The plan of the new company is to purchase the tobacco from any one who grows it and take it to Chicago, where the large manufacturers will place it on the market after being properly cured and dried. The main tobacco company has this year declined to purchase the tobacco from the growers to whom they have sold land, and the new company is organized for the purpose of taking over the entire crop, if necessary, and handling it all independently.

Review of Amsterdam Tobacco Sales

Crop of 1911 Sumatra Tobacco Amounted to 280,704 Bales As Compared With 234,209 Bales the Previous Year

ON October 22nd the official brokers' list, giving the results of the sales of Sumatra and Borneo tobacco during the year, appeared, and, as no more sales will be held before next spring, the figures are final, says the "Financial News" of London. The exceptionally large crop of Sumatra tobacco, amounting to 280,704 bales, has been sold at an average price of 142 Dutch cents per Dutch pound (½ kilo), which is most satisfactory, seeing that the crop of the previous year, which was smaller in size, say, 234,209 bales, fetched only 131 cents on average. With the exception of 1906, the average price which has been made this year has been the highest in the history of the tobacco trade, and the net proceeds have been about 15,000,000fl. higher than in 1910, when results were already quite satisfactory. Most of the big companies have had good luck. The United Langkat Plantations Company holds the record, having sold its crop of 16,890 bales at an average of 205 Dutch cents per pound, or more than 60 cents per pound above the average of the whole Sumatra crop. Last year the company sold 12,333 bales at 177 cents. This company is the only one that obtained more than 200 cents per bale for its whole production. The big Deli Maatschappy, which markets about one-fourth of the whole Sumatra crop, is a modest second, with 177 cents for 66,562 bales, which compares with 151 cents for 48,618 bales in 1911. For both companies the results in the present year are the best in their whole history.

The Amsterdam Langkat and the Rotterdam Deli also did very well. Both obtained 166 cents on an average, the former for 7,875 bales and the latter for 9,462 bales. These two concerns, however, did better still last year, when they sold respectively 5,941 bales at 212 cents and 7,303 bales at 181 cents. They are closely followed by the Tjinta Radja, which sold 3,428 bales at 165 cents per half-kilo, as against 4,371 bales at 145 cents in 1911, by the big Senemhah, which obtained 160 cents per half-kilo for 21,271 bales, compared with 138 cents for 18,977 bales last year. This company has to-day announced an interim dividend of 40 per cent., as against 25 per cent. last year. The whole dividend will probably amount to at least 90 per cent.

The Medan sold 17,115 bales at 150 cents (last year 9,175 bales at 88 cents). This company has now turned the corner, after having operated unfavorably in the last few years. The Amsterdam Serdang sold 3,759 bales at 87 cents (last year 3,871 at 72 cents), the Bah Lias Tobacco and Rubber Estates, Limited, 2,026 bales at 103 cents (last year 1,972 at 152 cents), and the Insulinde (Sumatra) Rubber and Tobacco Estates, Limited, 757 bales at the very bad price of 52 cents, compared with 349 bales at 71 cents in 1911. This crop must have given a very heavy loss.

The Serdang (Sumatra) Rubber and Produce Estates, Limited, also fared very badly, having fetched only 42 cents per pound for its 1,285 bales, compared with 84 cents for 917 bales last year. The Shanghai Sumatra Tobacco Company, Limited, made 118 cents on an average for 3,657 bales, as against 117 cents for 3,539 bales in 1911, the Toerangie Rubber Company (Sumatra), Limited, 93 cents for 621 bales, the Wampoe Tobacco and Rubber Estates, Limited, 106 cents for 1,044 bales (last year 116 cents for 1,573 bales), and the London Langkat Syndicate, Limited, 99 cents for 1,720 (in 1911, 138 cents for 1,265) bales. The Societe Financiere des Caoutchoucs sold a small parcel of 337 bales at 82 cents, as against 558 bales at 62 cents the year before.

Borneo tobacco has not gone so well as Sumatra, the average price for 15,231 bales having only been 90 cents, as against 132 cents for 14,961 bales in 1911. The Batu Putch sold 1,321 bales at an average of 132 Dutch cents per half-kilo (last year 1,323 at 124 cents), the New Darvel Bay Tobacco Plantations 5,457 bales at 120 cents (in 1911, 4,544 bales at 151 cents), the New London Borneo Tobacco Company 7,086 bales at the poor price of 65 cents (last year 7,673 bales at 125 cents), the Sapong Rubber and Tobacco Estates, Limited, 1,014 at the very bad average of 42 cents (in 1911, 1,304 bales at 113 cents), and the Borneo Proprietary Estates, Limited, 353 bales at 106 Dutch cents per half-kilo.

Leaf Tobacco Market

Continued from preceding page

taken as a whole, raised in years. Only a few sales have been made, and these range in price from $5 to $8 per hundred, the crop being bought as a whole. The farmers show a disposition to hold out for more money, yet they, too, realize the inferior grade of the tobacco. There is a small part of the crop, possibly ten per cent., that will grade up as first-class, and wherever this is found it will bring full prices. The loose sales floors have announced November 12th as their first sales and efforts will be made to have it a big offering.

Old tobacco showed a stronger tendency last week. All of this old tobacco is in good condition, and as a rule is better quality than the new crop. At the prevailing prices it is regarded as a good investment.

Prices ruled last week: Lugs, $5.50 to $8.50. Leaf, $8.50 to $14.

NORTH CAROLINA.

WINSTON, November 4.

TOBACCO sold on the local market averages about 19¼ cents per pound. This is almost equal to the big averages recorded about a month ago, and is probably the biggest average price recorded at this time in the season on the local market for a considerable number of years.

Although the tobacco warehousemen stated a big percentage of the tobacco selling is of the dark red quality, this did not affect the jump in price. It is thought that this quality of tobacco brought the highest price that has been paid for it so far. Indications, however, point to a greater demand as the season advances for the dark common tobacco, and it is confidently expected that the price will continue to advance.

Thus far in the season prices have surpassed the most sanguine expectations of the farmers. There is happiness on the face of almost every one of them as they leave the city with their purses swelled to overflowing with the proceeds of their labor during the year. Many of them say that the big prices paid them for their tobacco more than balances their losses in the shortness of other crops.

DURHAM, November 3.

Much of the tobacco sold for the highest prices in the history of the market, thousands of pounds having sold for as high as 70 cents. The highest price paid for any of the tobacco reached 75 cents. Something like half of what was sold ranged around 50 and 60 cents per pound. The average for the entire sales are reaching above 30 cents.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

GIVE ME A CHANCE:—25,077. For cigars, cigarettes, snuff, chewing and smoking tobacco. October 30, 1912. Kohler-Snyder Company, Yoe, Pa.

IF I ONLY HAD A CHANCE:—25,078. For cigars, cigarettes, snuff, chewing and smoking tobacco. October 30, 1912. Kohler-Snyder Company, Yoe, Pa.

I NEVER HAD A CHANCE:—25,079. For cigars, cigarettes, snuff, chewing and smoking tobacco. October 30, 1912. Kohler-Snyder Company, Yoe, Pa.

ANIETOS:—25,080. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 30, 1912. Sola Cigar Company, New York.

FORTUNE FOUND:—25,081. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 31, 1912. William R. Schaible, Philadelphia, Pa.

FLOR DE FLICO:—25,082. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 31, 1912. Kaufman, Pasbach & Voice, New York.

ACADEMIC.—25,083. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 31, 1912. Kaufman, Pasbach & Voice, New York.

BLUE GOOSE:—25,084. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 1, 1912. Randall-Landfield Company, Chicago, Ill.

BIEDE:—25,085. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 1, 1912. R. Biederman, Cincinnati, O.

STATE BANNER:—25,087. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 2, 1912. C. B. Henschel Manufacturing Company, Milwaukee, Wis.

HORAYO:—25,088. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 4, 1912. Wm. Steiner, Sons & Co., New York.

NAZIM:—25,089. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 4, 1912. Apollo Brothers, Philadelphia, Pa.

1814:—25,090. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 4, 1912. Kraus & Co., Baltimore, Md.

AUSTERO:—25,091. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 5, 1912. Sig. C. Mayer & Co., Inc., Philadelphia, Pa.

HALF CENTURY:—25,092. For cigars, little cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 5, 1912. Heineman Brothers, Baltimore, Md.

TUSHKALUSA CHIEFTAIN. A PERFECTLY NATURAL CIGAR, MADE IN A NATURALLY PERFECT CITY, TRY TUSCALOOSA.:—25,093. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1912. Frank H. Herman, Tuscaloosa, Alabama.

BOSTON TRADE:—25,094. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1912. Chas. Odence, Boston, Mass.

EL EXOR.—25,095. For cigars, cigarettes, chewing and smoking tobacco. November 7, 1912. The Mueller & Son Co., Milwaukee, Wis.

SELVADO:—25,096. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 7, 1912. Sig. C. Mayer & Co., Inc., Philadelphia.

GENTIANA:—25,097. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 7, 1912. Heywood, Strasser & Voigt Litho Co., New York.

FRANCORCA:—25,098. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 7, 1912. Heywood, Strasser & Voigt Litho Co., New York.

HOLLYBROOK:—25,099. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 7, 1912. Heywood, Strasser & Voigt Litho Co., New York.

MELTON PRIOR:—25,100. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1912. William Steiner Sons & Co., New York.

LATE HOURS:—25,101. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1912. John A. Austin, Philadelphia, Pa.

THE CHICAGO ASSOCIATION OF COMMERCE:—25,102. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1912. Congress Cigar Co., Chicago, Ill.

PRINCE HAMLET:—25,103. For cigarettes. November 8, 1912. Royal Turkish Tobacco Co., New York.

SCREEN CLUB:—25,104. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 9, 1912. Schwarzkopf & Ruckert, New York.

PROGRESS CLUB OF PHILADELPHIA:—25,105. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 11, 1912. N. D. Bank, Philadelphia, Pa.

NATIONAL BLEND:—25,106. For cigars, cigarettes, chewing and smoking tobacco. November 11, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

DUCAL CREST:—25,107. For cigars, cigarettes, chewing and smoking tobacco. November 12, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

GOOD SERVICE:—25,108. For cigars, cigarettes, chewing and smoking tobacco. November 12, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

MONALDA.—25,109. For cigars, cigarettes, chewing and smoking tobacco. November 12, 1912. The Moehle Lithographic Company, Brooklyn, N. Y.

CARMELLO:—25,110. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 12, 1912. Heywood, Strasser & Voigt Litho. Company, New York.

EL OPTICO:—25,111. For cigars, cigarettes and cheroots. November 12, 1912. Jose Garcia & Co., Ybor City, Tampa, Fla.

TRANSFERS.

EL DEFENSOR:—1827-L. For cigars. Registered September 21, 1886, by Geo. Alces, New York. Transferred June 22, 1909, to Seeman Brothers, New York.

ROYAL SIRE:—15,367. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 6, 1907, by Ivan T. Gotwalt, York, Pa. Transferred November 1, 1912, to The Moehle Lithographic Company, Brooklyn, New York.

SCHAG:—23,104. For cigars, cheroots, stogies. Registered September 29, 1911, by C. E. Acton. Transferred December 6, 1911, to Schagrin & Roseman, Youngstown, O.

PLEASURE:—24,732. Registered July 31, 1912, by Kaufman, Pasbach & Voice, of New York, for cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred October 10, 1912, to S. E. Fulder, Albany, N. Y.

CANCELLATIONS.

KANTBEBEAT:—25,069. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 28, 1912. Wm. Steiner, Sons & Co., New York. Has been cancelled.

GEORGE BARR:—25,063. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 25, 1912. Chicago Box Company, Chicago, Ill. Has been cancelled.

CORRECTIONS.

FLOR DE FLICO. Corrected form should be **FLOR DE ILICO:—25,082.** For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 31, 1912. Kaufman, Pasbach & Voice, New York.

The United Cigar Stores Company have leased another store in Brooklyn, N. Y., situated at 187 Havemeyer Street, which will soon be altered in the usual United style. The lease is understood to be a long one.

The M. Connors Cigar Company, at one time a well known concern of Holyoke, Mass., is going out of business. After the death of Mr. Connors the business was carried on by his widow, but the business declined rapidly. The plant at one time was one of the largest in New England, and manufactured the "Big Chief" cigar, which had a wide distribution in that section of the country.

New Moistener Device Claimed Far Superior to Old Style Ones

AS the winter months approach and the time arrives when cigar dealers must close their front doors, and heat their stores artificially, the question of keeping their cigar stock in proper condition becomes worthy of serious study. Thoughtful retailers are giving more attention to this question today than ever before. It is being recognized that many a good cigar can be spoiled by being poorly conditioned and many a mediocre cigar can be made to give very satisfactory results if it be carefully handled.

To accomplish the proper conditioning of cigars there are many ideas. One that has proven quite effective is the use of ventilating moisteners which have been invented to counteract the extremes of dryness and moisture by spreading a uniform, natural and non-odorous moisture throughout, which can be regulated in a very simple manner.

New Style Hollow Center Moistener

Old Style Solid Moistener

These moisteners are constructed with a hollow centre and breathe through pores. At the end of the moistener is a cork which can be extracted or inserted, thereby regulating the evaporation and checking or increasing the moisture.

The great value of this moistener is appreciated by those who have used this style. The manufacturer of this type asserts that the old style moistener, which is made solid, is no more valuable than a wet brick, for the reason that the evaporation takes place only on the outer surface, while the centre fills up with slime and vegetation from the water and breathes germs, thereby befouling the air and infecting the cigars.

The principle of the ventilating moistener can be demonstrated in a very simple manner. The inventor of the ventilating moistener, P. A. Becker, of P. A. Becker Co., Brooklyn, New York, describes same as follows:

"Take two sheets of paper of equal size and saturate them with water. Roll up one sheet which represents the solid moistener and hang up the other sheet loosely on a line, both in the same atmosphere. It will be found that the rolled sheet after a few days is still wet under the surface and has a most unpleasant odor. This is caused by the mildew resulting from the vegetation in the water. If this sheet were held under a microscopic lens, thousands of tiny germs would be observed. As the time passes, these germs breed faster and their presence is evident through the foul smell issuing from the sheet. Gradually, the fabric rots and deteriorates. This is because the air cannot be circulated inside.

"Next, observe the sheet that has been hanging up. After a few hours, this sheet is found perfectly dry, the atmosphere of the room having absorbed the moisture, leaving the sheet fresh and healthy. This experiment illustrates the difference between the solid and the ventilating moistener, and proves that the only sanitary way of moistening cigars is through the principle of the hollow centre. It also shows that the ventilating system gives a hundred times more moisture to the square inch than any solid form. The cork at the end of the device enables the user to increase or decrease the evaporation to suit the conditions of the cigar.

"Ventilating moisteners are made up in very attractive style and add to the beauty of show cases rather than detracting from them. They are finished in non-corrosive metal and are filled with evaporating mineral compositions or with the best absorbing clay, both of which have been proven scientifically to be the best adapted for the purpose."

Marshal Blucher Could Not do Without Pipe

OLD Field Marshal Blucher, the doughty German warrior, was particularly fond of three things—a glass of wine, a game of cards and a pipe of tobacco. With the two former he was frequently obliged to dispense, but he could not and would not do without the latter, nor could he help indulging in smoking if it were ever so little, before he undertook anything serious. A few puffs at the spur of the moment would satisfy him, but to do without them at all was a matter of impossibility. For this purpose he had appointed as his pipebearer one of his "boys" (as he used to call his hussars), a fellow countryman from Bostock—Christian Hennemann—who had charge of a large box of common long Dutch clay pipes, all filled with tobacco and ready for use at a moment's notice. This box constituted the principal item of the marshal's field equipage. Hennemann was so devoted to his master and his charge that he would have killed on the spot any one who attempted to purloin a pipe from the box or bring the latter in danger of breaking some of the precious (to him sacred) contents.

On the morning of the memorable battle of Waterloo Hennemann had just handed his master a lighted pipe, when a cannon ball struck the ground close by, scattering earth and gravel in all directions and causing the white charger on which Blucher was mounted to spring aside—a maneuver that broke the pipe into a thousand pieces before the owner had time even to lift it to his lips.

"Just keep a lighted pipe ready for me; I shall be back in a few moments, after I have driven away the rascally French churls." With these words, Blucher gave the command, "Forward, boys!" and off he galloped with his cavalry. Instead, however, of a chase of a few minutes, it was a rapid march of nearly a whole hot summer day, as well known from history.

After the battle was over Blucher rode back with Wellington to the place where he first got a glimpse of the combating armies, and nearing the spot where Blucher had halted in the morning they saw to their surprise a solitary man, his head tied with a handkerchief, one arm in a sling and calmly smoking a pipe.

"Donner and blitz!" cried Blucher; "why, that is my Hennemann. How you look, boy; what are you doing here alone?"

"Waiting for your speedy return," was the grumbling answer. "You have come at last! I have waited for you here, pipe in mouth, for the whole long day. This is the last pipe in the box. The cursed French have shot away every pipe from my mouth. Have ripped the flesh from my head and shattered my arm with their d—— bullets. It is well there is an end to the battle, or you would have been too late even for the last pipe." Saying which, he handed to Blucher the pipe, to enjoy the remaining fumes of the weed.

Wellington, who had listened attentively to the conversation, here remarked to Blucher: "You have just admired the unflinching loyalty and bravery of my Highlanders; what shall I say to this true and devoted soul?"

"But your Highlanders had no pipes to regale themselves with," said the old soldier.—*Spofford's Library of Wit and Humor.*

What Our Consuls Say About Foreign Tobacco Markets

Development of Rhodesian Tobacco Industry

TOBACCO growing is rapidly becoming one of the most important and profitable branches of agriculture in Rhodesia, South Africa.

The type most largely cultivated is bright Virginia. At a sale held in Salisbury in January, 1911, an average price of 34 cents per pound was realized for 125,000 pounds of tobacco grown in Mashonaland.

Every facility is given to settlers to learn tobacco curing, and warehouses under expert management have been established at Salisbury and Bulawayo for the handling of the crops. At Salisbury two American tobacco experts, both from Virginia, are employed by the government to teach the best method of tobacco growing.

The Tobacco Company of Rhodesia, under agreement with the British South Africa Company, receives leaf from planters at the central warehouses, where it is graded, placed in proper condition, repacked, and sold at public auction, a small charge being made to cover the cost of rehandling. When leaf tobacco is delivered at the warehouses it is appraised by the manager, and the grower is able to obtain from the company an advance of 50 per cent. of the estimated value when the leaf is ready for sale. The first auction sale of Rhodesian tobacco was held in 1909, and in the space of three years the amount of leaf has increased from 100,000 pounds to nearly 500,000 pounds, while the price realized is more than five times as much as at the initial sale. At the last sale, held at the Salisbury warehouse on January 31st and February 1st and 2nd, the crop amounted to 453,500 pounds, all of which, with the exception of 46,000 pounds, was of the Virginian type. The average price paid for Virginian leaf, exclusive of scrap, was 28.8 cents per pound, and for Turkish 51.7 cents per pound. The sales amounted to about $150,000. The crops have been sold to South African buyers for local manufacture and consumption as pipe and cigarette tobacco. The success of these sales has resulted in an increased attention to this crop and a desire on the part of a number of farmers to engage in its cultivation.

Tobacco Market in Trebizond, Asiatic Turkey

THE culture of tobacco, the most important article exported from Trebizond, Asiatic Turkey, occupies an area of 35,000 acres produces annually an average of 25,000,000 pounds. As the area of tobacco plantations in the whole Ottoman Empire is not more than 120,000 acres, and the total production of the Empire 75,000,000 pounds, the Trebizond consular district, made up of the Trebizond-Platana, Samsun-Bafra, and Erzerum sections, produces one-third of the total crop on less than one-third of the total acreage.

The United States buys tobacco from the Samsun-Bafra section, the declared exports from Samsun to the United States being $373,353 in 1907, $582,238 in 1908, $397,723 in 1909, $741,678 in 1910, and $1,709,573 in 1911. The Trebizond-Platana tobacco is light yellow, valued chiefly for its color, and is very strong, while Samsun-Bafra tobacco is darker, running from yellow to mahogany, and is milder and more aromatic. Both kinds are used entirely for cigarettes. The tobacco output of the Trebizond-Platana section in 1910 was 6,251,254 pounds. To this should be added 25 per cent. for unregistered tobacco, sold as a contraband.

Of the Trebizond-Platana output, 2,464,638 pounds were reported to Alexandria, Egypt, 516,336 pounds to Europe, about 1,100,000 pounds were used by the Regie, and the rest remained in stock. As this tobacco has only Egypt for a large customer, it is considered unsafe for speculation, for if Egypt should stop buying the price would go down 50 per cent.—*Vice Consul I. Montesanto.*

Tobacco Growing in Mexico

The State of Vera Cruz is becoming a large producer of tobacco of a fair quality, and the Pacific slope is now producing an excellent quality, which gives rise to the hope that Mexico soon may rival the most important tobacco-producing countries.

Mexico City possesses some of the largest and best-equipped cigarette factories in the world. According to the latest statistics available, these factories consume over 18,000,000 pounds of tobacco annually in the manufacture of cigarettes. As cigarettes are more generally used in Mexico than tobacco in other forms, these factories are of more commercial importance than the cigar manufactories. According to the same statistics, the Mexico City factories use only about a million pounds of tobacco annually in the manufacture of cigars.—*Consul General Arnold Shanklin, Mexico City.*

Importation of Tobacco into Gibraltar

Although the importation of the different grades of tobacco into Gibraltar shows a slight falling off for 1911, this does not signify that the demand has been less. American tobacco continues to arrive in about the same volume as heretofore. The restrictions enforced there on the exportation of tobacco have caused manufacturers in Oran and Algiers to adopt the trade-marks of local manufacturers. A great deal of this so-called "Gibraltar manufacture" finds its way into Spain, where there is constant demand for it, as well as for other cheap classes of tobacco.—*Consul Richard L. Sprague.*

Tobacco Crop of Smyrna, Asiatic Turkey

The tobacco crop of Smyrna in 1911 was the largest since 1903, being estimated at 22,500,000 pounds. It was of about the usual quality, with light colored leaves, delicately veined. On account of scarcity of labor, planting was expensive, while the abundant crop brought about low prices. Higher prices on account of a smaller area planted were in prospect for 1912.—*Consul General George Horton.*

American Machinery Manufacturers Take Notice?

A number of requests have been received at an American consulate in South Africa for catalogues of tobacco manufacturing machinery, especially of twisting machinery for dealing with twisted plug tobacco. The consular officer submitting the report writes that duplicate sets of the catalogues and trade literature for his files will be appreciated. Requests have also been received for the names of American publications dealing with tobacco interests generally and carrying advertisements of American implements and machinery connected with the cultivation and manufacture of tobacco.

Inquiries for the address should be directed to the Bureau of Foreign and Domestic Commerce, referring to File Number 9725.

Tobacco Production in South Africa

THE output of South African tobacco is estimated as follows: Transvaal, 3,500,000 pounds, of which 5 per cent. is suitable for cigarette making; Cape of Good Hope, 1,000,000 pounds, of which 10 per cent. is suitable for cigarette making; Orange Free State, 250,000 pounds, of which 5 per cent. is suitable for cigarette making; Rhodesia, 200,000 pounds, of which 25 per cent, is suitable for cigarette making, and Natal, 3,000,000 pounds, none of which is suitable for cigarette mkaing. In the manufacture of tobacco wages are stated to be 10 to 12 per cent. the value of the output.

A commission which investigated the tobacco industry was satisfied that most of the higher classes of tobacco can be grown in the Union, and that the reason why such a large proportion of the output is unsuitable for cigarettes, etc., is due to the lack of sufficient expert advice and experimental stations. The quantity of unmanufactured tobacco imported annually into the Union for consumption is about 1,000,000 pounds. This total would be greatly reduced if growers were instructed in the proper methods of cultivation, curing, etc. The commission recommended that experimental farms be established to the end that the growers may be given expert advice.

Tobacco Monopoly of Formoso

The Tobacco Monopoly of this Government will become a small grower of the plant in case its present plans are successful. It intends to cultivate Manila tobacco in Karenko, on the east coast, and already has dispatched an expert to Japan to secure farmers experienced in tobacco raising. Some officials are to be sent to Manila to study tobacco cultivation there for two years.

Interesting Trade Items

The "Buffalo Pipe Hospital," 184 Main Street, Buffalo, N. Y., which has been run until recently by David Ellis, of that city, has been purchased by Arthur L. Haas. The business will be carried on along the same lines as heretofore by Mr. Haas, with Marcus Haas as manager.

The Cincinnati Tobacco Warehouse Company, of that city, met recently and elected officers for the new year. They are as follows: W. H. Whiteman, president; Bart Schmidt, vice-president, and Frank S. Albers, secretary-treasurer.

John Weige, who has constructed a building for the New Jersey Tobacco Company, of New Brunswick, N. J., has leased it to that concern for $900 a year.

The farmers of Stokes County, N. C., recently sold practically the entire crop of their 1911 tobacco to the R. J. Reynolds Tobacco Company at a price which they claimed was much above the figure they were receiving for it last year, they having pooled their crops and waited until there was a raise in prices. This pool was almost the entire crop of last year and amounted to eight hundred thousand pounds.

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SALESMAN or Manufacturers Agent Wanted, to carry a side line of Tobacco Pouches, Cigar Cases, etc., on commission basis. One calling on trade using smokers' articles preferred. State experience, references and territory covered. Address P. O. Box No. 74, Gloversville, N. Y. 11-1-h.

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Newsy Trade Notes

J. Aronson, a cigar and liquor merchant, of Seattle, has opened a store on Second Avenue, near Madison Street, that city, where he is anticipating a brisk trade. The cigar department will be in charge of Mr. Goldberg, an experienced cigar man.

The Pierson Cigar Company, of Indianapolis, which has been doing a wholesale and retail cigar business in that city, have given up the wholesale end and will confine themselves to retailing.

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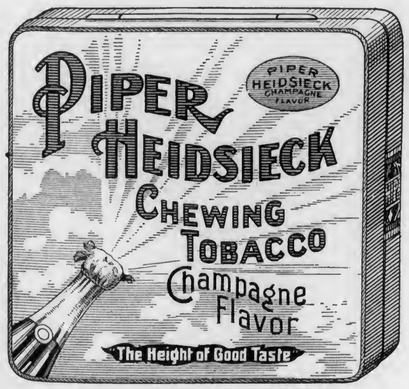

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Write for List of Flavors for Special Brands

BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS

FRIES & BRO., 92 Reade Street, New York

¶ If you want **Cigar Labels** of neat and original designs, consult us. Let us submit samples.

SHEIP & VANDEGRIFT, Inc.

818-32 N. Lawrence Street Philadelphia, Pa.

THE MOEHLE LITHOGRAPHIC COMPANY

CLARENDON ROAD & EAST 37th St. BROOKLYN, N.Y.

CIGAR LABELS, BANDS & TRIMMINGS.

BRANCH OFFICE..

170 WEST RANDOLPH St. CHICAGO, ILL.

CigarRibbons Largest assortment of Plain and Fancy Ribbons

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WM. WICKE RIBBON COMPANY

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

36 East Twenty-Second Street, ∴ New York

NEW ORLEANS. SAN FRANCISCO

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI

Register Your Brands with the Tobacco World Bureau

Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade, know that the World Registration Bureau registers more brands each month than all other bureaus combined.

Our records and facilities for handling this business are admittedly the best. Send along your registrations.

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

TOBACCO WORLD REGISTRATION BUREAU

102 South Twelfth Street, ∴ ∴ ∴ Philadelphia

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Bank Note CIGAR

THE BEST CIGAR FOR 5¢

Bank Notes are made by the millions and smoked by a million. A nickel doesn't measure the quality.

United Cigar Manufacturers Co., New York

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

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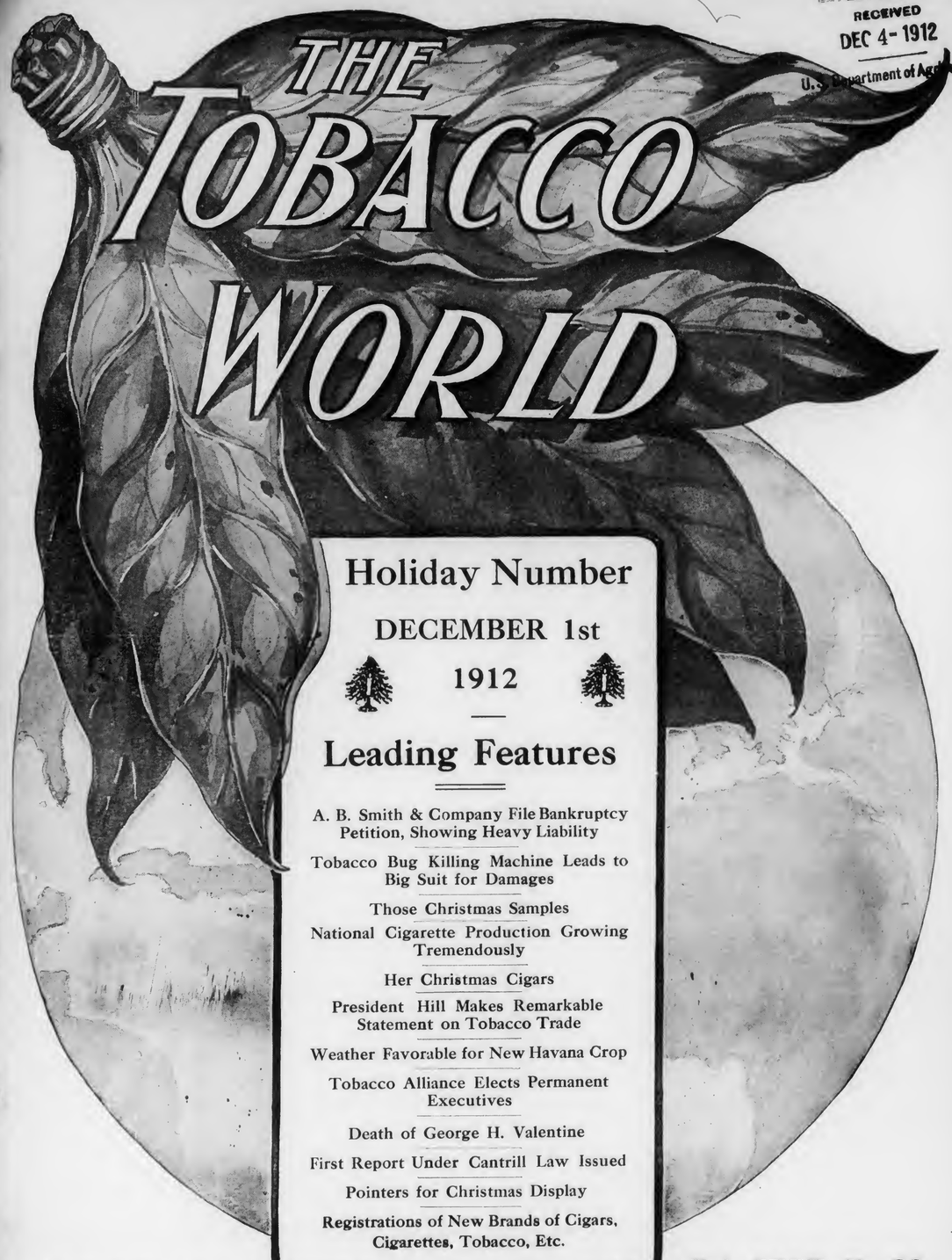


Holiday Number

DECEMBER 1st

1912

Leading Features

A. B. Smith & Company File Bankruptcy Petition, Showing Heavy Liability

Tobacco Bug Killing Machine Leads to Big Suit for Damages

Those Christmas Samples

National Cigarette Production Growing Tremendously

Her Christmas Cigars

President Hill Makes Remarkable Statement on Tobacco Trade

Weather Favorable for New Havana Crop

Tobacco Alliance Elects Permanent Executives

Death of George H. Valentine

First Report Under Cantrill Law Issued

Pointers for Christmas Display

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 23

PUBLICATION OFFICES: { 102 South 12th St., Philadelphia
41 Union Square, New York.

Announcement

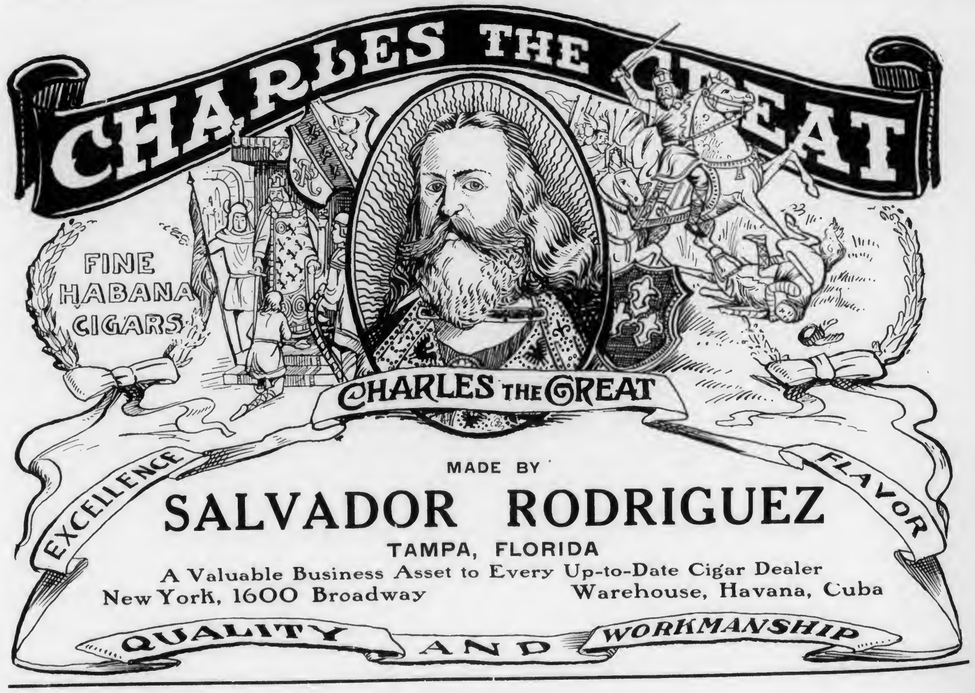
E. REGENSBURG & SONS

HAVANA CIGAR MANUFACTURERS

Announce the opening of their New Offices and Salesroom at 47 West 34th Street (Marbridge Building), New York, on Monday, November Twenty-fifth, Nineteen Hundred and Twelve.

You are cordially invited to inspect our new quarters

Telephone, 5900 Greely



BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Two New PORTUONDO Brands—

SINTOMA

A worthy ten-cent cigar tribute to the Founder of the house and a solid quality offering to the trade.

ALL ALIKE

Our nickel brand with a new attractive label. It forcefully emphasizes our forty years standard of uniform cigar excellence.

Effective Window Display Cards Furnished for Both Brands.

Juan F. Portuondo

Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

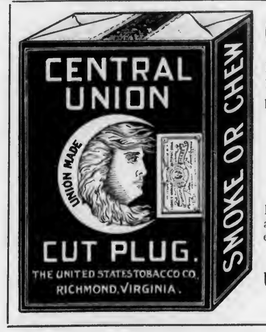
Tampa

For Gentlemen of Good Taste

SAN FELICE 5¢ CIGAR FOR GENTLEMEN OF GOOD TASTE THE DEISEL-WEMMER CO. MANUFACTURERS LIMA, O.

San Felice CIGARS

The Deisel-Wemmer Company
LIMA, O.



Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

Announcement

E. REGENSBURG & SONS

HAVANA CIGAR MANUFACTURERS

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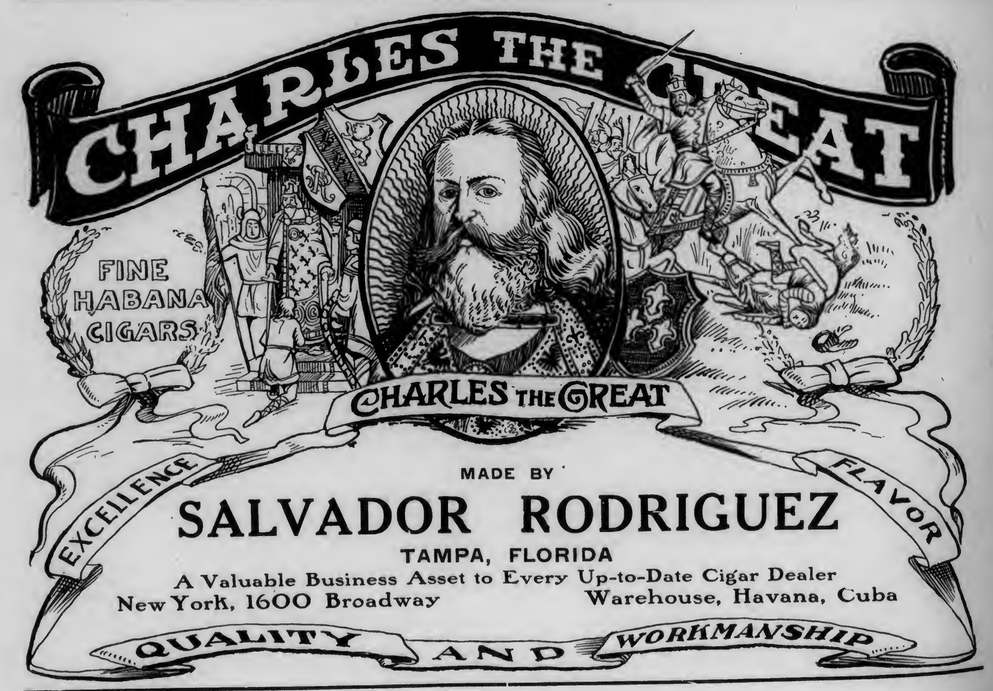

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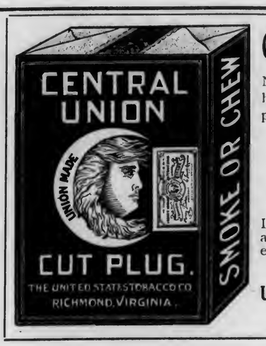
For Gentlemen of Good Taste

San Felice CIGARS

The Deisel-Wemmer Company

LIMA, O.



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Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

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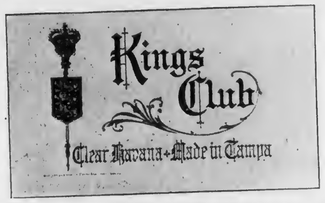
Smokes to Suit All Tastes



Our Tampa Clear Havana Leader
It is Selling by the Million

The **King's Club** is our leader, and it has made good wherever introduced. It lends class and distinction to the stock of every dealer who handles it. If you have not got the **King's Club** on sale, stock a few sizes and then watch results.

Las Primas Manila Factory

Manila Cigars have been steadily coming to the front in the trade throughout the United States during the past few years, and after a careful investigation of the merits of the different manufacturers in the Philippines, we have secured the exclusive control of the product of Las Primas Factory. We carry these goods, retailing from five cents straight to three for a quarter.

We have the goods that win and hold the high-class trade

THE CUBA CIGAR COMPANY, 3 Park Row, New York

Counsellors Keep Customers Coming

or, as one dealer happily phrased it

"I buy Counsellors to make Customers and Keep Both"

CRESSMAN'S COUNSELLOR 5¢ CIGAR

ALLEN R. CRESSMAN'S SONS, Mfgrs.
PHILADELPHIA, PA.

How can I suit the Imported Cigar Smoker and give him a mild cigar?

HEARTSEASE SOLVES THE PROBLEM

Ranging in price from $55 to $70. Choicest imported Vuelta Filler, wrapped in shadegrown.

Its blend is perfection—A sure repeater

T. H. HART CO., Manufacturers
12th & Walnut Streets, Philadelphia

Always— sells for 15¢ straight

That's the retail price of Fatima Cigarettes—New York, Frisco or any place between

And dealers everywhere like that straight price feature of Fatimas. It assures them the maximum profit, and the attractive Fatima advertising that is regularly appearing in leading publications, keeps up the big demand for this cigarette, and emphasizes the one-price, 15 cents.

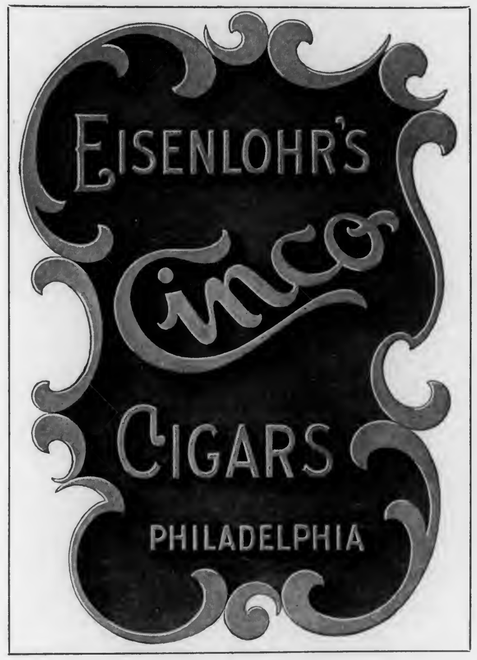
Another very pleasant fact in favor of Fatimas is their power to produce "repeat sales". Men will go out of their way for a package of Fatima Cigarettes, once they learn their matchless goodness.

Put the two together—standard price and staying quality. Then figure by any method you choose and see if you don't always come out ahead on Fatimas.

Liggett & Myers Tobacco Co.
St. Louis, Mo.

More Fatima Cigarettes are sold than any other brand in this country.

"Distinctively Individual"



The New 5c Cigarette

A Silk Novelty in each package

TO THE DISCRIMINATING BUYER:

QUALITY

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

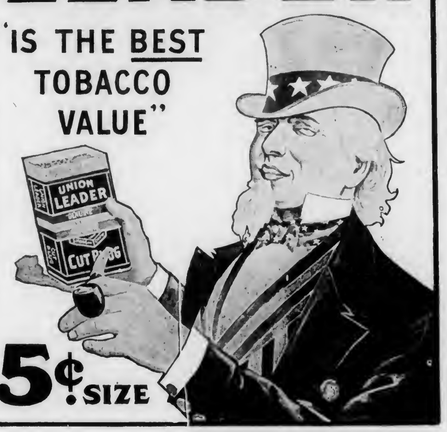
Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"



5¢ SIZE

Cigars of Distinction — Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers

TAMPA, FLA.

"THE TRULY HAVANA HOUSE"

New York Office and Salesroom: 136 Water Street

Practical Change Trays

MOST fascinating change tray ever offered and the cheapest and best sign ever produced. Not one is wasted.

The steel ball on the inside cannot get lost. This article goes on the counters where the consumers must see it. Very reasonable. Write

THE BRUNHOFF MFG. CO., Cincinnati, O.

New York Office, 113 Maiden Lane

Wheeling's Famous PET BIG HAVANA

2 for 5c.

¶ Made by the most skillful and highest paid stogie makers in the world. Exclusive territory open. Write to-day.

LITTLE PET STOGIE CO.

Factories: 1427 16th Street, 1110 Market Street
WHEELING, W. VA.

Manufacturers of Wheeling's Famous Stogies

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North — New York, N. Y.

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY

BRIDGEPORT, CONN.

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

ADMIRALS
PANATELLA FINOS
The New Sizes
COMMANDERS
BREVAS

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Send for Free Sample Book
OF
German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company
LITHOGRAPHERS
Steiner Building 257-265 W. 17th Street
NEW YORK

HAVE YOU CONNECTED WITH THE BAUM-JAFFE PROPOSITION?

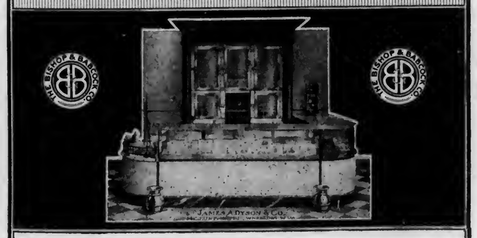
IF NOT, WHY DON'T YOU SEND FOR INFORMATION AND FOR SAMPLES OF

"EL JAFFE"
The Finest 10c. Cigar

"EL JAFFE" CIGARS ARE MADE FROM CHOICEST GRADE OF HAVANA, WITH BEST QUALITY BROADLEAF WRAPPER. WRITE TO US.

BAUM-JAFFE CO.
115-117 NO. THIRD ST., PHILADELPHIA

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

Racine Paper Goods Company
Sole Owners and Manufacturers
RACINE, WIS., - - - - U. S. A.

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

THE REAL GOODS Are the Only Lines that Makes Prosperous Dealers

FIVE CENT CIGARS

Lord Northcliff

Are real good 5c. cigars and duplicate on their quality. That means easy sales and quick returns. Try them.

Monarch Cigar Co.

Red Lion, Pa.

We can supply superior medium priced goods. Jobbing trade only. Correspondence solicited.

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs
46 Miller Street, Pittsburgh

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

To
the vast
army of *Bold*
and *Discriminator*
Smokers and our able
lieutenants, the dealers, we extend
our sincere greetings for the holiday
season and our thanks for your
appreciation of our efforts
to make these brands
the utmost in
quality and
workman
ship

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They Lead the Leaders

26 SIZES

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135 West 42nd Street, New York

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Vuelta Abajo "Castaneda"

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London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded, 2 for 5c. and a full line of 3 for 5c. stogies Correspondence from jobbers and brokers solicited.

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The Standards of America:

Lorillard's Snuff, : Est. 1760
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ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

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DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

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all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

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A Trio of Big Sellers That Have Proven Their Merit

¶ These brands are known wherever good cigars are sold. The quality is of a high standard and their repeating virtues are excelled by no other nickel cigars made.

HOME RUN

JUDGE SHEPARD

¶ Our "Home Run" and "El Sayon" are cigars that are "different". The blend is the result of years of effort by men who know tobacco from A to Z. For particulars write to

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These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
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Flor de J. S. Murias y Ca.

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SUPERIOR LA ROSA DE SANTIAGO HABANA DE PEDRO ROGER

LA FLOR DE YNCLAN DE F. YNCLAN HABANA

LA CAROLINA DE BANCES Y SUAREZ HABANA

LA CORONA

"I said in haste, All Men are Liars"
—Shakespeare

The Bard of Avon knew a thing or two about human nature. He might have had in mind some of the bombastic claims made by certain manufacturers as to the merits of their goods.

HERE'S THE LABEL

The Liar Cigars Belie Their Name

They are guaranteed to be the best five-cent cigar that can be made. They contain one-quarter selected Havana filler, wrapped in the best Sumatra and made by skilled hands. They sell and repeat. They are proved business-builders for dealers catering to particular trade.

Write to-day for Exclusive Territory

C. H. PLITT CIGAR CO.

Manufacturers, York, Penna.

Best Nickel Cigar now on the Market

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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SAN FRANCISCO, 320 SANSOME ST. L. S. Schoenfeld, Mgr.

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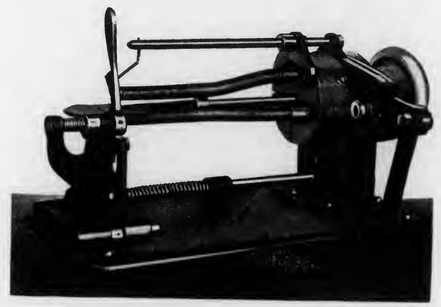
535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS
Equal to Imported
Write for Samples and Prices

The Only Automatic Machines for Manufacturing a Complete Cigar

With seven operators these machines will do the work of forty skilled men.



The Cigar Wrapping Machine

The cost to manufacture cigars under the hand method ranges from $4 per thousand for the cheapest grades to $18 to $40 per thousand for the higher grades. The cost to manufacture cigars on our machines is approximately $2 per thousand. And the work is done with greater uniformity and perfection than is possible by hand. The cigars cannot be told from the hand-made product. We are now proving it in our demonstration plant, 106 S. Gay Street, Baltimore, Md., where a million cigars have been made.

The automatic bunching and binding machine shown below has a capacity of 10,000 perfect bunches a day, requiring two comparatively unskilled operators. The wrapping machine shown above will wrap and finish 2000 cigars a day, requiring one operator.

Automatic Bunching Machine

Which figured out, means considerably less than $2.00 per thousand, for a capacity of 10,000 cigars a day of eight hours. Can you beat it?

Write us today, before you forget it, for prices for installation.

The Cigar Machine Corporation of America

106 S. Gay Street, Baltimore, Md.

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Highest Quality
Best Workmanship

MADE BY

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10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
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World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
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None Better can be Made in Cuba

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FIVE CENT CIGAR
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Established 1867

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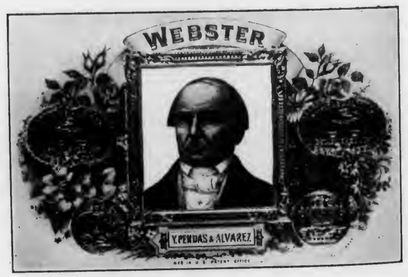


Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

Her Christmas Cigars

A Yuletide Episode Written for The Tobacco World

by S. Addison Wolf

(With Apologies to Kipling and Every Woman Who Reads It)

A wife there was, and she went dead broke,
(Even as yours and mine),
To buy a box of Christmas smoke.
And put her diamonds all in soak,
To cheer a doddering old bloke.
(Even as you and I.)

She shopped and shopped from morn 'till night,
(Even as yours and mine),
In search of labels fair and bright.
And golden bands that would delight
Her fancy and her Man of Might.
(Even as you and I.)

The wife, all worn and fit to drop,
(Even as yours and mine),
Slipped into Jones' old Smoke Shop,
And put it up to that old top,
To pick the best for her "dear Pop
(Even as you and I.)

Now, Jonesy, knew a thing or two,
(Even as you and I),
He showed her fancy boxes, new,
Bedecked in colors, red and blue,
And gaudy shades of every hue.
(Even as yours and mine.)

"Here's one, from Pedro's cunning hand,
(Even as yours and mine),
"And one which 'Hub' can understand,
"The name's on each and every brand,
"Right off the boat from Cuba-land."
(Even as you and I.)

She bought the lot, two hundred all,
(Even as you and I),
Hung up the socks around the wall,
Filled each with brown Perfectos, small,
And waited Santa's morning call.
(Even as you and I.)

Ah! wasted love and wasted gold!
(Even as yours and mine),
Could she have all the pangs foretold,
She'd have her diamonds yet unsold,
And saved her cash, for one less cold.
(Even as you and I.)

Like Martyr led off to the block,
(Even as you and I),
He pulled a weed from purple sock.
Bit end, and thought he'd struck a rock!
Glanced sidewise, with an awful shock.
(Even as you and I.)

With face awry, the first he'd try,
(Even as you and I),
He set his jaws to do or die,
And cast his eyes up to the sky,
As if imploring aid on high.
(Even as you and I.)

He puffed and puffed, but ne'er a draft,
(Even as you and I),
Could he draw through that solid staff
Of what seemed hand-made punk and chaff,
He snickered, but he couldn't laugh.
(Even as you and I.)

Quick, ere her eager eyes could scan,
(Even as yours and mine),
He threw it in the old fire-can,
And slyly drew *his own* Havan,—
And lit it, that bold rascal man!
(Even as you and I.)

"'Tis great!" he vowed, with smile so bland,
(Even as you and I),
"How could you find a brand so grand?
"It hits the spot and beats the *band*,
"You've bought the very best in the land."
(Even as you and I.)

What though he suffer all Hell's fire,
(Even as you and I),
And bear the stigma of a liar,
All this, and more, could he desire,
Than to have 'roused his wifey's ire!
(Even as yours and mine.)

CHRISTMAS SAMPLES

How A Lonesome Salesman Did A Little Boosting in the South

By Baynard H. Kendrick

THIS is supposed to be a Christmas story, so the casual reader who is a stickler for convention had better cease reading right now, if he expects to hear the jingle of sleigh bells, and see a soft blanket of snow covering the earth. The Christmas Day I am describing was blame hot, as it happened in a small town in the center of Florida.

Nobody ever denied the fact that Martin Herf was a good salesman. His being on the pay-roll of the Eastern Tobacco Company was ample proof of the fact, and nearly every retail dealer throughout the South clutched wildly at his bank roll, whenever he heard the soft southern drawl of Martin Herf in the front part of his shop.

Many people said that Martin Herf had a big heart, in everything that did not pertain to the filthy lucre. So when his trunk of samples was bounced roughly on the Lake Side Villa porch, the proprietor greeted him with a wide smile, for it was the day before Christmas, and company was always acceptable at that out-of-the-way hotel. The proprietor knew quite well that Martin Herf had an inexhaustible supply of stories and good cigars; but at this particular time Martin was in no mood to distribute these, for he was mad clean through, this being the first Christmas that he had ever spent away from New York.

Starts for General Store.

Greeting the proprietor in a curt manner, he opened his trunk and filled the small hand bag, which he carried with several samples of his cheapest grade of cigars, and started out on a slow walk for Dennings' Emporium, the general store of the town, if we may call the place a town.

The road was hot and dusty and by the time he reached the front of the ramshackle building he was very grimy and irritable. His temper was not improved, when upon entering the store, he found that there was no one to be seen. After banging on the counter impatiently for four or five minutes, he walked over to the cigar case and took a casual inventory of its contents, and then a slow smile spread over his face, and he chuckled to himself, for there standing in a row were the ten boxes of cigars which he had sold old Dennings a year before, and barring the fact that three of the cigars were missing from one of the boxes they were all intact.

His Goods Confront Him.

"Lands sake," he soliloquized, "I sure have a fine chance of selling any more cigars to this store," and with this he turned around and was about to go out, when the rustle of a dress in the back part of the store attracted his attention. Turning around, the white hair and sweet face of a very old lady met his gaze. It was evident that she had been crying. Although he had never seen the proprietor's wife, he knew that it must be she, and taking off his hat, he smiled at her in his fascinating way; "I suppose you-all don't remember me Mrs. Dennings, because I have not been here for a year or more, and I don't know as I saw you then, but I know your husband quite well, and it is he that I want to see now."

"Why haven't you heard Mr.———?

"Herf," he volunteered.

"Mr. Herf," she went on, "my husband died just a few months ago. I've tried to run the store by myself since then, but it gets almighty lonesome here at times, and I don't seem to be having much success," and with a suspicious catch in her voice, she began to weep bitterly. Then Herf, with his slow Southern way, extracted the whole pitiful story from the little woman. How their business had become worse and worse, on account of the new store which had just gone up and was taking most of their old trade away from them. How her husband became heartbroken over this fact, and finally passed away, leaving the burden on her shoulders.

"If I could only get enough money to tide me over until the first of the year," she cried softly, " I think that the new store would buy me out, and I could live comfortably on the money, but I do not see how I am going to get enough to last that long, for nobody hardly buys anything here now."

An Investment in Samples.

Possibly because it was "Xmas," possibly it was because Martin Herf was just Martin Herf, but something seemed to swell up inside of him, and he felt that his eyes were moist. "Why, you keep cigars, don't you?" he asked.

"Yes," she replied, "but I don't know how much any of them cost." Herf crossed over to the cigar case again, and looking at them with another of his slow smiles, assured her, "Why these are mighty good cigars. Now, look here Mrs. Dennings, I'm a travelling man and I smoke a good deal. Now, I'll just tell you what I'll do. I'll buy those cigars from you, the whole ten boxes of them at $8 a box. I think that's about what they're worth to you," and he laid eight ten-dollar bills down on the counter and felt that it was well worth the money, when he saw the little lady's face light up with such a beautiful smile.

When Herf returned to the hotel with ten boxes of the Eastern Tobacco Company's product tucked under his arm, the proprietor looked at him in amazement.

"Where did you get those Mart," he inquired. "I didn't see you have them when you went out."

"I didn't," replied Martin, "but I thought I needed a few more samples, and as these were cheap I bought them all."

"What did you pay for them?" the proprietor persisted.

"Eight dollars a box," responded Martin slowly.

"Why good lord man," gasped the proprietor, "I sell them same cigars at $2.50 a box retail."

"I know that," answered the salesman. "But you see these boxes I have are Xmas Samples. Won't you have a drink?"

Suggestion to the retailer. The Christmas poem on the reverse side of this page, would make an attractive poster for your Christmas window display. It might be well to add to it that "it is safe for wives and sweethearts to buy cigars at your store, as you give full value for the money."

POINTERS FOR CHRISTMAS WINDOWS

Suggestions For the Retailers On Trimming Displays For the Holidays

By James M. Fordyce

It is no longer a question before the progressive retailer as to whether his show windows should be specially trimmed during the Christmas season. Every live retailer knows that they should be.

The big question then is how to do the trimming? This involves the conception of an original idea for the scheme and originality in executing it.

Of course every window trimmed from now to Christmas should reflect the holiday season. This is the basis on which every window trimmer should begin his line of thought.

The hackneyed idea of putting a Santa Claus in the window has been overworked, but in truth, it could hardly be improved upon. The retailer has a chance to display some originality in the manner he uses the merry old fellow. Putting a box of cigars in Santa's extended hand offering them to prospective shoppers, adds a touch of human interest that catches the eye and enlists the attention of the passerby.

Get After the Box Trade.

In preparing your window, Mr. Retailer, always try to put some action into it. Get away from the old-style trim of tier upon tier of cigar boxes, and tier upon tier of pipes.

A touch of human interest or a poster having some pertinent thought bearing upon gift giving, will bring you more customers than showing thousands of cigar boxes.

This is the time of the year to develop your box trade, and every poster should try to lead the customer's mind in this direction.

If you have several windows, you might devote one to cigars exclusively and another to pipes. This is the season when pipes should be featured. It is often found advisable in presenting a big display of pipes to number each pipe shown, so that a customer seeing the display, may call for the style he wants by number.

Don't Overcrowd Your Window.

Whether you trim your window with pipes or cigars, it is always necessary to remember not to overcrowd it. A few goods tastefully arranged, with a fitting background, attracts more attention than a window overflowing with goods, scattered promiscuously.

Expert window dressers find it helpful to make a pencil sketch of the window, outling how they wish to proceed with the trimmings. They then place in their backgrounds and add the stock at the points indicated. This leads to a more attractive and symmetrical trim than making up your composition as you proceed.

The color scheme for windows should be developed with discretion. It is not well to mix colors which clash in your background.

It is often found helpful to balance the window display by light colored cigars between heavier or darker ones, thereby giving a more harmonious color scheme to the window.

Red and green decorations on a white background, form an ideal setting for Christmas trims. This enables the decorator to introduce holly wreaths and other floral trims without clashing with the color scheme.

To Women Shoppers:

Why not buy him a box of our ..... brand of cigars? Our reputation guarantees the value of every box. This is your protection. Special Xmas packings.

Get Him a Pipe:

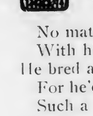
No Christmas gift would be more acceptable than one of our Meerschaum pipes. We have all sizes at all prices. The biggest stock in town. Come in and inspect them.

Don't Forget The Cigars:

Mr. Busyman, be sure to take home a box of our ..... Havanas. Don't depend upon Christmas gifts to keep your stock supplied. Our cigars are like dessert at dinner.

PLEASE
STEP
INSIDE.

Well Have You Met This Man?



Oh, don't you miss the fellow
With the disposition mellow
Who had one little trick that made the world go like a song;
No matter what his mission,
With his pleasant disposition
He bred a cheery confidence that nothing could go wrong,
For he'd bring to each occasion
Such a sociable persuasion
That your grouch, however mighty, could not carry very far;
For his way was so beguiling
That you'd soon reflect the smiling
He brought to bear as affably he said, "Have a cigar!"

The weed was often bitter
And you yearned to be a quitter;
But you puffed away and wouldn't hurt his feelings for the earth.
For the vapors upward flowing
Were like the clouds they're blowing
When Indians smoke the peace pipe and powwow for all they're worth.
His genial mood controlled you
And you listened while he told you
About his goods. At selling things he surely was a star;
And his powers energetic
And amazingly magnetic
Seem, largely, to arise from that one phrase, "Have a cigar!"

—Washington Star.

I HAVE seen some pretty amusing incidents in my time, but I saw a case the other day that certainly took the first prize for unadulterated idiocy. I had been talking to a dealer friend of mine, who at the time had gone to the back of the store, when a fellow strolled, or rather rolled, in. And he did it in such a precipitate manner that he brought up against the counter before my friend could get over in front of him to attend to his wants.

He had come right up to the counter near where the big cash register stands. He looked the machine over in a bleary, misty sort of way, and then began fumbling in his vest pocket. Pretty soon he clawed a nickel out and poked it through that little opening for sales checks in the back. Then he reached around and jabbed at the end key on the row. He made three or four lunges before he hit it, and when he finally did he rang up fifteen dollars at the rate of three dollars a punch. Of course, that attracted my friend's attention and he came around to see who was trying to tap the till. There the fellow was bending over the top of the register with his eyes fairly hanging out of their sockets. "I guesh I mush be drunk sure nuf," he muttered. "Seems to me I can see 'bout twenty starting levers on thish here ol' slot machine."

I found out afterward that he had been a fellow who had come from a part of the country where the slot machines were not as yet a thing of the past. But a man who can't tell a cash register from a slot machine ought not to be trusted abroad. Something is liable to happen to him. In one of his lucid intervals he should appoint a keeper.

* * *

He stuck the cigar in his face,
And applied a match to the end.
The smile that broke through the cloud of smoke,
Showed it wasn't a Christmas brand.

* * *

A Western woman recently had to pay over a large sum of money which she lost by a curious arrangement. It appears the lady under discussion was much opposed to tobacco and liquors in any and every form. In fact so much so that she offered a cool half-million dollars to the nineteen-year-old son of a sister several years ago if he abstained from the aforementioned "vices" until he became of age. If the strain proved too much for the youth he forfeited the half-million.

In commenting upon it a Western paper states that the young man was within a week of reaching his majority and had kept his promise, thus earning the money. Probably no one would have turned down such a proposition, that is, in his right senses, but the chances are that the young Croesus is going to make up for lost time now that he has the opportunity. There are many men who never smoked until they became of age, but to look at them now they did not lose any time consuming cigars and tobacco after they did get started.

Jimmy—Let me chew yer gum for a few minutes, will yer, Eddie? You know me?

Eddie—Yes, I knows yer; you're de guy wot had a whole cig'rette yesterday an' wouldn't gimme one inhale, G'wan and sell your papers.

* * *

Chimmie—Since I learned to love youse, Angelina, I almost wisht I'd never learned to smoke. It takes so much money to satisfy my craving for cigarettes dat I'm afraid I'll never save enuff ter git married.

* * *

A clever "robbery" scheme came to light in Hackensack several weeks ago, when the men doping out the plot could not agree, and as a result came to grief. It appears that one of the men, a driver for a cigar firm, had arranged that he be "robbed." He carried over $300 of the company's money at the time. When they reported it to the police the driver and his assistant blamed the robbery on one of the participants who was to be the goat and, of course, got away in time. The plan failed when the man happened to be caught. And since he thought his accomplices were trying to double-cross him before he got an opportunity to get away, he "squealed."

As a consequence the driver of the wagon and his assistant are now in jail awaiting sentence, a jury finding them guilty.

* * *

He—Mary, here's a scientist who writes that smoking assists the circulation.

She—Yes; the circulation of cash.

* * *

Smoke from tobacco is a disinfectant, as has long been popularly held. It is curious to hear what some of the ancient writers had to say about the plant. It is recorded that during the great plague in Europe, hundreds of years ago, children were told to smoke in their school rooms. The idea was probably borrowed from the customs of the buriers of the dead on their way in charge of dead-carts to the burial grounds. In a book published about that time, entitled, "A Brief Abstract of the Virtues of the American Plant," it is learned that at first these persons only used tobacco as a deodorizer. "They little thought," the book says, "that what they used for momentary relief would prove a constant preventative. When the plague was happily stayed, the virtues of tobacco began to be investigated. It was found that those persons who plentifully used it, either in smoking or snuffing, had most wonderfully escaped the dire contagion. For though they visited the chambers of the sick, attended the funerals of cartloads of victims at a time, they unexpectedly avoided the contagion." The writer even claimed that since Europe took to smoking, epidemics had greatly decreased.

THE ONLOOKER.

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, DECEMBER 1, 1912. No. 23.

A. B. Smith & Company File Bankruptcy Petition, Showing Heavy Liability

Well Known Cigar Manufacturers of Cambridge Financially Embarrassed---Head of Firm Also Insolvent

(*Special Dispatch to The Tobacco World.*)

BOSTON, MASS., November 28.

A VOLUNTARY petition in bankruptcy was filed in the Federal Court yesterday by A. B. Smith & Company, Inc., cigar manufacturers of Cambridge. At the same time, Albertis B. Smith, treasurer of the company filed a personal petition in bankruptcy.

The liabilities of the firm are given as $37,887, and assets at $23,079. The personal liabilities of Mr. Smith far exceed those of the firm, being $208,167, with assets of $50,247.

A number of prominent leaf tobacco houses are among the heaviest creditors. The principal creditor is S. Rossin & Son, New York, who have a secured claim for $76,583.

The failure of this factory caused quite a sensation in the trade. The business of A. B. Smith & Company was founded a little more than two years ago, when Mr. Smith retired from the firm of Barnes, Smith & Company, of Binghamton, N. Y.

When Mr. Smith came to Boston he began the manufacture of the brand "3-20-8," which had considerable sale in this market. Recently, he erected a modern cigar factory in Cambridge, which he has occupied for the last six months. Mr. Smith has a large number of friends in the trade, who will regret to hear of the embarrassment of his business.

Sale of Henry Spies Cigar Company Declared Void

Attorneys for Cigar and Tobacco Trades Alliance Prove Proceedings Were Fraudulent and Transaction Is Set Aside

ONE of the first cases handled by the attorneys for the newly-organized Cigar and Tobacco Trades Alliance, Incorporated, was that in connection with the bankruptcy proceedings against the Henry Spies Cigar Company. Proceedings had been pending to set aside as fraudulent and void a certain transfer of the business and assets of the company, made to one Harry Schlesinger, on October 19th last.

At that time the consideration for the transfer of the lease, stock in trade, factory and outstanding accounts of the business, was said to be $200 in cash and unindorsed notes of Mr. Schlesinger, the purchaser, running over a period of three years. The claims of the creditors amounted to about $7000.

These proceedings were brought by Yankauer & Davidson, attorneys representing John L. Little, the receiver, and as counsel for the Cigar and Tobacco Trades' Alliance. They contested the validity of the transfer and the matter was referred to Special Master John J. Townsend, who last week handed down an opinion after a number of hearings held before him, in which he held that the transfer was fraudulent and void. This decision was confirmed by the United States District Court in a declaration signed by Julius M. Mayer, the Judge, in which the transfer of the business is declared to be fraudulent and void, and the same will be set aside. The bill of sale is also declared null and void, and the property is to constitute the assets of the bankrupt estate, available to the creditors for the satisfaction of their claims.

Tobacco Bug Killing Machine Leads to Big Suit For Damages

Promoters of Sale of Electri-Sterilizing Method Sue Makers for Loss of Time and Money ---Legal Battle Likely

SUIT to recover approximately $20,000 has been brought in the Philadelphia Courts by Gillett & Son, of Tampa, Fla., against the Electri-Sterilizing Company, a Delaware corporation with headquarters in Philadelphia.

The suit brings to light a number of interesting facts connected with the process and the machine recently invented by Franklin S. Smith to kill tobacco bugs and sterilize their eggs, by a unique process of electrocution. Full details regarding this invention were published in THE TOBACCO WORLD about two years ago, since which time Mr. Smith has demonstrated his machines with apparent success in Cuba, Florida and in Pennsylvania.

Some time ago the Electri-Sterilizing Company was chartered in Delaware to take over the Smith patents and manufacture the machines. At that time Gillett & Son, well-known dealers in cigar-box lumber, of Tampa, Fla., made a contract with the corporation, to act as selling agents and promoters of the invention in Florida and in Cuba. Through Mr. Gillett's efforts, the machine was given a thorough trial in the factory of Cuesta, Rey & Company, Tampa, and Mr. Gillett avers that he spent more than $10,000 in introducing and exploiting the machine in cigar factories.

According to the complainant, he was to be reimbursed by the company, in the event of the machine failing to do the work for which it was intended. Mr. Gillett now states that experiments failed to prove the worth of the machine, and he seeks to recover, not only money which he actually spent, but damages to his good name and reputation.

Summons of the suit were served during the past week on Dr. Phillip Marvel, the well-known Atlantic City physician, who is president of the company, and George W. Coles, a Philadelphia lawyer, who is secretary.

The defendants have secured the services of Simpson & Brown, and Mr. Gillett retained Attorneys Wilson & Moise.

Carlton Joins Tobacco Products Corporation

DAYTON, O., November 29.

E. P. Carlton, formerly manager of the J. B. Moos Company, this city, has resigned to accept a position with the newly organized Tobacco Products Corporation of New York City. Just what his capacity will be, with the new concern, has not yet been announced. He is an experienced cigar and cigarette man and will, no doubt, occupy some important field in connection with this new $50,000,000 merger.

Seven Bills in House of Representatives

When Congress convenes on December 1, it will have before it a number of bills which are on the calender of the House Committee on Ways and Means.

Four of these bills relate to taxing tobacco coupons. Another is to regulate the sale of unstemmed leaf tobacco. A measure by Representative Warburton aims to place sugar and molasses on the free list and to increase the internal revenue on tobacco products. The latter bill will arouse much discussion, it is predicted.

Weather Fairly Favorable For New Cuban Crop

Review of the Situation By Correspondent of The Tobacco World—Latest Estimate on 1912 Growth is 550,000 Bales—Americans and Germans Are Heaviest of Early Buyers

HAVANA, November 25th.

OUR leaf market during the past week has been dull, if we compare same with the activity that has prevailed here during the summer and early fall months. On the other hand prices have kept up wonderfully, as instead of a decline we have heard of a further rise for certain classes. The number of new buyers from the North has been smaller than we had expected, therefore it seems, that many of these that formerly came to see us after the first day of January have not been able to break themselves of this habit, and will only make their appearance in our city as usual. We heard of some commission merchants, that have urged their customers to come here earlier this year, to have been unsuccessful, but we fear that the latter will be sorry in not having heeded the advice given to them in their own interest. There may be enough tobacco to be found, but the prices will not be lower, unless something unforeseen should happen, and the selection of goods will be surely a poorer one.

Sales have been in reality somewhat heavier than the figures reported would show, but as the tobacco has not been registered yet, the sellers would not disclose such transactions. The receipts from the country on the other hand have been swelled by some parcels, that had previously been stored in Regla, the numbers of which it had been impossible to obtain earlier. It is believed that from the Partido section about 40,000 bales may have been received by carts, and which will be added to the total at the end of December. If we should make allowance for what still remains in the country, and what may have been shipped from other parts of the island of Cuba, besides Havana, also including the local consumption of leaf in the interior towns, the total crop from all sections ought to amount to around 550,000 bales of the 1912 growth.

What has been surprising has been the avidity with which American buyers have stocked up so early this year, thus showing that the quality has been universally approved of not alone, but also that manufacturers could not have carried large stocks from previous years. The demand from Germany has also been a prominent factor, as notwithstanding the rise in prices, it would have taken more, had the crop been larger.

The weather up to now has been favorable for the tobacco planted previously, as well as for the further setting out of seedlings all over the tobacco growing regions. Advices from the Vuelta Abajo state, however, that a little rain would do a great deal of good, and if the dry weather should continue it would retard the growth. Under these circumstances it is best not to be too sanguine in forecasting the future, as everything will depend on the coming temperature.

ORETANIV.

The fellow who thinks that because he is only a clerk it does not matter much what he does, will find that as he conducts himself as an employee so will he conduct himself when he becomes proprietor. If he does not prove that he is too good for the position he occupies, he can rest assured he will never get any further.

Let him prove he is too good to be left in his present place, then only will he be promoted.

Edgar J. Stachelberg Joins Sanchez & Haya

Well Known Cigar Manufacturer Goes to Famous Tampa Factory As General Manager

TAMPA, FLA., November 28th.

AN alliance which promises to be mutually profitable and beneficial has just been formed by Edgar J. Stachelberg and the fine old cigar manufacturing house of Sanchez & Haya, whereby Mr. Stachelberg acquires an interest in the firm and becomes its vice-president and general manager.

There are few, if any, men in the clear Havana cigar industry, better known and more capable than Mr. Stachelberg. When he sold out his interests in the M. Stachelberg & Co. and Esberg-Gunst factories about a year ago he embarked in the leaf tobacco business in Havana. He now returns to

Edgar J. Stachelberg

Tampa to assume his new duties with the Sanchez & Haya factory and will devote his time and efforts, principally in the tobacco purchasing end of the business, in which branch he is rated as one of the best informed and cleverest men in the trade.

The house of Sanchez & Haya, is to be congratulated on its obtaining the services of so able a man, and Mr. Stachelberg, in turn, upon an opportunity to ally himself with a firm that has always had such a distinguished reputation, as makers of high class goods.

A regular quarterly dividend of four per cent. has been declared by the Porto Rican-American Tobacco Company. Also a script dividend of twenty per cent. in script, bearing six per cent. interest, payable in July and January. This script is redeemable at par at the option of the company after three years from December 31st.

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ESTABLISHED 1881

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

JAC. WERTHEIM, 54th and 2nd Ave., New York . . . . . President
A. M. JENKINSON, Pittsburgh, Pa. . . . . Vice President
JOS. B. WERTHEIM, 2d Ave. and 73rd St. New York . . . . . Treasurer
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WILLIAM T. REED, Richmond, Va. . . . . President
BEN. PEARSON, Byfield, Mass. . . . . Vice President
RAWLINS D. BEST, Covington, Ky. . . . . Secretary-Treasurer

Whether or not one agrees absolutely with all the deductions drawn by President Percival S. Hill, in his statement regarding the condition of the tobacco business, since the dissolution of the American Tobacco Company, and its subsidiaries, it will be conceded unanimously, that this statement is remarkably frank, and marks the dawn of a new era in the conduct of the business of big corporations. As such, the statement is both unique and interesting.

President Hill's Statement a Remarkable Paper

Mr. Hill does not hesitate to turn the limelight of publicity on the newly organized companies, their methods of doing business, and in emphatically denying any collusion or illegitimate relationship. Indeed, his statement, of competitive conditions, is a challenge to anyone who would dispute the fact that the dissolved companies are not living up to the word and letter of the court's decree. If any one disbelieves this, let him put his grievance into action, instead of circulating rumbling complaints which are empty echoes of discontent and incompetency.

Mr. Hill's remarks on the part that advertising has played in the development of competition among the various companies, reveal startling figures as to the lavish manner in which money has been poured into printer's ink, during the past year. Evidently, the competing companies believe that advertising is one of the first essentials in developing new markets for their brands, but as Mr. Hill remarks, it remains to be seen, whether the increased volume of business, resulting from their advertising policy, will result in increased profits.

The statement of Mr. Hill, which is printed elsewhere in this issue, is worth reading. It constitutes a remarkable exposition of the tobacco trade, as viewed by one of its most powerful factors.

As a champion of sanitary methods in every branch of the tobacco business, "The Tobacco World" has been quick to indorse every movement that would bring about this end. We believe in making our cigar and tobacco factories more cleanly and sanitary, and in enforcing rules which would remove the manufacturer of tobacco products beyond the pale of possible censure, from even the most fastidious.

Beware of the Cigar-Cutter Reform Fadists

However, we cannot indorse some of the extreme measures that have been recently set forth in the public press by faddists and half-baked reformers who have no conception of the matters in which they are attempting to lead.

An example of the over-zealous reformer is the outcry that has been recently raised against cigar cutters in retail stores. It is claimed by faddists that disease is spread through the medium of cigar cutters. We do not believe this and we defy anyone to prove it. There are comparatively few smokers who place cigars in their mouths before inserting them into the cutters, and the points of contact in the cutter, are so small, and the cigars are held there for only such a short space of time, that we cannot conceive of any contagion resulting from this operation.

Moreover, scientists say that tobacco is a natural antiseptic and germicide, and whatever germ might be extracted from the cutter, would be promptly killed, when it finds lodgement in the cigar.

We believe that this crusade against cigar cutters will not be taken seriously either by the public or by the retailers, who have had cigar cutters on their counters for many years. However, we would advise retailers to keep their cigar cutters washed and clean, and to anticipate any of the objections which might be raised against it.

Cigar cutters are necessary and they are here to stay.

There is a notable scarcity this season in fancy and costly packings of imported cigars for Christmas trade. As a prominent importer remarked, "we are in the cigar business this year, not lumber business."

All Cigars and No Lumber For Christmas

Last year a number of very expensive cabinets were put out by some of the leading importers of Havana cigars, and thousands of them were sold without additional profit to the retailer and even a loss to the importer and manufacturer. As a result there has been a reaction this season, and the fancy packings for holiday trade are fewer.

As usual there are many offerings of variety sizes in modest boxes, but as a whole, there is a disposition this season to give the consumer cigars, and not boxes, which idea is both sane and practical.

¶Make this a Merry Christmas, Mr. Retailer, by brushing the cobwebs off your window and letting the light of progressiveness in. In short, get busy and pull in some of that box trade.

From The Tobacco World Bureau, 910 Hartford Building, New York

Tobacco Alliance Elects Permanent Executives

Asa Lemlein Chosen as Chairman—Plans Made to Strengthen Service of Credit Bureau

AT the first regular meeting of the Advisory Board of the newly organized Cigar and Tobacco Trades Alliance, Incorporated, of New York, the following officers were elected: Asa Lemlein, permanent chairman; Mr. Baum, permanent secretary; Maurice P. Davidson, executive vice-chairman, and Alfred Yankauer, executive secretary.

The Credit Bureau of the Alliance was discussed and plans were laid to make its work more effective. A resolution was adopted directing the central office to send notices of all pending claims to all members of the Alliance whenever suit is brought, or when special circumstances render the giving of such notice a matter of general interest.

By keeping the members of the Association constantly in touch with the credit of uncertain accounts, it is hoped to prevent serious financial losses.

A steady increase in the membership of the Alliance was reported.

Among those present were: Messrs. Lemlein, Irving L. Stern, Kahn, Berriman, Balbin, Baum, Gans, Perez, Schavrien, Yankauer, Davidson, Hunter.

New York Retailers' Committee To See Wilson

Will Lay Their Grievances Before President-Elect

In order to put themselves in the right light before the new administration at Washington, which takes hold next March, a committee of dealers was appointed at the last meeting of the Independent Retail Tobacconists' Association of New York, held on October 14. The committee was authorized to call upon President-elect Wilson, and to try to secure relief from the conditions now prevailing in New York. The committee is composed of Messrs. Rosner, Gompers, Erlich and Hunter.

More Hands Needed for Merriam Plant

John W. Merriam returned to New York recently from a quick trip to Chicago and brought back with him a fine batch of orders for Christmas business. Mr. Merriam says that right at this moment, that they could use fifty more skilled cigarmakers if they were able to obtain them, but New York City is once again suffering from a shortage of skilled labor. The Merriam output of "De Luxe" and "Baron De Kalb," and their other brands will show larger for this quarter of the year than for several years previous.

H. Table Porter Joins A. Kern & Company

Will Make New York his Headquarters—Is Vice-President and General Sales Manager

H. TABLE PORTER, last Tuesday, entered upon his new official duties as vice-president and general sales manager of A. Kern & Co., manufacturers of the "Bernadotte" clear Havana cigar. Mr. Porter joins this company as a member of the firm, having severed his connections with the Surbrug Company, whose New York representative he has been for a considerable time. He will make his headquarters in New York City, at 109 W. 42nd Street, where he will be in close touch with the trade with which he has become so familiar.

There is no doubt that a great measure of success awaits Mr. Porter in his new venture for he is most capable and exceedingly well versed in his undertaking. He was for a great number of years with the American Tobacco Company, and later with the Philip Morris Company. He has a host of friends and acquaintances throughout the country, where he is well known and popular, as he has proven himself to be in the metropolitan territory. The "Bernadotte" cigar that he intends to popularize, is of the very highest grade of clear Havana goods manufactured in New York City, and there is no need of hesitancy in predicting for him his usual success.

Jac. Wertheim Heads Geo. L. Storm & Company

FOLLOWING the resignation of George L. Storm from the presidency of George L. Storm & Co.'s jobbing house, the board of directors met on November 18th and elected the following officers and directors for the ensuing year: Mr. Jac. Wertheim was chosen president and the other officers were as follows. First vice-president, Oscar Reinach, second vice-president, Homer B. Lyon; treasurer, Thomas Crosby; secretary, Henry Marks. The directors consist of Jac. Wertheim, Oscar Reinach, Maurice Wertheim, Homer B. Lyon and Thomas Crosby.

Starr Brothers, who have been doing a leaf tobacco trade at 161 Pearl Street, have discontinued business.

George Kober, of the leaf house of Kober Brothers, of this city, died about ten days ago, following an operation for appendicitis. Mr. Kober was thirty-six years of age.

E. Regensburg & Sons Move Uptown

Handsome Quarters in the Marbridge Building, 34th and Broadway, Formally Opened

ON Friday afternoon, November 22nd, the firm of E. Regensburg & Sons closed up shop down at their old quarters on Canal Street, and on Monday morning the 25th they re-opened for business in their magnificent new offices and salesrooms in the Marbridge Building at 34th Street and Broadway and were running along as smoothly as though they had been located there for several years.

The firm have leased splendid quarters on the first floor above the street, in this most desirable location, the entrance being at No. 47 West 34th Street, and the offices are situated directly on the corner of the great building, giving them some fourteen great display windows which must be seen by thousands of passers-by daily. These windows are most effectively used in display signs, which are made of imported cut glass, and on each sash some telling point concerning the Regensburg product is succinctly set forth.

Upon entering the showrooms, the first impression for the visitor is a most pleasing one. The high ceilings are impressive and a general air of spaciousness is everywhere apparent. On the left of the main entrance is a splendid humidor, tastefully built of dark oak and some thirty feet wide and over forty feet in length. The top of the humidor forms a gallery from which a fine view of the executive offices and shipping room can be obtained.

The private offices of the members of the firm are all arranged along the street side thus giving them splendid light and a general air of cheeriness and comfort. Needless to say they are splendidly furnished.

On opening day, hosts of friends of the firm took pleasure in sending flowers and messages of congratulation and good will. In the private office of Isaac Regensburg rested a superb floral horseshoe on Monday, the 25th and the proverbial spirit emphasized by this token was echoed by everyone who came into the new quarters.

With their magnificent factory in Tampa to supply the goods and with such splendid salesrooms in New York City from which to merchandize them, the fine old house of Regensburg should go on to even greater commercial success than that embraced in the wonderful record they have already made for the name and the cigars they produce.

Advance reports indicate that the earnings of the American Cigar Company for the year 1912 will enable the directors to declare a dividend of about thirteen per cent. as against ten per cent. of the preceding year. This prediction is made freely in Wall Street.

The real estate department of the United Cigar Stores Company has completed sub-leasing of the corner of Vanderbilt Avenue and Forty-second Street, lease of which was taken for one hundred years some time ago from New York Central Terminal, and the net result is a corner store for United Cigar Stores Company, rent free, but valued at about $20,000 per annum.

Jackson H. Kelley, the genial representative of Saloman Bros. & Stern, makers of the "Aplomo" cigars, returned a few days ago from an extended trip out through the West and states that he had the most successful trip of his career. Mr. Kelley obtained some splendid new accounts with the leading social clubs of the large cities of the Middle West where "Aplomos" have been received with the utmost appreciation.

The Inimitable George M. Cohan Advertises Concern

Telephone Number of Kaufman, Pasbach & Voice Used in His Latest Success, "Broadway Jones"

GEORGE M. COHAN, the popular actor and playwright, now starring in his newest vehicle, "Broadway Jones," is giving the lithographic house, Kaufman, Pasbach & Voice, some excellent advertising. On several occasions during the course of the performance, the telephone number "Spring 444" is used.

This happens to be the number of the lithographic firm. Many cigar manufacturers have witnessed the Cohan play, and called this free advertising to the attention of Mr. Voice. Jokers have suggested that Mr. Cohan will probably send a bill for advertising to Kaufman, Pasbach & Voice in the near future for this excellent publicity work.

Daughter For James B. Duke

James B. Duke, former president of the American Tobacco Company and now president of the British-American Tobacco Company, is receiving congratulations on the birth of a daughter last week. About five years ago, Mr. Duke, who is now 57 years old, married Mrs. Holt, a famous Southern beauty of Atlanta, Ga.

Henry M. Konweiser, who recently retired from the Allen-Warfield Company, Newark, N. J., has joined the Wheeler Supply Company, dealers in hotel and restaurant supplies at Albany, N. Y.

Clover Farms Offering Fine Florida and Georgia Leaf

Samuel Lowenthal & Sons Claim to Have Best Tobacco Ever Handled by this Firm

The new crop of Florida and Georgia tobacco from the Clover Farms of Samuel Loewenthal & Sons shows every indication of being the finest ever offered by this prominent house. The burning qualities and other characteristics essential to good leaf tobacco are the best in every respect. Harry Loewenthal, of the firm, states that they will not offer this crop to the trade until after January first, when he expects it will have attained sufficient maturity.

Tobacco Growing under Shade on Clover Farm of S. Loewenthal & Sons Their Office is at 131 Maiden Lane, New York

Even with the approaching holiday season, trade is very brisk with this well-known house. Of their salesmen, Henry Frank is on a trip through New York State; J. Haas is making territory through the Middle West; J. Gold is keeping busy in Iowa; I. Newman is covering New Jersey towns; Ed. Hemple is in West Virginia, and Mr. B. Loewenthal is rounding up trade in New England with H. Gossman who makes his headquarters in Boston; Harry Loewenthal is gathering in business in the vicinity of New York.

OBITVARY

Death of George H. Valentine

Funeral of Well-Known Cigar Manufacturer Attended By Hundreds of Loyal Employees and Friends

IN the death of George H. Valentine, which occurred at his home in Womelsdorf, November 16, Pennsylvania lost one of its most respected and best known cigar manufacturers, and the firm of A. S. Valentine & Son, its senior member to whom is due largely the tremendous expansion of the business founded by his father, sixty-four years ago.

Mr. Valentine had been in ill health for some months, being stricken while visiting Atlantic City. For a time, however, he seemed to rally, and when he reached his home in Womelsdorf, he seemed to be convalescing. Later he had a relapse and, in spite of the best medical aid, he gradually sank and two days before his death lost consciousness. Death was primarily caused by Bright's disease.

The deceased was known in the cigar trade throughout the United States, having for twenty-nine years represented the house on the road. People with whom he came in contact, not only admired his business acumen, but were drawn to him by his magnetic personality and pleasing manners. He was known as a "hale fellow, well met," and his death will cause many an ache in the breasts of his legion of friends in the trade.

In recent years, Mr. Valentine had turned over the details of the management of the business to his son, Leroy R. Valentine. Mr. Valentine, Jr., has been actively identified with the business for more than fifteen years during which time he became the nominal head, and the mantle of the father could not have fallen on worthier or stronger shoulders.

Career of Mr. Valentine.

Mr. George H. Valentine was born in 1848, the year in which his father, Adam S. Valentine, began the manufacturing of cigars. At the age of twelve, George enlisted as a drummer boy in the Ninetieth Regiment of Pennsylvania Volunteers, being the youngest soldier in the field. In 1863, he re-enlisted in the Forty-second State Troops, under Colonel Hunter, and later joined the Fifty-fifth Pennsylvania, being honorably discharged at the close of the Civil War. Returning from the war, he for a time taught school at Pricetown, and when he became of age, his father took him into the business, and from that time the firm became known as A. S. Valentine & Son. Although the elder Valentine died many years ago, the title of the firm to this day, remains the same. Under his direction, the business grew rapidly, until today, the firm have factories in Philadelphia, Womelsdorf, Myerstown and Stouchsburg, with headquarters at Broad and Wallace Streets, Philadelphia.

It was during his regime that the "Betsy Ross," "Paul Jones," and "Tirador" and the "Flor de Valentine" brands developed tremendously and became popular national sellers.

Active in Financial Affairs.

The deceased had many financial and social interests outside of his business, being president of the Reading & Womelsdorf Railway Company, a director in the National Union Bank, Schuylkill Valley Bank, United Traction Company, Metropolitan Electric Company, and the Keystone Cold Storage Company, all of Reading.

Besides these interests, he was associated with a number of other enterprises, both in Womelsdorf and Philadelphia, and was an active member of the Masons and Knights Templar, as well as the Lulu Temple of Shriners in Philadelphia.

For more than forty years he took an active part in promoting the affairs of his home town, Womelsdorf, and in a quiet, unobtrusive way, did many charitable acts. Mr. Valentine's wife, Julia, nee Fidler, died about four years ago. In addition to his son Leroy, he is survived by four sisters.

Many Pay Last Tribute to Dead.

Associated with him in business was George A. Balsley, a nephew, who looked after the manufacturing end of the business, and George H. Valentine, a grandson of the founder of the business.

At the funeral, which took place November 21, at Womelsdorf, the Reverend C. E. Pflueger, of the Zion Lutheran Church of Womelsdorf, officiated. The floral tributes were numerous and beautiful. Interment was made at the Union Cemetery.

A number of the old-time friends and business associates as well as scores of loyal employees, to whom he had endeared himself, attended the funeral.

Among the mourners were noticed: John Van Miller, L. C. Albertson, George A. Crossman, A. C. Fisher, representatives of the firm; Louis Bythiner, of Philadelphia; Howard Stevenson, of E. Rosenwald & Brother; Ralph Levine, of H. Duys & Company; Irwin Loeb, of Leopold Loeb & Company; George Newman, Philadelphia broker; Charles Williamson, of Williamson & Moyer; M. O. Myers, of E. Spingarn & Company; Adolph Meyer, of F. Miranda & Company; H. H. Hammer, of Johnstown, Pa.; Robert J. Orr, of Pittsfield, Mass.; W. B. Growtage, of American Lithograph Company; William Yocum, of Yocum Brothers; W. W. Stewart, of W. W. Stewart & Sons; Frank Rader, of Rader-Ibach, Newmanstown, Pa.; Thomas Breneiser, of Reading, Pa.

Ernesto Ponce Dies in Portland, Maine

Ernesto Ponce, proprietor of the Granite Springs Hotel, on Long Island, and for many years a cigar manufacturer in Portland, Me., died at his home in that city recently at the age of seventy-one years.

Mr. Ponce was a native of Spain, and went to Havana at the age of sixteen. He came to Portland in 1867, and established himself in the business of cigar manufacturing, which he continued for many years. He had been in poor health for several years.

Robert Coleman Dies at Wynnewood, Pa.

Robert Coleman, of Wynnewood, Pa., ex-secretary of the McAndrews & Forbes Co., but retired for ten years, died at his home on November 20th. Mr. Coleman is survived by a widow, a son, and a daughter.

Abraham Glass, "Frisco" Salesman, Dead

Abraham Glass, aged sixty-five, a cigar salesman of San Francisco, died of apoplexy recently at his home in that city, 365 Noe Street. Mr. Glass had been ill for several months.

GEORGE H. VALENTINE

Born October 17, 1848 Died November 17, 1912

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Career of Mr. Valentine.

Mr. George H. Valentine was born in 1848, the year in which his father, Adam S. Valentine, began the manufacturing of cigars. At the age of twelve, George enlisted as a drummer boy in the Ninetieth Regiment of Pennsylvania Volunteers, being the youngest soldier in the field. In 1863, he re-enlisted in the Forty-second State Troops, under Colonel Hunter, and later joined the Fifty-fifth Pennsylvania, being honorably discharged at the close of the Civil War. Returning from the war, he for a time taught school at Pricetown, and when he became of age, his father took him into the business, and from that time the firm became known as A. S. Valentine & Son. Although the elder Valentine died many years ago, the title of the firm to this day, remains the same. Under his direction, the business grew rapidly, until today, the firm have factories in Philadelphia, Womelsdorf, Myerstown and Stouchsburg, with headquarters at Broad and Wallace Streets, Philadelphia.

It was during his regime that the "Betsy Ross," "Paul Jones," and "Tirador" and the "Flor de Valentine" brands developed tremendously and became popular national sellers.

Active in Financial Affairs.

The deceased had many financial and social interests outside of his business, being president of the Reading & Womelsdorf Railway Company, a director in the National Union Bank, Schuylkill Valley Bank, United Traction Company, Metropolitan Electric Company, and the Keystone Cold Storage Company, all of Reading.

Besides these interests, he was associated with a number of other enterprises, both in Womelsdorf and Philadelphia, and was an active member of the Masons and Knights Templar, as well as the Lulu Temple of Shriners in Philadelphia.

For more than forty years he took an active part in promoting the affairs of his home town, Womelsdorf, and in a quiet, unobtrusive way, did many charitable acts. Mr. Valentine's wife, Julia, nee Fidler, died about four years ago. In addition to his son Leroy, he is survived by four sisters.

Many Pay Last Tribute to Dead.

Associated with him in business was George A. Balsley, a nephew, who looked after the manufacturing end of the business, and George H. Valentine, a grandson of the founder of the business.

At the funeral, which took place November 21, at Womelsdorf, the Reverend C. E. Pflueger, of the Zion Lutheran Church of Womelsdorf, officiated. The floral tributes were numerous and beautiful. Interment was made at the Union Cemetery.

A number of the old-time friends and business associates as well as scores of loyal employees, to whom he had endeared himself, attended the funeral.

Among the mourners were noticed: John Van Miller, L. C. Albertson, George A. Crossman, A. C. Fisher, representatives of the firm; Louis Bythiner, of Philadelphia; Howard Stevenson, of E. Rosenwald & Brother; Ralph Levine, of H. Duys & Company; Irwin Loeb, of Leopold Loeb & Company; George Newman, Philadelphia broker; Charles Williamson, of Williamson & Moyer; M. O. Myers, of E. Spingarn & Company; Adolph Meyer, of F. Miranda & Company; H. H. Hammer, of Johnstown, Pa.; Robert J. Orr, of Pittsfield, Mass.; W. B. Growtage, of American Lithograph Company; William Yocum, of Yocum Brothers; W. W. Stewart, of W. W. Stewart & Sons; Frank Rader, of Rader-Ibach, Newmanstown, Pa.; Thomas Breneiser, of Reading, Pa.

Ernesto Ponce Dies in Portland, Maine

Ernesto Ponce, proprietor of the Granite Springs Hotel, on Long Island, and for many years a cigar manufacturer in Portland, Me., died at his home in that city recently at the age of seventy-one years.

Mr. Ponce was a native of Spain, and went to Havana at the age of sixteen. He came to Portland in 1867, and established himself in the business of cigar manufacturing, which he continued for many years. He had been in poor health for several years.

Robert Coleman Dies at Wynnewood, Pa.

Robert Coleman, of Wynnewood, Pa., ex-secretary of the McAndrews & Forbes Co., but retired for ten years, died at his home on November 20th. Mr. Coleman is survived by a widow, a son, and a daughter.

Abraham Glass, "Frisco" Salesman, Dead

Abraham Glass, aged sixty-five, a cigar salesman of San Francisco, died of apoplexy recently at his home in that city, 365 Noe Street. Mr. Glass had been ill for several months.

GEORGE H. VALENTINE

Born October 17, 1848 Died November 17, 1912

INTENTIONAL SECOND EXPOSURE

National Cigarette Production Increasing By Bounds

Increase During October of This Year of 462,574,240 Over Same Month in 1911---Only Decrease Noted is in Small Cigars

The output of cigars, cigarettes and manufactured tobacco of the country as compiled from the internal revenue receipts during the month of October, and as compared with the same month last year, is as follows:

	October, 1912. Number.	October, 1911. Number.	Increase.
Cigars	735,498,783	700,830,246	34,668,537
Little Cigars	98,731,466	111,820,773	*13,089,307
Cigarettes	1,384,187,088	921,612,848	462,574,240
Cigarettes at $3.60	2,000,401	1,462,302	538,099
Snuff, lbs.	3,110,325	3,099,282	11,043
Manufactured Tobacco, lbs.	36,714,674	34,078,309	2,636,365

*Decrease.

First Report On Leaf Tobacco Under Cantrell Law Issued

Washington, D. C., November 25.

A STATEMENT of the quantity of leaf tobacco held on October 1, 1912, was issued today by Census Director Durand. The statement summarizes the data collected in conformity with the Act of Congress approved April 30, 1912. This Act directs that all manufacturers of tobacco, other than the original growers, who, according to the records of the Bureau of Internal Revenue, manufactured during the preceding calendar year more than fifty thousand pounds of tobacco, two hundred and fifty thousand cigars, or one million cigarettes, and all dealers who, on an average, at the ends of the four quarters of the preceding calendar year, had more than fifty thousand pounds of tobacco in stock, shall make a report to the Bureau of the Census of the quantity of leaf tobacco on hand October 1 and April 1 of each year. The first report relates to October 1, 1912.

The types of domestic tobacco for which separate amounts are given are substantially the same as those adopted by the Department of Agriculture. Some concerns were able to report the actual weight of the tobacco, after shrinkage, at the time of the canvass, but others could only report that weight as marked on the packages at the time of packing. The weight of the tobacco as marked on the packages at the time it was placed in the warehouses or factories of the establishments was reported for 578,468,729 pounds, and the actual weight on October 1 for 468,935,831 pounds. The combination of these two amounts, or 1,047,404,560 pounds of leaf tobacco, is the total quantity held by the classes of dealers and manufacturers indicated on October 1, 1912. In making this combination no allowance has been made for the shrinkage that has occurred in the tobacco for which the marked weight was reported.

The following statement shows the number of pounds of unstemmed and stemmed tobacco of each type reported as on hand October 1, 1912. In this statement the quantity reported on the basis of marked weight and the quantity reported on the basis of actual weight have been combined without allowance for shrinkage of the former.

Types.	Pounds of Leaf Tobacco on Hand Oct. 1, 1912. Total Amount.	Per Cent.	Unstemmed.	Stemmed.
Total	1,047,404,560	100.0	916,732,009	130,672,551
Chewing, smoking, snuff and export types:				
Burley	215,307,012	20.6	143,062,964	72,244,048
Dark District of Kentucky and Tennessee:				
Dark fired as grown in Clarksville and Hopkinsville and Pacudah Districts	91,096,894	8.7	89,828,352	1,268,542
Henderson	1,022,912	0.1	1,021,707	1,205
Green River	42,876,262	4.1	38,557,051	4,319,211
One Sucker	22,586,298	2.2	22,037,160	549,138
Virginia Sun Cured	11,156,671	1.1	7,549,551	3,607,120
Virginia Dark	34,593,494	3.3	28,702,346	5,891,148
Bright Yellow District of Virginia, North Carolina and South Carolina	237,189,249	22.6	220,448,898	16,740,351
Maryland	6,644,252	0.6	6,395,275	248,977
Eastern Ohio Export	2,709,455	0.3	2,708,609	846
Perique, Louisiana	185,739	(1)	84,535	101,204
All other domestic	1,538,519	0.1	1,371,137	167,382
Cigar Types:				
New England, including Connecticut	43,777,427	4.2	41,515,006	2,262,421
New York	5,238,871	0.5	4,906,002	332,869
Pennsylvania	118,782,280	11.3	114,957,213	3,825,067
Ohio	89,575,075	8.6	86,738,768	2,836,307
Wisconsin	71,157,148	6.8	60,209,437	10,947,711
Georgia and Florida	7,676,950	0.7	7,348,911	328,039
Porto Rico	2,942,421	0.3	2,205,134	737,287
Imported Types	41,347,631	3.9	37,083,953	4,263,678

(1) Less than one-tenth of 1 per cent.

Peruvian Tobacco Monopoly Increases Revenue

As a Result of Government Management, Receipts Jump From $875,000 in 1909 to $2,000,000 in 1911

A REPORT to the United States Department of Commerce and Labor from Consul-General William H. Robertson, stationed at Callao, Peru, states that the total annual production of tobacco in that country is about 2,200,000 pounds. In 1909 the Peruvian government created for itself a monopoly of the manufacture, importation and sale of tobacco and its products, and in March, 1910, fixed the price of all domestic cigarettes throughout the republic at one-half cent each.

The tobacco exported goes chiefly to Bolivia, Brazil and Chile. Tobacco, snuff, cigars and cigarettes are imported from France, Germany Spain and Cuba, the value being from $75,000 to $100,000 per year. The revenue to the government in 1911 from tobacco was about $2,000,000, as against about $875,000 in 1909, before the monopoly was created. It is said that 327,055,550 domestic cigarettes were manufactured in 1910.

The Weston Loose Leaf Tobacco Company, of Weston, Mo., has increased its capital stock from $10,000 to $30,000.

The leaf tobacco firm of Hoskins & Schwartz, of Janesville, Wis., is spending between $7500 and $8000 in remodeling their warehouse in that city. They are adding a wing to the building, which will be one story high, and be used as an assorting room, furnishing space for ninety sorters, the packing rooms and presses.

Charles S. Morton, fifty-nine years old, a retired cigar dealer, died recently at 731 North Linden Avenue, Oak Park, Ill.

PHILADELPHIA.

Wholesalers Slashing Prices on Cigarettes

Situation Has Reached a Point, Says Prominent Jobber, Where Many Firms are Losing Money on it

ACCORDING to a prominent wholesale tobacco dealer who does a large business in Philadelphia, the cutting of prices on cigarettes has reached such a stage where many houses make no bid for the business. "There is absolutely no profit in it for us, and if others care to take the trade they are welcome to it," he said. "At the figures frequently shown to me by some of my customers," he continued, "those houses selling them their cigarettes are losing money by it. Where they come in on the deal is more than I can fathom. We are large and can afford to lose a little money, but where the smaller concerns expect to profit by such business methods is beyond my reasoning."

This is a cry which is being voiced by a number and is worthy of thought on the part of many jobbers. The cut-throat price cutting has reached a stage where a halt must soon be called. It the cigarette manufacturers expect to keep the co-operation of the dealers and wholesalers in the marketing of their goods some influence on their part to regulate the prices to a certain extent would not be amiss.

Wm. H. Roads, Local Retailer Fails

Operated Two Stores—Liabilities Said to be $2,000

Wm. H. Rhoads, the cigar dealer, with stores at 1411 Ridge Avenue and 1433½ Filbert Street, has failed, with liabilities approximating $2,000. The assets, including stock, it is said, will amount to about $300. Among the largest creditors is Harvey D. Narrigan & Co., of 118 North Twelfth Street, who are said to be losers to the extent of $972. Other wholesalers around town will also figure in the failure.

"Charles the Great" Boomer Visits Trade

Mr. Claude E. Turner, the energetic and affable representative of the "Charles the Great" factory of Salvador Rodriguez, Tampa, spent a few days in Philadelphia last week renewing old acquaintances among the trade, and incidentally, writing up some orders for dealers who know the selling value of his brands. Mr. Turner expects to make frequent visits to Philadelphia and his friends here will be glad to hear of this.

Pushing "Havana Ribbon" in City of Washington

"HAVANA RIBBON" sales for November are showing a healthy increase for Bayuk Brothers Company. The firm is badly handicapped in securing sufficient production to meet the increased demand and have a large number of orders on file unshipped.

Joseph McFetridge of the home advertising force is at the present time conducting an aggressive campaign in Washington, D. C., where William Deiches & Sons have jurisdiction. Mr. McFetridge reports the "Havana Ribbon" to be gaining in popularity and looks for the brand to be one of the retail leaders at the National Capital.

Emze Cigar Store Changes Hands

The Emze cigar store, at 34 North Thirteenth Street, has changed hands. The store has been purchased by Theodore Suderly, who will continue the business along the same lines as done before by the Emze Cigar Company, who will confine their efforts to manufacturing cigars at their factory, 221 North Twelfth Street. Their principal cigar is the "El Vendura," a nickel brand.

"Heartsease" Packed Differently for Holiday Trade

The T. H. Hart Company are showing their "Heartsease" brand, packed in fifticths in boite nature boxes, especially gotten up for the holiday trade. It is attractively prepared and should fit in well when the Christmas rush for tasty cigar gifts is at hand.

"Counsellor" Representative Calls at Factory

Paul J. Eckenroad, a representative of Allen R. Cressman's Sons, covering Scranton and surrounding territory, was a recent visitor at the local factory. Mr. Eckenroad is known as a salesman who literally "eats, sleeps and dreams Counsellors," and naturally when it comes to booking the orders he is right on the spot. The northeastern part of Pennsylvania is one of the strongholds of the "Counsellor."

Among the Philadelphia cigar and leaf tobacco men now in the city of Havana are: Louis H. Eisenlohr and C. H. Eimerbrink, of Otto Eisenlohr & Brothers; John H. Kolb, president of the Theobald & Oppenheimer Company; Ventura Blanco and Leopold Loeb, of Leopold Loeb & Company.

Quaker City Items

Sig. C. Mayer has just returned from a trip through the South and Southwest.

Robert E. Lane, the "Partagas" representative, was among us last week calling on his many friends.

The Finley Acker stores are preparing for their usual Christmas rush. They promise some fine packings for the holiday trade. The "Reynaldo" cigar, made by Luckett, Luchs & Lipscomb, and jobbed in Philadelphia by Terry & Duncan, has been added to their lines of goods.

Ed Marshall, the Pacific Coast representative of Sig. C. Mayer & Company, has been in Philadelphia for the past three weeks, and expects to return to his headquarters in Los Angeles this week. Mr. Marshall reports that "El Wadoras" are selling well on the Coast, and that the new brand of "Rey-O-Mas" are taking hold in a very satisfactory manner. The Max Roth Cigar Company are distributors of these brands in Los Angeles.

Leopold Loeb, president of the Loeb-Nunez Tobacco Company, sailed for Havana November 16th on a purchasing trip. The Loeb-Nunez Company is a new Pennsylvania corporation, capitalized at $50,000, with Mr. Loeb as president, and his son, Irwin Loeb, as secretary and treasurer. They will deal at wholesale in tobacco of all grades, having their offices at 306 North Third Street, Philadelphia.

A. M. Schwartz, advertising manager for Bobrow Brothers, is receiving congratulations upon his marriage to Miss Della Simon, an attractive Philadelphia girl, who became his wife on November 20th. After a week's honeymoon tour, spent at Atlantic Coast resorts, Mr. Schwartz returned to Philadelphia this week, and is again on the job directing the publicity end of the "Bold" cigars.

Holiday Orders for Thomas Martindale & Company

The retail trade is beginning to show a decided improvement according to Col. Robinson, manager of the cigar department of Thomas Martindale & Co. The holiday rush will soon be on them, for which they have carefully prepared. The Christmas orders for the firm were sent in some time ago and will soon arrive. In Havana goods they included such sterling brands as the "American," of E. Regensburg & Sons; the Cuesta-Rey line, and also that of Sanchez y Haya, which brands they handle in this territory.

John Kolb of T. & O. off for Cuba

John Kolb, of Theobald & Oppenheimer Co., is on a trip to Cuba looking over the market. He will be away about ten days.

A late visitor at the factory was M. Mendelsohn, of the Hudson Cigar Company, Hudson, N. Y.

D. C. Hermes, Denver Dealer, Drops Dead

D. C. Hermes, retail cigar dealer of Denver, Colo., dropped dead from an attack of heart failure in that city recently. Mr. Hermes was proprietor of the cigar stand in the Railway Exchange Building. He was forty years of age.

Cleveland Dealers Feel Brisk Holiday Rush

The J. T. Snyder Company to Open New Store in Toledo—Stern Cigar Company Open For Business

CLEVELAND, O., November 28.

THANKSGIVING DAY was ushered in by our first fall of snow of the winter. Cigar merchants especially have every reason to be thankful, as the prospects never were better for a holiday season.

The J. B. Moos Company report their special holiday packings and "La Preferencia" and "El Principe de Gales," "Permits" and other standard brands are selling rapidly, and their salesmen will soon be forced to stop taking orders, as they are not able to get goods fast enough from the factories.

J. T. Morton, of the Havana-American Company, and C. S. Berger were in town last week, looking after their respective brands.

W. A. Bonn, of the American Cigar Company, is doing some fine introductory work on "La Natoma" with the J. B. Moos Company salesmen.

The campaign on "Omar" cigarettes is still being carried on in this territory, and the brand is rapidly forging ahead.

Duncan Melliers is here in charge of the placing of the "Zubelda" brand of cigarettes of P. Lorillard Company, and is doing great work with the help of catchy ads in local newspapers. "Zira," the new five-cent cigarette, is also being introduced here.

The London Whiff Cigar Company report their factory very busy. They are doing exceptionally big business on their "Flor de Venice" and "Moses Cleveland" brands.

The J. T. Snyder Company will open a new store in Toledo, November 30. Joseph T. Snyder was in Cleveland this past week looking for new locations. Business is booming. The outlook is so good that if they can secure the proper locations, they will open several more stores in Cleveland. Immediately after Thanksgiving they will start making window displays of holiday packings, pipes, and fine imported tobaccos. Mr. Heane, the local manager for the company, looks for a tremendous holiday business.

Frank Horning, of the H. Anton Bock cigar factory, New York City, was in town this week.

The Pyle & Allen Company report business on all lines very big. The men are coming in with a stronger volume of business than last year. Many back orders are unfilled, and they are despairing of getting all their goods for holiday shipments.

Victor Torsh, representing T. J. Dunn & Company, who was here last Wednesday, says the factory is so far behind they can't give any encouragement on filling orders. They report they have never been in such bad shape for filling orders since they have been in business. The Pyle & Allen Company are two million oversold on "New Bachelors." The retail business is one week ahead of last year. People are putting in their holiday orders now. They are also having a big demand for "Sanchez & Haya" and "Bachias," and are doing a big business on the "C. A. C." brand of Key West goods.

Mr. Weideman, of the Kent factory, South Bend, Ind., was in town this week.

The twenty-seventh was the opening of the Stern Cigar Company, souvenir day brought them a crowd of people. Mr. Stern anticipates a very large winter business.

M. E. Loeb, formerly with the Ology cigar factory, has embarked in the jobbing business in Canton. He opens up December 1, with six good selling lines of cigars.

Canton and vicinity being his old stamping grounds for the past seven years, there is no doubt but what this will be one of the successful jobbing houses of this territory.

I. J. Mittelberger has returned home for the holidays after a very successful trip.

J. B. Shields, of the Shields-Wertheim Company, is home from a Western trip, with a stack of orders that will keep their factory busy for a while. The boys are all getting in for their December rest. The factory is working at its utmost capacity trying to keep abreast of orders on their "La Saramita" brand.

The Fred G. Gollmar Cigar Company are only sorry that their quarters are not twice as large to take care of their big assortment of Christmas cigars. They are coming in too fast to handle. Mr. Gollmar expects a very large holiday business.

Morris Glicksman has about given up hopes of moving into his new location, in the Leader Building, before the holidays. He is now making preparations in his other locations to handle the large holiday business there.

Manager McGuire, of the Stranahan Company, is about again after a brief illness. The improvements that he has made in the stand in the Arcade have caused much favorable comment.

Nate Seidman, president of the Century Cigar Company, has but one worry, and that is, that he is praying for the cigars he has ordered a while ago to arrive. Business is exceptionally good with him, and he will be found on the job every minute.

Nate Weisenberg, of the Euclid Arcade cigar stand, has certainly loaded up, and is looking for the holidays, but has no fear of carrying any stock over, as business conditions are improving in Nate's location.

Stace & Vincent's Euclid Avenue Store had a very beautiful show window this week. "Stivanas," their leading five-cent cigar, was very beautifully displayed, and they are doing a very big business on this brand.

M.

all that's new with JOBBERS and DISTRIBUTORS

Members of Reid Tobacco Company Tendered Banquet

Altoona Branch Acts As Host to Officers and Salesmen of Parent Concern in Milton, Pa.

SATURDAY, November 23rd, will be a long remembered day by the officers and salesmen of the Reid Tobacco Company, of Milton, Pa., whose branch house at Altoona is one of the largest wholesale cigar establishments in Western Pennsylvania. This day was the occasion of a visit of the officers of the concern located in Milton to the Altoona establishment, at which time they were tendered a banquet at the Logan House, following an inspection of the branch house on Green Avenue.

John F. Kauffman and his force of twenty-one employees formed a reception committee that received William W. Anspach, president of the Reid Tobacco Company; H. R. Karchner, first vice-president; J. C. Lindner, secretary and treasurer, and a number of accountants and salesmen.

The Milton visitors and the Altoona branch force met in the Logan House at eight o'clock, at which time the banquet was held. After the feasting had come to an end, Mr. Kauffman, manager of the Altoona branch, made an address. He was followed by Fred M. Kelly, and a number of others who spoke on selling and advertising.

The Reid Tobacco Company was founded by Marshall Reid thirty-one years ago, at Milton, Pa. Later he associated with him Charles Myers and Reuben Wilson, his brothers-in-law. The business grew and prospered, and twenty-six years ago W. W. Anspach and H. R. Karchner became affiliated with the concern. The company was incorporated as the Reid Tobacco Company in 1906, and since then it has enlarged its business and extended its territory until it does a very large wholesale business throughout Western Pennsylvania. The business of the Altoona branch of the concern has been well developed within recent years, and it is doing a business that ranks close to that of the Milton house.

R. L. Olive to Represent Wheeling Stogie House

The Little Pet Stogie Company, of Wheeling, West Virginia, has appointed R. L. Olive, of Kansas City, Mo., a broker, to represent them in the states of Missouri, Kansas, Iowa, Nebraska, Oklahoma and Colorado. Mr. Olive is said to be one of the live brokers in the Western field, and the Wheeling manufacturers have every confidence that he will meet with success.

Parker-Gordon Company Sued By Former Salesman

Andrew F. Griffith, formerly a tobacco salesman for the Parker-Gordon Cigar Company, of Omaha, Neb., has brought suit against that firm for $17,940. The salesman quotes a contract which he asserts was signed November 17, 1911, providing for his employment for three years, beginning January 1, 1912, at a salary of $135 per week, with a bonus in case of sales exceeding a certain amount. He claims that on November 19th last, he was dismissed without cause, and asks for the payment of the salary due him for the next three years, in addition to the bonus.

Mason, Ehrman & Company Take On "La Mega"

MASON, EHRMAN & CO., of Portland, Oregon, the large wholesale house, has taken on for distribution in that territory the "La Mega" cigar, manufactured by V. Guerra, Diaz & Co., of Tampa. The deal was put through by Harry Robare, one of the firm's travelling representatives. One of the first orders is for 250,000, which will be shipped out to the Portland house as soon as possible.

Wrappers of 1912 Havana Please Western Smokers

That the new 1912 wrappers on the clear Havana cigars are not causing the universal dissatisfaction that was at first predicted, has been proven by the statement of C. W. Schuech, manager of the cigar department of Schwabacher Brothers & Co., of Seattle.

This wholesale house recently received a carload of "Loveras" which included their holiday order. From Mr. Schuech's report, the smokers are beginning to realize the quality of the new tobacco and are buying accordingly.

Rosenfeld-Smith Company Move to New Location

The Rosenfeld-Smith Company, of Seattle, is completing preparations to remove to their new location at Fourth Avenue and James Street, in that city. In their new establishment they claim they will have the most complete facilities for carrying on and extending their business.

Holiday Packings of "Rey-Oma" Favorably Received

The new Holiday packings of the "Rey-Oma" cigar, made by Sig. C. Mayer & Co., have made a pronounced hit with the trade in St. Louis, the stronghold of the Mayer brands. The Parker-Gordon cigar company, of St. Louis, are the jobbers of the "Rey-Oma," and also the "El Wadora," another Mayer cigar.

Pushing "Bella Mundo" in Middle West

J. J. Mittelberger, the Middle West representative of the Neumann & Mayer Company, of Philadelphia, has been doing some excellent missionary work in that region for the Philadelphia firm's "Bella Mundo" cigar. He has been assisted in this campaign by Leo. W. Mayer, a member of the manufacturing concern.

Big Fall Trade for National Grocery Company

The National Grocery Company, of Seattle, which is one of the big wholesale houses in that section of the Coast, reports one of the heaviest seasonal trades in years. Among their heaviest sellers at present they report the "Optimo," "Chancellor," "El Wadora" and "San Felice," for which cigars they are the distributors in the Pacific Northwest.

Wholesale Trade Items

Frank Harrington has purchased the jobbing and retail business of Clyde Evans at 3812 Burnside Street, Portland, Ore. Mr. Evans has been in business for more than fourteen years.

The "King's Court" cigar, made by the Hernsheim Company, of New Orleans, is being pushed vigorously on the Pacific Coast by the manufacturers and Glaser Brothers, the San Francisco distributors, who claim that it has been placed in almost every worth-while store in that city.

The "Velvo" cigar, manufactured by the San Telmo Cigar Manufacturing Company, of Detroit, has become one of the leading sellers of Rosenthal & Bendeton, the Boston wholesale house, who report increasing business on this brand.

J. F. Carmony, a factory representative of the 44 Cigar Company of Philadelphia, is pushing with renewed vigor that popular nickel Philadelphia piece of goods in St. Louis. He is working with the William A. Hoelscher Cigar Company, the wholesalers.

The wholesale cigar house of Smith Brothers Company, of New Orleans, reports an increasing trade on "Havana Ribbons," Bayuk Brothers Company.

Among the big sellers of the trade in New Orleans are the "El Verso" and "San Felice" cigars, manufactured by the Deisel-Wemmer Company, of Toledo, Ohio. The jobbers in the city are the Southern Cigar Company.

Bondy & Lederer Pushing "Lawrence Barrett"

The "Lawrence Barrett" cigar, manufactured by Bondy & Lederer, is being pushed aggressively along the Pacific Coast by means of the liberal use of space in the morning newspapers in that section. This is true particularly of Seattle and Tacoma, where several of the Bondy & Lederer salesmen are following up this advertising campaign with good results. Harry Dalton and Henry Wood are the two representatives now covering that territory.

British-American Cigar Stores Company Opens Up

The first office of the British-American Cigar Stores Company has been opened in New York City in the Carlton Chambers at Madison Avenue and 47th Street. It is said that this locality is one which the United Cigar Stores Company had looked over carefully in deciding to place several new stores. The new chain stores will be distinguished from their American competitors by a blue and gold sign.

James Sears, of Lancaster, O., will shortly move to Bucyrus, O., where he intends to conduct a cigar store which he recently purchased.

An inventory of the estate of William A. Schutz, the late St. Louis cigar man, which was filed in that city recently, gives the value of his personal estate as about $34,000. He held stock to the value of $25,000 in the Rice Mercantile Cigar Company of which he was vice-president.

Letters to the Editor

Who Makes the "Marmora" Cigar?

NEW YORK, November 21.

Editor TOBACCO WORLD.

Kindly let me know who makes the "Marmora" cigar, or what lithograph company published the label? It is the picture of a young lady.

Yours very truly,
MRS. M. LUCHS.

It Has Often Been Done

CHICAGO, November 18.

Editor THE TOBACCO WORLD.

Dear Sir:

Kindly inform me if it is necessary to get the consent of the relatives of a prominent citizen, deceased, in order to use his name, accompanied by photograph, as a title for cigar?

Yours very truly,
P. A. KAUFMANN.

Answer.—As far as we know, it is not necessary to obtain consent.

Morgan Cigar Company, Makes it

DENVER, COL., October 23.

Editor THE TOBACCO WORLD.

Sometime ago while in a western town I bought a cigar called the "Juan de Fuca." I think it is a Tampa brand. Can you tell me who the manufacturers are, and oblige,

A SALESMAN.

Answer.—This cigar was registered by Sanchez, Rodriguez & Co., of Tampa, Fla., in September, 1901. The cigar in question is now being made by Morgan Cigar Co., Tampa, Fla.

Don't Mention It

KANSAS CITY, MO., November 18.

Editor TOBACCO WORLD.

I received your certificate of registration for the title "O-Tak-A," and desire to thank you for your prompt attention to this matter. With kindest regards, I remain,

Yours very truly,
W. C. MUSSELMAN.

Manufacturer Operating Ninth District Factory

ROCK ISLAND, ILL., November 16.

Editor THE TOBACCO WORLD.

Dear Sir:

Kindly inform me as to where is located Factory No. 317, Ninth District, Pa. Please give me name of the proprietor, also.

Yours very truly,
B. FISHER.

Answer.—H. J. Roth & Co., McSherrystown, Pa.

Two Million Dollar Firm Organized in Maine

The Havana Consumers Company is the firm name of a new concern organized in Kittery, Me., for the purpose of manufacturing and dealing in tobacco in all its forms, with a capital stock of $2,000,000, of which nothing has been paid in. The officers named are president, Horace Mitchell; treasurer, H. A. Paul, both of Kittery.

Michael Grauley Dies in Philadelphia

Michael Grauley, brother of Henry B. Grauley, the well-known Philadelphia cigar manufacturer, died November 10, in his home in Philadelphia at the age of seventy-three. Mr. Grauley was associated with his brother as a salesman for many years, and retired about two years ago. He is survived by a wife and three children.

Western Cigar Dealers to Extend Association

Meet in Tacoma—Washington and Oregon Hope to Include California in Organization

SEATTLE, November 11.

A MEETING of the board of directors of the Washington Association of Cigar Dealers will be held Tuesday afternoon in the Tacoma Hotel. W. L. Alfred, of Tacoma, president of the association, will preside, and C. L. Nelson, of Seattle, state secretary, will be present. A large attendance is expected in view of the proposed extension of the Western Association of Cigar Dealers, of which the Washington Association is a member.

The two states represented in the assocation so far are Oregon and Washington. The Washington Association was organized last January and the name changed to Western Association to permit Oregon dealers to come in. A separate set of officers was also chosen at the time of the consolidation.

Mr. Alfred and Mr. Nelson left for Portland, Ore., to take part in the meeting of the Oregon Association. The object of their visit is to pledge a large Southern representation at the second annual meeting of the association, to be held in Tacoma, January 14 and 15.

About two hundred cigar dealers, jobbers and manufacturers will participate in this meeting. A large delegation also being expected from California, where the cigar dealers are organizing. Both Los Angeles and San Francisco will be represented, it is known. The consolidation of the California organization with the Western Association and extension of the latter to all the Western states is being planned. The object of the association, according to Mr. Alfred, is the organization of the independent dealers against the alleged cigar trust.

A double election will be the feature of the Tacoma meeting in January. One election will be that of the state officers of the Washington Association, and the other that of officers of the general association. President Alfred, of the State Association, is being boomed by his friends for the Western presidency to succeed J. R. Brewster, of Seattle.

Both the business and the social session of the two days' meeting will be held in the rooms of the Commercial Club and Chamber of Commerce. In connection with the social phase of the meeting, a banquet will be held in the club rooms at six o'clock Tuesday night, January 15, with a ball following the banquet at nine o'clock.

Latest Doings Among Seattle Dealers

Many Brands Being Pushed With Renewed Vigor—Retail Trade Increasing Nicely

Seattle, November 23.

F. J. CHASE left for Spokane with a crew to work "Zubelda" cigarettes.

Adolph Sincheimer, of Portland, has been in the city talking "Flor de Moss."

Johns & Bibby report a big cigar business. Many Alaska people have come down for the winter, which helps to increase the cigar business.

Tim Caughlin, of Tacoma, reports a very big business on union made goods, his leaders being "Winegold" and "Union Scout."

J. Aronson, who recently added another store to his chain, reports a very big business.

Business in western Washington is not as good as it was a few weeks ago.

J. S. McCaughey, of Portland, is in the city working his new line. Mr. McGaughey has for many years been connected with the American Tobacco Company on the Pacific Coast. He now is in the brokerage business in Portland, Ore., in company with Mr. S. Comer and A. H. Wahl. Mr. Comer and Mr. Wahl also were connected with the American Tobacco Company on the Pacific Coast.

E. M. Elam, Pacific Coast representative of P. Lorillard Company and the Federal Cigar Company, spent several days here visiting with jobbers.

R. L. Brannock, division salesman for the R. J. Reynolds Tobacco Company, reports a big increase on "Prince Albert" in the State of Washington.

Sam Lavroff, formerly a local sub jobber here in Seattle, has moved his stock to Tacoma and reports a very satisfactory business.

There are some very attractive window displays in the city on "Imperial" cigarettes.

F. B. Bourg, Incorporated, report very satisfactory sales on the "44" five cent cigar, which is a new brand in this market. They are also meeting with big success on their clear Havana goods, manufactured by F. Garcia & Bros., of Tampa.

Sol Hart, of Hart Cigar Company, of Portland, was a visitor here last week.

G. Whitaker, president of the John Bollman Company, was a recent visitor in the city.

W. B. Wallace, Pacific Coast representative of Turco American Tobacco Company, left recently for San Francisco on a business trip in the interest of his various brands.

Dave Erdrick, Pacific Coast representative of S. I. Davis & Co., was a recent visitor in the interest of "El Sidelo" cigars.

EARNEST.

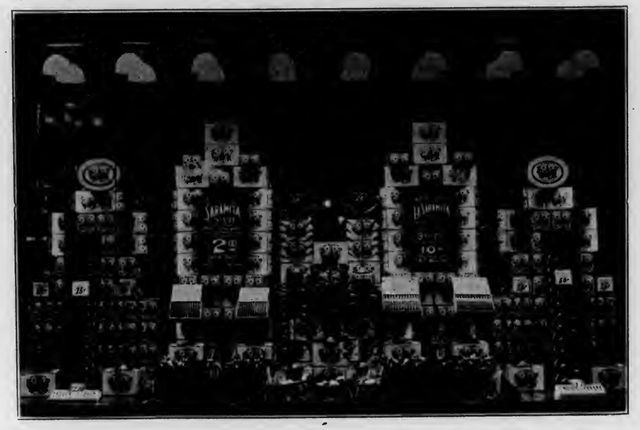
M. A. La Fond Remodeling New Store

M. A. La Fond, a Detroit, Michigan, cigar dealer, has taken a five years' lease of the store at 127 Woodward Avenue, that city, and is remodeling the place preparatory to opening a cigar and tobacco store. The place has seventeen feet frontage, with a depth of forty feet. Mr. La Fond plans to have the entire interior, including the show cases and humidors, finished in red glazed tile.

ARTISTIC "LA SARAMITA" DISPLAY

This artistic window trim of "La Saramita" Cigars, manufactured by Shields-Wertheim Company, of Cleveland, recently appeared in the Main Street store of Eisenberger Brothers, Dayton, Ohio.

Eisenberger's store is known as the "Cigar Store Beautiful," which from the point of beautiful and luxurious appointments is considered one of the best in the Middle West.



Number and Volume of Orders Never Before Exceeded—Local Leaf Office of Jose Suarez & Company Closed

TAMPA, FLA., November 26.

NEVER before has the cigar industry of Tampa experienced such a remarkable holiday season as this one. It has been remarkable not only in the number and volume of the orders received but also in the duration of the rush period. Invariably, by this time of year, the holiday orders have practically ceased, and it became necessary to cut down forces and hours of work. At present, however, there is no apparent let-up in the rush of orders, and the factories are forced to keep up their extra force and extra time program. For the past month, the larger factories have been working all the men who could be induced to accept the employment, not only at night but on Sundays, and the regular pay day has been shifted from Saturday to Sunday afternoon. The business from the Pacific Coast especially has been unprecedented.

A leading manufacturer said yesterday that for the first time in the history of the Tampa industry it could be said that fully two thousand additional cigarmakers could be given work.

The manufacturers ascribe the unusual business of the season partly to the general prosperity, which has not been affected by the presidential election, and partly to the fact that the clear Havana cigar is regaining the prestige which it was attempted to deprive it of when a number of dealers began featuring cheaper cigars of other manufacture. Practically all of these dealers found, when the holiday season approached, that their trade called for clear Havanas and they were ready and anxious to send in their orders when the representatives of Tampa houses called. Among those ordering Tampa cigars this season are noted a number of firms which temporarily adopted other makes, and this greatly increased the demand on the local factories.

Jose Lozano, who is spending the winter at the local factory, assisting manager H. S. Foley in his arduous work, has become a popular resident of the city and has made many friends. This factory has been doing a record-breaking business.

A. L. Sylvester, of the Havana-American Company, was a recent visitor, on his way to Cuba.

J. J. French, of Quiros, Villazon & Co., has met with great success introducing the brands of his new house on the road. This firm had much trouble because of the scarcity of cigarmakers and boxes.

Edward Wodiska will remain in Tampa until after Christmas. He is especially proud of the handsome "Julia Marlowe" Christmas package, which is a work of art.

E. G. Hester, formerly manager of the Havana-American interests here, but more recently in the automobile trade, expects to return to the tobacco world before many weeks, but has not yet announced his definite intentions. Mr. Hester is here, after an extended stay in the East.

Since the death of Estanislas Ortiz, of Ortiz, Caras & Company, one of the pioneers of the local cigar trade, the business has been continued with Charles Monrose acting for the Ortiz estate. Mr. Monrose probably will remain with the house, and the business will be continued by himself and Mr. Caras.

Francis Bolano is spending his first season here and is delighted with the way things have been going.

Jose Garcia, of F. Garcia & Brother, is among the Tampans who have recently returned from visits to Havana.

Lawrence Gunst, of the M. A. Gunst Co., reports that his house has on file many orders to be filled in 1913.

The local leaf office of Jose Suarez & Company is to be closed and the business transferred to New York. Ramon Menendez, in charge here, is to go to the Havana office and Emilio Suarez will have charge of the New York headquarters.

Robert Patterson, who sells "C. H. S." cigars for Val. M. Antuono, "worked himself out of a job" and is resting here while the factory catches up with his orders.

Harold McFall, office manager for the M. A. Gunst Company here, has been appointed office manager for the Diligencia factory, Key West, owned by this company.

Sanchez & Haya are sending out thousands of post-card sets, illustrating the process of cigar manufacture, which make a very neat and instructive advertisement.

"Charles the Great" in Attractive Holiday Attire

Salvador Rodriguez Issue Folder, Illustrating in Colors a Packing Unusually Tasty and Appealing

THE standard old Havana and Tampa house of Salvador Rodriguez is sending out from its New York office an attractive folder, showing the holiday packings of the firm. The brand illustrated in the folder is of the "Charles the Great." It contains ten selected styles, tastily packed (twentieths) in as many separate compartments. Each cigar has a fancy ring. The box is in two parts, closes like a book and is sealed under a wrapper of transparent paper, through which can be seen the trade-mark, "Charles the Great." The combination presents a highly desirable and most attractive holiday offering in every way.

In putting their product in the right light before the dealer they state in part:

You will have as many calls for Havana cigars this season as ever.

Men are critical when they buy a Havana cigar. The quality, the shade, the weight—all are taken into consideration, and to a greater extent than with other cigars. They know more about Havana cigars, and expect more.

You'll not find a Havana cigar selection in the country like ours. It isn't possible to get better tobacco or better style and workmanship than we show. We have the buying wisdom of the highest tobacco authority in America; and in Havana cigars, as in Havana tobacco, the selection of leaf is the chief factor. It isn't knack—but knowledge, sound judgment and experience which enables us to serve you from the cream of the Cuban leaf market.

We control the product of entire plantations—none but the best. We know that our variety of styles, the whole year 'round, is the greatest stock of its kind in the country. We can serve you promptly and fill your mail orders at once.

See that your stock of Havana cigars is from accredited factories and ample. The height of Havana cigar demand will be with you quickly. Is your stock right?

Salvador Rodriguez cigars can make it right.

Ferdinand Hirsch Factory Starts Operations

Reports from Key West, Fla., state that the factory now known as the Ferdinand Hirsch, which was recently acquired by Park & Tilford, of New York, has started operations. A. W. Arnold, formerly manager of the plant, has been retained.

James M. Batterton, who has been general manager of the Fernando Hirsch Company's business, will no longer serve in that capacity. Mr. Batterton has been manager and president.

United Secures Location of Leo. Abraham & Company

The Caswell Building, store of Leo Abraham & Co., Milwaukee, will be discontinued by that firm at the end of this year. This has been one of the best locations of a string of stores operated by that concern in Milwaukee.

Following the vacation by Leo Abraham & Co., the place will be occupied by the United Cigar Stores Company, who, it is understood, have taken it for a term of years. Leo Abraham, head of the Milwaukee house, has announced that they have another location in view, and will probably open it before very long.

The new "Hoyo de Cuba" labels of the San Martin & Leon Company are both unique and handsome. They cover the entire box and are done up in the finest style of the art. Charles Castillo, of this company, has closed a number of important deals among them, with the Waldorf-Astoria Segar Company, of New York City, for which San Martin & Leon will make a special brand.

A. L. Cuesta is on an extended trip. The Cuesta, Rey & Company factory has been one of the busiest in the city, and the output for the past month has broken all records. The "White Heather" brand has proved very popular with the holiday trade.

Jorge Leon, of San Martin & Leon, is in Cuba, superintending the planting of the new crop on the various plantations owned by his firm.

PERFECTO.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, November 25.

THE export of cigars, from the port of Havana, during the first half of November, as per official customhouse returns, were as follows:

From November 1 to November 15, 1911	13,498,087 cigars
From November 1 to November 15, 1912	7,567,459
Decrease during the first half of November, 1912	5,930,628 cigars
From January 1, 1911, to November 15, 1911	164,546,899
From January 1, 1912, to November 15, 1912	152,457,945
Decrease during the first ten and one-half months of 1912	12,088,954 cigars

While we expressed our dissatisfaction in our last correspondence that the increase in the second half of October was below the expectation, we are now dumbfounded, what to say, about this terrible shrinkage in our exports during a short two weeks' time. It almost looks as if there was a conspiracy of all the Havana cigar consuming countries to curtail their imports as much as possible. That the threatening war cloud in the Orient might have influenced the calls from Europe temporarily, we can readily understand, but how can we explain in the face of good crops and good business, in nearly all branches of trade in the United States, a falling off in our exports of over three million cigars in two weeks time, when we ought to be at the height of the season? If our cigars had been poor we might be able to give this as an easily understood solution of the riddle, but the contrary is the case, as the cigars made from the 1912 crop are delicious and have never tasted as fine for a long number of years. Neither can we believe that the American smokers have resolved to quit smoking, as we know by experience that this is the habit which clings most tenaciously as long as we enjoy good health. We shall not ponder any longer over this subject until we shall know the final figures of the exports of the second half of this month, as the same might possibly turn the tables again in our favor.

The following factories are working strong and have all the orders they can take care of, viz: H. Upmann, Partagas, Romeo y Julieta, Henry Clay & Bock & Co., Limited, Castañeda, Sol, Eden, Flor de P. A. Estanillo, La Flor de José Otero, Hoyo de Monterey and C. E. Beck & Co.

Don Manuel A. Suarez (and Codoves) had been elected as a member of the Cuban Senate during our last elections of the 1st inst., and as he is the president of the Association of Leaf Dealers, Packers and Growers of Leaf Tobacco of the Island of Cuba and a universal favorite in the leaf trade, his many friends organized a banquet in his honor. The same took place in the Hotel Inglaterra on the evening of the 14th inst. Covers had been laid for 150 persons. Besides almost the entire leaf trade, some manufacturers and our commission merchants, there were also present our Governor, General Asbert; the ex-treasurer, Don Marceline de Villegas, now connected with the Territorial Bank, and other personal friends of Don Manuel A. Suarez. The utmost cordiality prevailed, and it was unanimously voted as one of the most pleasant social entertainments which had taken place. The dinner was excellent; the wines and cigars all that could be desired. The dean of the leaf trade, Don José Antonio Suarez, although now retired, notwithstanding his four score and more of years, was as jovial as any of the younger members. There was a flood of electric lights, flowers, music and singing, as well as some dancing in the wee sma' hours. The press had been attentively invited, and Don René Berndes deserves the thanks, how he managed to draw the three centenes for the cover, from all the leaf dealers that he had visited, there being not one that refused to contribute, besides attending to all the details in the arrangement.

Our old time friend, Mr. Walter Himmel, is again in business with Mr. Carlos Arnoldson, Consul-General of the Netherlands, and an opulent banker and commission merchant, under the style of Carlos Arnoldson & Co. Their leaf warehouse is situated at 55 Estrella Street, and Mr. Himmel is the moving spirit, as Mr. Arnoldson is not quite so conversant with tobacco. The firm has a good assortment of Vuelta Abajo, Semi Vuelta, Partido and Remedios tobacco, which it might be of interest to future buyers to look at, provided, of course, Mr. Himmel should not dispose of them in the meantime, as good tobaccos do not need to go begging this year.

Don Antonio M. Calzada is on deck again and intends to hustle in the leaf trade as formerly. Just previous to the election he had been an active campaign worker in the interest of his former comrade, General Menocal, during the three years' war, when Don Antonio was aide-de-camp to the general, with the rank of major. However, Don Antonio is no politician, but he could not refuse to help his friend as much as it was in his power to do so, even if thereby he was out of pocket to the tune of a fairly large amount. After all, the almighty dollar does not rule supreme everywhere and disinterestedness still exists.

Shippers from the port of Havana, during the last fortnight, above 300 bales, were: Sylvester & Stern, 1,774; Adolfe Moeller, 1,225; I. Kaffenburgh & Sons, 1,169; H. Upmann & Co., 943; Leslie Pantin, 939; J. Bernheim & Son, 887; Miguel V. Perez, 879; Garcia & Co., 873; C. E. Beck & Co., 776; Monroe Commercial Company, 603; Mark A. Pollack, 591; Manuel Suarez, 575; Selgas & Co., 414; Bridat & Co., 365, and Ernest Ellinger & Co., 340 bales.

ORETANIV.

Problem Regarding Cuban Guarantee Stamp Solved

Under New Ruling, Havana Manufacturers Are Allowed to Put Stamps On Empty Boxes Going Forward With Shipment

THE problem among the Cuban cigar exporters regarding the trouble caused by their inability to comply with the new law about the guarantee stamps, has been solved by the government.

The dissatisfaction was caused by the practice of shipping cigars to Buenos Ayres in very thin cedar boxes resembling cartons. This is done to save expense, as the tariff is levied on the gross weight. Importers receiving cigars so packed, were accustomed to re-pack them in cigar boxes, and throw away the thin coverings. Under the new ruling the Cuban government allows the Havana manufacturers to put the stamps on the importers' empty boxes that are going forward with the shipment.

The German importers have asked for 150,000 stamps to be pasted on the stocks in bond, the stamps to be forwarded to the Cuban consuls in Germany. This latter matter is under advisement.

A cigar factory will be started at San Jose, Costa Rica, by the American Tobacco Company, who will also develop tobacco growing in that section.

Patrick H. Kelly, tobacco dealer of Pittston, Pa., died recently in that city. Mr. Kelly was sixty-seven years of age, and had been in the cigar and tobacco business in that city for more than a quarter of a century. He left two brothers and two sisters.

Election and Stormy Days Curtail "Frisco" Trade

Hesthal & Clark Open Cigar Stand On Ellis Street, Near Powell—Frank T. Bishop Pushing New Line of Barnes-Smith Company —M. A. Gunst Featuring "El Paxo"

SAN FRANCISCO, November 20.

THE first half of November was hardly up to expectations with local trade, the excitement of election combined with numerous stormy days tending to curtail business. A marked improvement is noted this week, however, and the majority of dealers feel much better satisfied with conditions than for a long time past.

Jobbers now report that the interior districts are showing more response to appeals and that the outlook is for a good normal holiday season in all lines. Cigarettes have been receiving the lion's share of big publicity work the past half year, and in consequence this line is making unusual progress just now. The volume of cigar sales, however, does not indicate that the cigarette is encroaching upon that line, and the increased popularity of pipes surely would not argue that pipe smokers are taking inordinately to cigarettes, so it must be that the general demand for all tobacco products is growing. It is said that the proportion of smokers who use alternately the cigar, cigarette and pipe is steadily increasing, but definite data as to this is hard to secure, as very few smokers in the city confine their trade to any one establishment.

H. L. Judell & Co. have been having a very satisfactory fall business and at present they are having fine results in developing their territory in Oregon and Nevada. In their show window on Front Street, Mr. Judell has just placed a very attractive special display, arranged by the Black-Crane Company, the local show window experts, of the company's three leading cigars: The "Elisardo," the "Watt" and the "Flor de Moss." In response to the specialty work accorded these brands recently, sales have increased steadily both in the city and in the country.

A new cigar stand is to be opened by the popular cigar merchants, Hesthal & Clark, on Ellis Street, near Powell, in the very heart of the cafe district. The original stand of the firm is located up the street at 80 Ellis Street.

Frank T. Bishop, a cigar broker located at 268 Market Street, who recently took on the line of the Barnes-Smith Company, of Binghamton, N. Y., has been calling on the trade in the Sacramento and San Joaquin valleys with his new line, and he reports a most favorable reception from dealers in the interior.

Morris J. Levy, president of the American-West Indies Sales Company, has just been in the city calling on the local distributors of his lines, Tilmann & Bendel. He is now in Seattle.

Edward Wolf & Co. are having a specially good business on their popular Manila brands in Northern California at present and also on their clear Havana goods and the "Nestor" cigarettes. The progress made by the latter in the last few months by reason of the specialty work of George Casematis, factory representative, is remarkable. The publicity work on this brand has not been sensational in any way, but steady and convincing.

Michalitschke Bros. & Co. are now featuring the "Henry the Fourth" Havana cigar in a number of prominent show windows, and with very encouraging success. The distributors have had to order shipments by express to keep up with the demand.

M. A. Gunst & Co. have begun to push on the market an attractive new cigar, "El Paxo." This cigar is described as "different" and as having exceptional value for its class. It is perfecto size, with full Havana filler. The Gunst Company report a special activity on "Little Bobbies" and the staple "Van Dycks." Sello Blumenthal, sales manager for the company, is now back in the city after a Southern trip.

Frank Boskowitz is at present calling on the trade in the San Joaquin Valley in the interest of his "Porto de Oro" cigars.

S. London, who was formerly with M. A. Gunst & Co., is now on the city sales force of Edward Wolf & Co.

D. Frankel, of Frankel, Gerdts & Co., manufacturers of "La Natividad" cigars, is back in the city much improved in health after his vacation in the South. He has been taking the mud baths at Paso Robles for his rheumatism.

Alexander Herbert, vice-president of the Philip Morris Company, has just been here calling on the local agent for Philip Morris goods, S. Bachman & Co.

S. Bachman & Co. report a flourishing business this month on their principal lines and state that the holiday trade promises to be considerably better than a year ago. The company is not making any special campaign at this time, and does not contemplate such action until after the holidays.

A new cigar business and billiard parlor has been opened at Oroville, Cal., by Durren & Philes.

"Doc" Hoffman, of the Hoffman-Moore Company, is in Nevada at present in the interest of "La Integridads" and "AAA" cigars and his other lines.

Last week Charles S. Morris, of the Charles S. Morris Company, of New York, was in the city, but is now calling on the trade in the Northwest.

An Example of the Excellent Show Window Publicity the "Royal Nestor" Cigarette is Receiving. This Display was at the Emporium, San Francisco, and was Designed by the Edward Wolf Company It Represents the Memorial Tower to be Erected at the Panama-Pacific International Exposition in 1915. It is Made Entirely of "Royal Nestor" Cigarette Boxes

Manila Manufacturers Want School for Cigarmakers

Matter Under Discussion Before, Again Agitated—Claim Too Many Employees Are Inefficient

IN order to secure more cigarmakers, and more highly skilled hands than are usually employed in the factories, the Filipino cigar men are discussing the project of opening schools in which to teach learners the trade.

Acting Governor Newton Gilbert, of the Philippine Islands, stated that in case such a proposition were put before him in his capacity as Secretary of Public Instruction, he would take the matter up seriously and see what could be done.

One of the cigar manufacturers had the following to say: "The combined cigar factories require 16,000 good workers to do all the work. Out of the possible 12,000 at present available in Manila, only one-fourth are skilled hands. The other three-fourths are inferior. If the government would include cigar making in the curriculum of the trade schools, the factories would in time be able to secure a sufficient number of good capable workers."

Other manufacturers contend that the proposed scheme would be too difficult to be carried into practice. This plan has been broached before, but nothing came of it.

El Progresso Cigar Company Fails

The El Progresso Cigar Company, of Tampa, Florida, has filed a voluntary petition in bankruptcy in that city. The debts of the concern are said to approximate $5200, with available assets of $11,600.

Made in Detroit

ALL DEALERS NOW ENTHUSIASTIC OPTIMISTS

Broadway Supply Company Opens New Store—La Fonds to Enter New Stand December 1st—Many Representatives of Firm in Town

DETROIT, November 22.

IF you wish to see a real simon pure optimist, one spelled with a capital O, just walk into a Detroit cigar store and ask for the proprietor. There is a dash and swing to retail business in this Wolverine City that just takes your breath away, and there is no stop to it; it is just upward and onward all the time. Every night here is a Saturday night, to judge by the crowds that fairly elbow you off the sidewalk, and fifty per cent. of that crowd is made up of high-priced mechanics, with their wives or best girls, and every other mechanic being a smoker you naturally get my drift when I say the retail cigar stands are booming. And it is not only the cigar stands centrally located which are reaping a rich harvest, but those located at all distances from the city's center are keeping the jobbers busy supplying more stock.

A new store in the new Broadway business district is that of the Broadway Supply Company, located at the corner entrance to the magnificent new market building, and which is made up entirely of polished white tile and plate glass. Beside cigars and tobaccos, a line of fancy liquors is carried. In Havana cigars such brands as "Lovera," "Scarlet Shield" and "Charles the Great" are featured, and in seed and Havanas "General Arthur," "Tom Moore," "Swift," "Royal Banner" and "Smokecraft" are handled. The company is made up of Messrs. Nathan and Lowenthal.

There has been much speculation as to who will get the cigar privilege in the twenty-three story Dime Bank Building now nearing completion, and I have been informed that it will be rented to Mr. Soper, one of Detroit's oldest and best known cigar men, who has been for many years connected with E. M. Harris. The building, however, will hardly be ready for occupancy before April 1, 1913.

Bert Thompson, of Bayuk Brothers, Philadelphia, is in town, and with the sales force of the H. H. Watson Company is making a vigorous campaign for business on "Havana Ribbon," a Sumatra wrapped five cent proposition. The H. H. Watson Company controls the sale of this cigar in Wayne County.

A call by the writer to the establishment of Claude Howell, on Grand River Avenue, revealed a scene of great activity, and Mr. Howell assures me that such a scene is the rule and not the exception. His business has shown an increase of fifteen to fifty per cent. each week over corresponding weeks of last year. His city men are on the jump.

During the past week there has been a report circulated to the effect that Harry S. Rothschild, of Rothschild & Bro., is to form a partnership with Eugene Vallens and manufacture high-grade cigars in New York. To substantiate this report, I called at the office of Rothschild & Bro., but from the firm I could get neither a denial nor a confirmation.

A very interesting visitor to our fair city this week was Meinherr C. L. Mayer, Amsterdam, buyer for the well-known leaf house of A. Cohn & Co., of New York. Mr. Mayer made the rounds of our cigar factories in company with Henry Fisher, of the firm of A. Cohn & Co., and finished off his visit with an auto ride about the city and parks. Mr. Mayer, before leaving, said that abroad one could hardly conceive of such magnificent factories for the manufacture of cigars as he saw here, and altogether our city and buildings were a most pleasant revelation to him.

I understand that there is now in process of formation a combination of three very large cigar manufacturing concerns, manufacturing high-grade cigars, in New York, Tampa and Havana. The details are now being attended by the brokers, who will underwrite and market the securities of the new company.

Among the names of prominent citizens drawn for service on the November term grand jury are those of William Scotten, John Bagley and Albert Montebeliard.

Friends and acquaintances of Edwin Heineman, of O'Brien & Co., will regret to learn of the death of his sister at Port Hope, Michigan.

A conspicuous window display during this week is that of "El Sidelo" cigars of Samuel I. Davis & Co., in the window of Ferd. Kuhn's place, next to the Majestic Building.

The Jackson Cigar Company have surely made a base hit in securing such a fine display in the left field window of Davy Jones' store at Adams Avenue and Brush Street.

Among the most catchy windows on Woodward Avenue are those of the Liggett (Rexall) stores, showing imported calabash pipes.

A very busy man indeed is Victor Thorsch, of T. J. Dunn & Co., who is doing absolutely nothing else than trying to square himself and the house for not shipping "New Bachelor" faster. Some fine jog that, nit!

In my letter of November 15th I suggested, dear reader, that you keep your eye on this page for news of a sudden injury or dire calamity befalling those doughty nimrods, Doc Rettick and Dick Gremblay, who had gone into the upper Peninsula in quest of game. I am happy to report they have returned safe and sound, Dick with a fine buck, and Doc, who is a lady's man, with a perfectly beautiful doe. Gremblay also shot a great big bear out of the top of a tree and then found it was a porcupine.

A. G. (George) Smith, of Rothschild & Bro., leaf merchants, has just returned from the best trip he ever had in the Northwest. George is an old cigarmaker himself and is an unassuming, likeable fellow, who makes and holds trade.

Two specialty men in this market this week are V. A. Bradbury, representing the Universal Tobacco Stripping Machine Company, and Mr. J. L. Goldsmith, of the Tabakase Company, and who have had very good success here.

Among the leaf tobacco contingent in this market lately are Mr. Sarlny, of F. & S. Kranz, New York; Harry Nathan, E. Spingarn & Co., New York; William Levison, I. Bernheim & Sons, New York; Henry Fisher and C. L. Mayer, A. Cohn & Co., New York; William Hirschl, L. Schmid & Co., New York, and C. J. Waxelbaum, C. J. Waxelbaum & Co., New York.

The cigar and cigarette representatives were: Gaspardel Pino, M. J. Lopez & Co., New York; Leopold Powell, Leopold Powell & Co., New York; William Higgins, Park & Tilford, New York; A. Boyd Wilson, P. C. Fulweiler & Bro. Co.; William Charles, G. S. Nichols & Co., New York; Mortimer Hamer, Ryan, Raphael & Co., Chicago; Mr. Vanderlip, Juan Portuondo, Philadelphia; Frank Hornung, H. Anton Bock Company, New York; Victor Thorsch, T. J. Dunn & Co., and Mr. McKitterick, of the "Melachrino" cigarette concern.

The beautiful, new cigar store of M. & A. La Fond Co., opposite the Pontchartrain, on Woodward Avenue, will be ready for business December 1st.

At the time the Superia Cigar Manufacturing Company moved into its new home on Hendric Avenue, Messrs. Bunting & Stewart thought they had enough factory space for some years, but now when they are just nicely settled in the new factory they are compelled to let contracts for a large addition to the present factory.

HEAVENRICH.

Late Trade Jottings

Steane, Hartmann & Co., tobacco dealers of Hartford, Conn., have leased a building at Hazardville, Conn., and are now using it as a tobacco warehouse. They are operating with a force of about seventy-five employees.

A cigar store which has been owned and conducted by H. H. Foos in Yuba City, Cal., has been sold to Daniel Dempsey.

H. H. Fetters, a cigar manufacturer in Fond du Lac, Wis., has moved his factory to Antigo, Wis. He is located at 825 Sixth Avenue.

Joseph Kronberg, of Napa, Cal., has sold his cigar store on First Street to Frank Arata.

Charles S. Morton, a retired cigar dealer of Chicago, died recently at the home of a daughter at 731 North Linden Avenue, Oak Park. He was fifty-nine years of age.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Several Lancaster Factories in Oversold Class

LANCASTER, November 22.

THE cigar business continues to increase at a surprising rate. The majority of the factories are oversold and have orders ahead for some time after the holiday season. The smaller ones are doing a much better trade than is customary at this time of year. Of course when the dull summer is taken into consideration the year will not be above the average, in fact may be possibly below normal.

The S. R. Moss factory is going full tilt. Mr. Briody came to town on Tuesday, and after a short look around will take a trip to Europe. Mr. Briody is one of the western representatives, and has been wonderfully successful in introducing the "Flor de Moss" in many sections. Sig. Moss has been laid up in the General Hospital by illness, but is said to be much improved.

A. B. Hess, president of the National Cigar Leaf Association, and head of the A. B. Hess Cigar Company, was re-elected to the Legislature after an interesting campaign in this district. Mr. Hess ran on the Republican ticket.

John Slater, of John Slater & Co., manufacturers of stogies, is expected at local headquarters in a week. Mr. Slater spends much of his time in the western part of the state, where many of his interests lie. The factory is managed by John F. Hare, who is an experienced stogie maker.

The warehouse at the corner of Duke and Chestnut Streets, owned by W. R. Martin, is to be sold at sheriff's sale on November 23. It is now occupied by M. H. Ranck & Co. and E. M. Cohn & Co., leaf dealers.

Eli L. Nissley, of E. L. Nissley & Sons, returned several days ago from a trip to the middle west. He was gone about three weeks.

The cigar store at 111 East King Street, owned by Levi M. Burkholder, has been sold to Mrs. S. Lillie Reidenbach. The stand will be managed by J. H. Reidenbach, husband of the new owner.

Among the trade visitors noted the past two weeks were: I. M. Jacoby, of Meyer & Mendelsohn; W. H. Uhler, of Lebanon; Leopold Loeb, of Philadelphia, and Philip Pretzfeld, of the New York leaf tobacco house of Pretzfeld & Co.

York County Cigar Business Booming

YORK, November 22.

REPORTS from all sections of the county give it that the cigar manufacturers are doing the business of their lives.

All the small factories employing several hands or more are filling the orders which usually come at this time of year. The Red Lion and Dallastown plants are proof of this. The leaf trade is going along steadily here, although sales are not large by any means. Retailers state that business has slowed up slightly within the past two weeks, but expect to do better now as the holiday season approaches.

Charles S. Plitt, of the C. H. Plitt Cigar Company, has been on a trip through Central Pennsylvania pushing the "Plitt" cigars. The "Liar" cigar has been taking a fine hold, and is placed in every worth-while stand in town. A window display of this brand was shown in Young & Busser's store this week, and attracted quite a bit of attention.

H. F. Kohler reports increasing business for his brands, particularly on the "Judge Shepard." This well known York brand is becoming better known than ever, and is the big seller of the Kohler factory. Mr. Kohler will shortly take up an extensive campaign with the jobbers handling his goods, to make them more popular than ever before. This applies particularly to the trade in the middle west, where "Judge Shepard" is sold with the big ones.

Wm. H. Wolf and Mr. Dietz, of the Luxfer Cigar Company, of Hellam, report a nice trade. This firm has been in business only a year, but has made good headway in that time. Their leading brand is "Old Chatsworth," a nickel smoke, upon which they are putting more time than upon any other. Mr. Wolf does the traveling for the concern, and has placed "Old Chatsworth" in a number of good places in the Central Pennsylvania coal regions. Mr. Dietz usually attends to the factory end of the business.

A trip to Littlestown shows the leading manufacturer, George W. Parr, doing a business above the average. Mr. Parr has been in the cigar business for years, and takes great pride in the sustaining quality of his brands. He centres his time on the "Lord Wharton" and "Fernside" cigars.

The box factories in this vicinity are hard pushed by the cigar people. There is not an idle plant, and they are finding trouble in filling the orders in time for the holiday demands.

Celestino, Costello & Co. are much oversold on their "Barrister" and "Little Barrister" cigars. Orders are being filled as promptly as possible, but they are hampered by the scarcity of good cigar makers.

Many Changes Noted in Reading Trade

READING, November 22.

CIGAR manufacturers are still filling orders to the best of their ability, cigarmakers are not to be had and from all reports there will be some disappointed jobbers and retailers, who depend for much of their goods upon Reading factories. There has not been any change in the wholesale and jobbing trade. Dealers state there is little call for holiday packings and do not expect to lay in stock of any account, for there is too much trouble getting rid of it after the holidays.

The many friends of George H. Valentine were much shocked to hear of his death last Sunday, in Womelsdorf. Mr. Valentine was one of the best known of the many cigar manufacturers of Berks County and had friends scattered throughout the entire country where he formerly traveled. He had a pleasing personality and made friends wherever he went. The funeral was held on Thursday morning.

Samuel F. Haller has filed a bond with the internal revenue collector in the sum of $500 to succeed his brother, Isaac F. Haller, in the manufacture of cigars, at 1050 Greenwhich Street.

The H. C. Nolan Company has filed a bond in the sum of $3000 to succeed P. K. Steffy in the manufacture of cigars at Sinking Spring. Mr. Steffy will be the manager of the plant.

L. M. Stuber, a cigar manufacturer, has purchased the business of C. U. Gery, the dealer and manufacturer, with his place of business opposite Franklin Street railroad station. Mr. Gery has been making the "C. U. G." cigar and had built up a nice trade, which will be taken over by Mr. Stuber and consolidated with his business.

F. P. Shanfelder, who has been manufacturing cigars at Newmanstown for about five years, has sold the business to Zimmerman & Grimes, of that place, who will add the trade to their own. The Shanfelder factory will now be used entirely for mill purposes.

J. W. Newcomet, a cigar manufacturer, of 1906 Perkiomen Avenue, is in financial difficulties. A sheriff's sale, which was to be held on November 4, for the benefit of the creditors, was not held because an application had been made for the appointment of a receiver. The case is to be acted upon tomorrow.

John U. Fehr, of the local leaf house, has been appointed trustee in the bankruptcy proceedings of the Adler Leaf Tobacco Company. The liabilities are about $9000, with assets of about $600.

Visits to the larger cigar factories about town show them all busy. There is not any one worth mentioning at this time manufacturing cigars who cannot be included in this class.

George Lehr, Reading Pa, Manufacturer, Financially Embarrassed

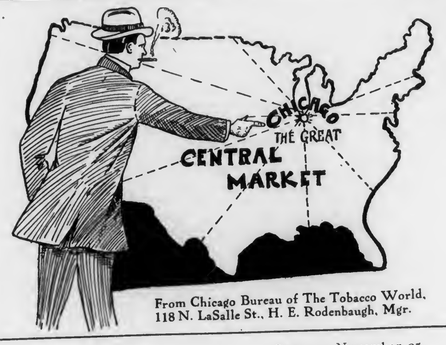
George W. Lehr, the Reading, Pa., cigar manufacturer, called a meeting of his creditors on last Friday, the 29th, at the office of his attorney, Cyrus G. Derr, 542 Court Street, Reading, at which time he submitted a statement of his affairs, giving his financial condition, and inviting the creditors to give their views as to the best methods to pursue in securing a satisfactory settlement for all concerned.

Stoughton Plant of American Cigar Company Idle

Reports from Stoughton, Wis., state that there will be no assorting or packing of tobacco this year at the American Cigar Company's warehouse at that place. This is the first winter the plant has ever stood idle since it was built in 1903. It usually employs about two hundred persons. The operations of the American Cigar Company will be concentrated at their warehouse at Sparta, Wis.

Two More Links to Whelan Retail Chain

The two latest links to the chain of cigar stores being operated by C. A. Whelan & Co., of Syracuse, New York, will be opened early this month. One is located at 117 Lockhart Street, Sayre, Pa., and the second on Lake St. Elmira, New York. Both stores are said to be excellent locations, and bring the chain of stores up to twenty-two in number.



Chicago Prepares for Enormous Trade

Shipping Conditions for Cigar Manufacturers Considerably Improved---Cigarette Advertising Being Done To An Unusual Degree---Trade Notes and Personal Mention

From Chicago Bureau of The Tobacco World,
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

CHICAGO, November 25.

A MOST significant feature of the cigar trade in Chicago, just now, lies in the fact that there a scarcity of good efficient workmen. Business is going on with such a volume and such a rush that no good cigarmaker should be out of a job. As a matter of course, no inconsiderable degree of the present immense volume of business is the result of the approach of the holiday season. At the same time that season is bringing an unprecedented amount of orders, and all the indications point to highly successful trade after the closing of the year.

Just at present better conditions prevail in the matter of shipping goods. The fast freight companies have made special arrangements for accommodating cigar manufacturers. The strike of the teamsters came to an end so quickly that it had no appreciable effect on the interests of the shippers.

The retail men are receiving their supplies and putting them in stock and on display with rapidity rarely equalled. The displays of pipes and other smokers' articles continue to increase in greatness of volume and in beauty of finish.

The cigarette manufacturers and dealers are keeping up with the rush of business in other lines in the tobacco trade. The advertising of popular brands of cigarettes is carried on to an unusual degree. Especially is this the case with the "Fatimas," "Zubeldas," "Nestors," and "Royal Nestors," "Satins," "Prettiest" and the "Philip Morris." As a natural consequence of the activity in cigars, the leaf trade is most prosperous. Large shipments are being received, some of which have been sent to other large cities.

The Liggett & Myers Tobacco Company has sold to Alexander O. Mason the property at the northeast corner of North Clark and Maple Streets, 65 x 100 feet, with four-story and basement building, for $35,000.

The G. Heileman Brewing Company has sued Champion "Jack" Johnson for $1,150.25, alleged to be due for beer furnished the colored man's "cafe" during October.

Ed. Morgan, who was recently with Clarence Heischhorn & Company, boosting "Tom Moores" and "Optimos," has gone back with the Ryan & Raphael Cigar Company, and now swears anew by his first love, the "Lucius" cigar.

Hillmann's cigar department has a new size of "La Sonedas," especially packed for the store by Storm, Fisher & Company, which is selling at retail for ten cents straight.

The Fair cigar department has put on sale a new brand called "Cuban Smokers," made by Storm, Fisher & Company, which as W. A. Andersen, the manager, says, is "selling very large and well." This is the cigar with the brush effect.

The William F. Monroe Cigar Company has added the "Soneda Models," ten for fifteen cents, and will handle them in both stores.

The Home Drug Company, on West Monroe Street, is showing a big increase in its cigar department. It is featuring brands in its windows at cut prices, and in this way gathers in the office building trade. Manager Doyle keeps all the popular brands, but always carries a few in which he is interested and which his neighbors do not handle.

Max Schlesinger, who has been with Grommes & Ullrich, since he came over from Detroit thirty years ago, says he sells more "Olnidas," made by the "Charles the Great" factory, than all other brands combined. Mr. Schlesinger has recently taken his third degree in the Blue Lodge and has started golfing with such good players as John Amberg, of Cameron, Amberg & Company, and Judge Sabath.

The present lessees of the cigar department of the Central Drug Store, want to sublet the same. They state that they do not know how to handle the retail trade and would rather stick to the manufacturing end.

Burns & Goldfuss, in their new North State Street store are making an extensive display of the "Henry the Fourth" cigar.

Clarence Hirschhorn & Company are getting a lot of newspaper work on their "Bank Note" cigar, "the cigar with the guaranteed smoke." Mr. Hirschhorn says the brand is placed in about 400 stores and duplicating a good honest growth, and he believes that inside of a year, it will a second "Little Tom," which is the undisputed leader in five-cent cigars in Chicago. He remarks further, that if he could reach the work of George L. Storm & Company, of New York City, who are selling 70,000 "Bank Notes" a day, he would feel easy enough to buy a Packard.

Plans have been prepared by Lilienfeld Brothers & Company for enlargement of their office space. Work on these improvements will begin immediately after the holidays.

Theodore Marburg, formerly of the Marburger Brothers Company, who sold out to the American Tobacco Company, makers of the "Yale Smoking Tobacco," formerly covered Chicago for his firm. Now his name appears in the list of our diplomats abroad, he having been appointed United States Minister to Belgium.

Among the recent visitors in Chicago was L. J. McKinnon, representing H. Anton Bock & Company. After spending a few days here he left for the South.

The new corner store of Albert Breitung, in the Monadnock Building, Dearborn Street and Jackson Boulevard, is nearly ready for opening. The store will be one of the largest and finest in the business center of the city.

Information comes from B. F. Alexander, now in Cuba, that he has resigned his place as representative of the Partagas factory for the Western part of this country. With the coming of the New Year, he will be the sole agent for the United States and Canada for one of the large cigar factories of Cuba.

Maurice Wertheim, of the United Cigar Manufacturing Company, who recently bought the Ernest Thompson Seton place, known as Wyndygoul, at Cos Cob, Conn., is in Chicago to take up the 1913 matters with the Best & Russell Company and Clarence Hirschhorn & Company.

J. F. Courtenay, of Madison, Wis., is in Chicago, making his headquarters with the Best & Russell Company. E. A. Strause, of Peoria, is also making his headquarters with that company.

William Best, Sr., states that the Memphis branch of the Best Company is billing over $2,500 drop shipments a day through the United Cigar Manufacturers' Company on "Owls," "Robert Burns" and "Hamilton Fish" brands. He states that the Detroit branch is increasing its business steadily, especially on "Little Bobbie" cigars.

Tom Murray, through Ben Thorpe, the renter, is trying to rent the store at the corner of Clark and Madison Streets for cigar privilege. Mr. Murray says you can meet him "face to face" with a check for about $9,000.

A lease of the stores at 11-15 West Jackson Boulevard, corner of Plymouth Place, in the new Sears Building, has been taken by the United Cigar Stores Company. The total rental will be $150,000 for a term of years.

W. E. Ward, 23 East Van Buren Street, familiarly known as "Billy," is building up a big business on his "Ward's Smoking Mixture," formerly known as "Diffley's Mixture." Mr. Ward carries a big line of cigars, including "La Soneda," "Bolano," "La Venga,"—"Sanchez & Haya"—"Charles the Great," "Websters," "Cohasset," "Artensa," "El Tartan." In five dollar goods, his leader is "Ward's No. 23," made by Storm, Fisher & Co.

Best & Russell Company are placing a new five-cent cigar called "Tuck Ends," made for them by Storm, Fisher & Co., of New York. The cigar has a flange broom style tuck. The package is very attractive, as it has a bright green edging; and, as Bert Christian, their loop agent, says: "It always cheers up the Irish."

Thomas Slader, a South Side jobber, was caught in the Kirby Bank failure for $1500. Mr. Slader is putting out a new five-cent cigar called "Lopez's Daffydils," made by Storm, Fisher & Co.

Fred Vorhauer, brother of William Vorhauer, Best & Russell Company's crack North Side agent, is selling the match machine for the Northwestern Company, of Morris, Illinois, billing it through Best & Russell Company, the distributors. Fred formerly worked for the Best & Russell Company and afterward for the "Ben Bey" factory, so he has a line on the retail trade.

The switching of George L. Storm, of New York, from the United Cigar Manufacturers' Company to the Tobacco Products Company, has caused a lot of talk in Chicago. George is well known here by the big ones; one of them was heard to say he had never smoked a cigarette, but would start and smoke "Melachrinos," so as to show George L. he had a good friend. Mr. Storm is sure to make circles around some of his competitors.

Not the least interested business men of Chicago in connection with the proposed magnificent improvements on Michigan Avenue are some of the wideawake, progressive cigar and tobacco men. It is the purpose of the permanent organization created in connection with the plans to make the avenue the most beautiful business thoroughfare in the world. The indications are that the completion of the plans will see started on Michigan Avenue a number of the most magnificent cigar and tobacco stores in the world.

Charles D. Altschul, formerly a cigar manufacturer in Chicago, but who left here to make his home in Florida about two years ago, has returned and will remain here permanently.

The wedding engagement is made public of William Taussig, of the house of Taussig & Co., and Miss Babette Levy, of Dallas, Texas.

Louis Lenhard, 263 West Sixty-third Street, has added a smoking table in his billiard room and reports that it has paid him well. He still carries the old line of goods, making his leaders: "Bolano," "La Soneda," "La Mathilde," "Evangeline de Cisneros," "Tom Moore," "El Pendes," "Cuban Smokers," "El O'Roys" and "Josettas."

John Lorimer, Fifty-fifth Street and Prairie Avenue, is one of the busiest men on the South Side. His lease on the location next to the elevated road starts December 1, with ten years to run. The property was sold and the new buyer asserts that Lorimer has no lease. Lorimer made the lease three years ago and had it recorded at that time; so, it is asserted, the buyer had opportunity to know all about it. The indications are for a contest, but it is asserted that Lorimer "has the edge" and will win out. It is reported that the United Cigar Stores men desire to secure the location, "but will have to see Lorimer first." John has a lot of good friends who are standing behind him, like Charles Storm, of Storm, Fisher & Co., and James Pfouts, of Wohl & Comstock, besides excellent legal advice.

Another extension of the business of the United Cigar Stores in Chicago is reported to come in the immediate future, with the transfer of the premium department from Wabash Avenue to the new place, 11-15 East Jackson Boulevard.

The Decator Cigar Company has planned for considerable extension of its business. The company has been incorporated with a capital of $10,000, with Fred Le Brun remaining as manager and filling the position of treasurer. The pushing of the "Decator" will continue one of the leading features of the concern's business. The officers, in addition to the treasurer, are: President, Ray J. Morgan; vice-president, Christopher J. Gaffney, and T. J. Lynch, secretary.

The engagement is announced of Miss Stella Berlau, of Paris, Illinois, and Leo Schoenenan, representing Celestino, Vega & Co.

Abe Caro, of Bustillo Brothers & Diaz, "Henry IV" Tampa factory, has been doing some developing with Harry Looker, Clarence Hirschhorn and Company's loop agent.

A. J. McBlair, general Western representative of Marcelino, Perez & Co., is planning to make a pleasure trip to Cuba about the first of next month.

R. B. Cooke still offers his store, 117 South La Salle Street, for sale. Good judges regard the site as excellent for a successful cigar business for a man with a good list of friends on La Salle Street.

Thomas Curran, of Edgewater, has decided not to change his sign, "& Son," as he was presented with a fine little girl the other day.

The cigar store of Richard M. Berlizheimer, 22 North La Salle Street, has been sold to the Oppenheimer Cigar Company. Hereafter it will be used as headquarters from which the business of the other Oppenheimer places will be conducted. Mr. Berlizheimer has been in the cigar business for forty years and retires with the best wishes and the esteem of the community.

Possibly the handsomest and best equipped cigar stores in the Loop was opened Wednesday, November 27, at 124 West Monroe Street, by the Monroe-Renaud Cigar Company. Ever since George Renaud, secretary of the W. F. Monroe Cigar Company secured this valuable site, a couple of months ago, workmen have been busy getting the place in shape. Shortly after securing the lease Mr. Renaud was offered a big premium for the document. In addition to an attractive street entrance between show-windows there is an outlet in the rear to the lobby of the New York Life Building, which the store adjoins.

Despite the fact that workmen were still setting up some fixtures, the doors were unlocked and the store thrown open for business at an early hour. Before noon Mr. Renaud was in receipt of a half dozen large bouquets of large chrysanthemums and many letters and telegrams from out-of-town friends.

The store is fitted up with a solid 20-foot glass case, which is filled with the choicest imported and domestic brands made, kept in the best possible condition by San-I-Fa-Cient humidors. No lights are visible, as the Barbo inverted fixtures, twelve in number, have been installed, which reflect a soft mellowy light throughout the store. All the woodwork is mahogany. Unlike most stores, the space behind the case is roomy, so that several clerks can work with ease.

There is a store room along the entire length of the store behind the counter, which holds 225,000 cigars. This room is fitted out with one of the largest humidors ever made. John Maute is manager of the store.

Clarke Burt has charge of the Steger Building cigar store, controlled by the Best & Russell Company. Since he has been at the head of the establishment, he has built up a fine business. He remarks that he has only one bad habit—smoking the "Havana Splits."

Through a syndicate headed by John B. Fay, the property at 238 to 250 East Erie Street, 150 x 100 feet, has been bought for about $40,000. The corner of Fairbanks Court, adjoining, is being improved by Reiss Brothers & Co., with a four-story structure for the manufacture of pipes and smokers' articles.

The quarters recently occupied by Grommes & Elson, corner of South Water and Franklin Streets, have been secured by C. D. Altschul, who has returned to the cigarmaking business, with the "Ben Harib" as his specialty.

A. Ryan, formerly connected with the Steele-Wedeles Company, has entered the employ of J. Fred Wilcox as salesman.

Eger & Co. have reopened their business—the new store in the big building at the corner of Wabash Avenue and Adams Street having been finished for their use.

E. M. Harnish & Bro., Freeport, Ill., jobbers and retailers, announce that they will open a new store in their city.

The entire top floor of the handsome three-story building, corner of Van Buren and Center Streets, is to be occupied by the Congress Cigar Company. The business of the company has grown to so large proportions, with assurance of continued increase, that greatly enlarged quarters are required.

The new place will give the management the use of some 3500 square feet of additional flooring space. At the same time, enlarged facilities will be afforded for many improvements in connection with business arrangements which the company has in contemplation.

Minneapolis Cigar Dealers Elect Officers

Membership Now Close to Fifty—Annual Dues to Be $5.00

THE Minneapolis Cigar and Tobacco Dealers' Association, which for some time has been passing through the formative period, was fully organized at the Hotel Nicollet, of that city, on November 19th.

At this meeting the annual election of officers occurred. Louis Nathanson was elected president and E. S. Walters, George Boosalis and L. E. McLaughlin, vice-presidents. W. O. Goodman became secretary and treasurer. A Membership Committee was appointed, consisting of Fred. Milan, D. T. Hobson, L. E. McLaughlin, N. R. Price and J. S. Phalen. The other committees are to be announced at the December meeting of the association.

In outlining their plans the association stated their objects: "To promote fraternally, socially and commercially, the interests and welfare of dealers representing the independent tobacco interests. To cooperate with other similar organizations throughout the country, and to foster a feeling of friendship and good will among the trade."

The association has opened its ranks to any person engaged in the retailing, jobbing, manufacturing, or selling of tobacco products. This included retail cigar clerks as well as tobacco and cigar salesmen. The annual dues are $5. The membership is close to fifty.

Wengler & Mandell Erecting Chicago Factory

New Establishment Will Be Three Stories in Height

AT a cost of approximately $85,000, Wengler & Mandell are putting up a new cigar factory, corner of Robey and Madison Streets, Chicago, a short distance west of the firm's present factory, on Madison Street. Wegler & Mandell have secured a lease for 198 years on the lot for the structure, 55 x 135 feet. Adjoining property is under lease also, thus allowing for future extensions.

The building will have three stories and basement. It is of handsome architectural design and is being faced with white glazed terra cotta, giving it a most attractive appearance. It is expected to be ready for occupancy about the first of next March, and will be furnished and finished in every way in accordance with the most up-to-date requirements.

The erection of this building is regarded as sufficient answer to the rumors that Wengler & Mandell have sold out.

The Wing Cigar Company, of Columbus, Ohio, have purchased the cigar manufacturing business in the Ruggles Building, Circleville, Oho, which has been operated for the past three years by J. D. Dunigan. The Wing Cigar Company employs about fifty hands.

President Hill Makes Remarkable Statement on Tobacco Affairs

Head of The American Tobacco Company Points Out How Dissolution Decree Has Been Complied With and Makes Interesting Comments On Trade Conditions

A STATEMENT, reviewing in detail the condition of the tobacco trade and the steps which have been taken to comply with the decree of dissolution and its effects, has just been issued by Percival S. Hill, president of the American Tobacco Company. The facts, given voluntarily by Mr. Hill, frankly reveal many details of the inside workings of the American Tobacco Company and its former subsidiaries.

As an example of the present tendency to do business in the full glare of publicity, the statement of Mr. Hill is a notable commentary. His comments on price cutting, coupons, premium, competition and other phases of the business are both timely and illuminating.

We append herewith, some of the most interesting points contained in his statement:

The Decree Itself.

There has not been a full understanding of the drastic and radical nature of the decree entered on November 16, 1911. The Supreme Court had declared that a condition of monopoly and restraint of trade existed, and remanded the case to the Circuit Court of New York with instructions to bring about at a date not later than February 28, 1912, a termination of this condition of monopoly and restraint of trade, and a condition honestly in harmony with the law.

The American Tobacco Company was the parent and dominant figure of the so-called tobacco combination, and the Circuit Court, in carrying out the opinion of the Supreme Court, required the American Tobacco Company, as the very first step, to do a thing that has been lightly noted in the public discussions of the decree, but that was of tremendous importance, viz.:

The American Tobacco Company was required to distribute among its stockholders securities that had produced an annual income of more than $9,000,000, and that therefore had a total value of substantially $100,000,000.

These securities were selected by the court itself, and this distribution took from The American Tobacco Company the very things, and almost all of things that had excited comment and criticism—those things that were said to have given to The American Tobacco Company power over other manufacturers, such as (*a*) the control of or connection with the licorice business and (*b*) the tinfoil business; (*c*) that instrument which had, justly or injustly, excited the complaint of many manufacturers and dealers, the United Cigar Stores Company, which operates a chain of retail stores; (*d*) the foreign alliance, or connection with, The Imperial Tobacco Company, Limited, and British-American Tobacco Company, Limited; (*e*) all relation or alliance with the R. J. Reynolds Tobacco Company, a large and successful Southern manufacturer; (*f*) all relation to or alliance with American Snuff Company, a large snuff manufacturer.

Had The American Tobacco Company never possessed the things of which it thus denuded itself, it is likely that it would never have been proceeded against as a monopoly.

Creation of New Companies to Produce Competition.

The next step ordered by the court was the disintegration of the very factories, brands and businesses that had theretofore been owned outright by The American Tobacco Company. This was effected by the creation of two large manufacturing concerns called respectively Liggett & Myers Tobacco Company and P. Lorillard Company.

The American Tobacco Company made deeds and conveyances to these new companies of definite properties, brands and businesses with definite statements made to the court as to what these factories, brands and businesses had made during the year 1910, what their output of pounds was, and what their use of tobacco was.

The price to be paid by these companies was fixed by the court, and The American Tobacco Company used the purchase price in the reduction of its own outstanding securities. The Department of Justice, representing the Government, the prosecutor of the case, had the advantage of the expert knowledge of the Department of Commerce and Labor, which itself had been investigating the tobacco business for two or three years, and which reported, through the man who had made the long continued examination of the tobacco industry, that so far as brands, types of leaf tobacco used, territorial distribution of business and all other things the conditions brought about were in fact competitive.

Common Ownership of Stock.

This disintegration, as every disintegration of a so-called trust, which the Government has enforced, from the case of the Northern Securities Company to the present time, left the same body of stockholders in the various companies that were nominal competitors.

This feature of the matter received the careful consideration of the parties to the litigation and the court. The facts were that the common stockholders of The American Tobacco Company numbered more than 1100, and the decree provided that full voting rights should be given to the preferred stockholders, numbering more than 6000, who theretofore had had no votes, and there was thus added an even larger number to the body of controlling holders.

The disintegration, without this feature of common stockholding, was obviously impossible, unless property was to be absolutely confiscated or the creation of another so-called monopoly permitted.

Injunctive Features of the Decree.

In recognition of the possibility of a feigned and not a real competition, in view especially of the common stockholding, the decree of November 16, 1911, not only provided for a disintegration, but it entered continuing injunctions, perpetual and some operative during the time when the common ownership would likely obtain, most detailed and drastic.

These injunctions provide that none of these companies shall directly or indirectly co-operate in the control or management of a corporation, or in fixing the price to be paid for leaf tobacco or other raw materials, or the prices to be charged for manufactured product, or for the apportionment of trade, either with respect to customers or locality; that none of them should convey businesses to another, and none of them should have the same clerical organization, or the same office or offices; that none of them should hold stock in a corporation in which another holds stock.

For five years none of them should have an officer or director who at the same time was an officer or director in another, and none of them should employ the same agent in the United States for the purchase of tobacco, or for the sale of tobacco, and none of them should acquire stock in any of the others, or make loans or otherwise extend financial aid to any of the others.

These injunctions, if obeyed, insure the reality of competition, and if disobeyed, then detection is certain and personal punishment is imminent.

If there has been a claim made by a single individual that the injunctions contained in the decree of November 16, 1911, have not been obeyed in letter and in spirit, The American Tobacco Company has not heard of it. On the leaf markets in Kentucky, Virginia, Tennessee, North Carolina and South Carolina, the competition has been and is open, notorious and extreme. In the marketing of goods it has been equally so.

Course of Business Since the Decree.

Immediately after the entry of the decree the new companies provided for were established, the stocks directed to be distributed were distributed, the conveyances provided to be made were made.

Each new company began its business well equipped with factories, cash, leaf tobacco, and, above all, efficient and experienced tobacco men.

The R. J. Reynolds Tobacco Company, having, in fact, always operated independent of the control of The American Tobacco Company, continued its old management, with its factory and offices at Winston-Salem, N. C., The American Tobacco Company having no sort of interest in it.

The Liggett & Myers Tobacco Company was provided with a capable management with its offices and its largest factory in St. Louis.

The P. Lorillard Company was provided with a capable management with its offices and its largest factory in Jersey City.

The American Tobacco Company retained its offices, with a part of its old management, in New York.

Mr. James B. Duke, who had been president of the old The American Tobacco Company, resigned all connection in fact as well as in name, with any of the American companies, and became the principal executive officer of British-American Tobacco Company, Limited, with headquarters in London, to which place he had gone before February 28, 1912, and where he has certainly spent most of his time since that date.

The change of stock ownership has undoubtedly progressed, as is very evident from the sales that have been reported on the exchanges in New York by the daily newspapers and the records of the Company's transfer books.

Effects of Competition on Raw Material.

So far as the experience of The American Tobacco Company goes, leaf tobacco, generally speaking, has brought very high prices since the disintegration. It is absolutely true that the decree has been obeyed in letter and in spirit, and that there has been competition vigorous and active. It is only fair to say that the high prices have not, in our judgment, resulted solely from the disintegration and the increased competition thus brought about. The fact is that in some of the sections in which leaf tobacco grows, unfavorable weather conditions curtailed the expected crop. Undoubtedly different people connected with the leaf departments of the various companies have had different views as to the probable course of prices. This condition has resulted temporarily and so far in higher prices, although prices would have been higher even without this competitive condition. Of course, if the present high prices produce larger crops, as they will under an unalterable economic law, prices will fall by operation of the same law. When each competitor, acting independently of all other competitors, secures his requirements, the prices will decline just as certainly as if the purchasers were not in competition at all. Competition has been actual, though, and will continue, and up to this time competitive purchasing has been coincident at least with higher prices.

How the Consumer Controls the Tobacco Business.

The position of tobacco manufacturers differs materially from that of any other large corporations, in that the success of the tobacco manufacturer depends entirely on the attitude of the public toward his product.

Every jobber and every retailer knows the name of the manufacturer of every tobacco product that he handles. Every consumer knows —or may learn simply by looking at the package or inquiring of the dealer—who makes each brand of tobacco product.

If the consumer is not pleased he can instantly change to a competitive brand. He is the arbiter, the court of final appeal. If his decision is against a manufacturer, that manufacturer will have to cease business.

In other industries, the manufacturer's product is reworked by middle men so that its identity is lost before it reaches the ultimate consumer; or the product is used in forms not easily observable by the general public; or it is marketed in bulk, in some form other than of easily distinguished brands.

In short, other manufacturers are not directly answerable to the public. The tobacco business is unique in that the manufacturer is always at the mercy of the ultimate consumer, who, by withdrawing his patronage, can crush any manufacturer, no matter how large he may be.

Therefore, the success of The American Tobacco Company never did depend and does not now depend upon monopoly, but on the efficiency of the company and its ability to please the public.

Competition among tobacco manufacturers does not take the form of "price-cutting." The history of the tobacco business proves that price-cutting is not a desirable weapon to use against competitors.

Tobacco, candy, perfumes and other products which appeal to the sense of taste or smell, are purchased invariably because of the appeal of the specific article to the individual's taste.

About the only effect of cutting the price of a high-priced perfume would be to suggest to the consumer that the perfume had been deteriorated in quality. So it is with tobacco products. About the only effect of price-cutting is to remove a product from one class and put it in another, often with the result of destroying its value. Thus, persistent price-cutting, even by retailers on various well-known five-cent cigars, have driven them out of the five-cent class and into the three-cent class, just as soon as they reached the three-cent class, the five-cent smoker abandoned them and they died.

Manufacturers Cannot Control Retail Prices.

The retailer makes prices to meet local conditions, and the tobacco manufacturers have no power to regulate this situation.

In some cities retailers cut fifteen-cent cigarettes to twelve cents or eleven cents; ten-cent tobacco to three packages for twenty-five cents, etc., etc. The matter of prices to the consumer is entirely local, and no one but the retailer can regulate it.

Look at "Pall Mall" cigarettes as an illustration of the manufacturer's lack of control over price. The American Tobacco Company advertises "Pall Mall" at twenty-five cents, and sells the cigarettes at such a price as to give the dealer an excellent profit—he promptly cuts the price to twenty cents. It is safe to assume that most "Pall Mall" cigarettes are sold at twenty cents, when, as a matter of fact, the retailer is supposed to charge twenty-five cents for them.

However strong an old brand of tobacco may be, the manufacturer must be continually alert or his energetic competitors will take his business away from him. It is true that they will not do this by price-cutting, because that in itself will not damage his brand materially.

Consequently, there is a constant struggle among tobacco manufacturers to protect their old brands and to create business for the new brands, which the manufacturer who is to successfully rival his competitors must introduce from time to time. These new brands are the result of new discoveries in the manufacture of tobacco, or a new application of some old principle in a more attractive form.

Competition in the tobacco trade, therefore, takes the form of vigorous advertising of old brands, the energetic introduction of new brands, and the devising of inducements to consumers to buy their old or new brands.

Every newspaper or magazine reader is impressed with the tremendous amount of tobacco advertising in the daily, weekly and monthly press, evidence enough to a thoughtful man that very genuine competition exists, or the manufacturers would be saving the money which they are now pouring out in printer's ink.

One method of creating new business recently employed by the former members of The American Tobacco Company, is the increase of quantity in a package of tobacco products. The results of this may be seen by any observer.

The old American Tobacco Company had a very heavy business on ten-for-ten-cents cigarettes. Competitive conditions have brought into large sale "Fatima" cigarettes, twenty for fifteen cents, by Liggett & Myers; and have created "Omar," twenty for fifteen cents, by The American Tobacco Company, and "Zubelda," twenty for fifteen cents, by Pierre Lorillard Company.

"Mascot" smoking tobacco, a new creation of The American Tobacco Company to meet competitive conditions, is sold at one and one-half ounces for five cents, a price heretofore unknown for tobacco of such quality.

P. Lorillard Company have brought out "Stag," a five-cent tin package of smoking tobacco, which bids fair to create a new element in the field.

Liggett & Myers have produced a new brand—"O U"—to fight "Mascot."

The American Tobacco Company has brought out "Red J" and "Black Eagle" plug tobaccos, which are fighting the products of the R. J. Reynolds Tobacco Company on a quality-and-price basis.

"Between the Acts" and "St. Leger," well-known little cigar brands, became the property of the P. Lorillard Company. The American Tobacco Company has created "Piccadilly" and is fighting for the business of the Lorillard brands.

Coupons, Inserts, Etc.

Various inducements to consumers have proven effective methods of competing for business. One very well known scheme is to pack a cash coupon in cigarettes. To illustrate: Prior to dissolution, the "Lord Salisbury" cigarette was controlled (i. e., sold exclusively) by the United Cigar Stores. After dissolution it was made an "open brand" (i. e., sold to all jobbers and dealers). The American Tobacco Company places in a package four coupons, each redeemable at any tobacco store for one-half cent each. This serves as an advertisement for the brand, and at the same time reduces the price from ten cents to eight cents.

"Piedmont," a five-cent cigarette, by Liggett & Myers, and "Sovereign," The American Tobacco Company's competitive brand, are fighting a battle royal. Each is now carrying a one-half cent cash coupon. "Tokio," another American Tobacco Company brand, carries a one-half cent coupon and a button as well.

The silk "insert"—flags and other decorative designs—are greatly desired by women for use in pillow tops and other fancy needlework. They are expensive, so that when a genius now connected with the Lorillard Company thought of the idea of packing them in cigarette boxes he found a thing which made business.

Silk inserts are so expensive that in the past they have never been packed in cigarettes selling at less than ten cents. Since the old members of The American Tobacco Company began fighting among themselves, the silk insert has been packed in five-cent cigarettes. The cost of silk inserts on only one five-cent brand of American Tobacco Company cigarettes amounts to $300,000 a year.

Any observer will find abundant evidence that the tobacco business in this country today is a competitive business, each manufacturer appealing to the consumer, and so far as the products of The American Tobacco Company and the other companies that were carved out of the combination are concerned, with the consumer informed as to whose product he is buying.

Injunctions Preventing Secrecy or Restraint.

Not only are there injunctions against The American Tobacco Company and the other companies that heretofore formed a part of the so-called tobacco combination, in order to insure competition between them, but there are injunctions against the use of methods or instruments of monopoly, which, in effect, put The American Tobacco Company and the other defendants, including the new companies, Liggett & Myers Tobacco Company and P. Lorillard Company, under really a different law from that that obtains against other concerns.

After the disintegration, each of the companies was left with a tobacco business actually and technically owned by a subsidiary corporation, as, for instance, The American Tobacco Company owned all the stock of Blackwell's Durham Tobacco Company, that makes the famous "Bull Durham" tobacco, and P. Lorillard Company was left with all the stock of S. Anargyros, a New York corporation, the manufacturer of "Egyptian Deities."

By the terms of the decree, the products of these subsidiary corporations which bear the name of the manufacturer at all, must bear a statement showing the owner of their stock. Under these conditions secret ownership is impossible.

None of these tobacco companies are permitted to make it a condition, when supplying a jobber, that the jobber shall buy some other brand, thus effectually eliminating the so-called exclusive handling arrangement.

So far as The American Tobacco Company is concerned, these injunctions have been obeyed in letter and in spirit, and so far as we know they have been obeyed by everybody concerned.

Publicity of Tobacco Business.

Not only is there publicity as to the identity of the final owner of the tobacco business, but the whole tobacco business is conducted in the open.

It is likely that four thousand traveling salesmen are now employed by the various companies which formerly constituted a part of, or were in alliance with, The American Tobacco Company, and whose respective employers are now under the terms of the injunctions referred to.

Naturally from such large bodies of men, individuals are constantly changing their employment, and they would carry with them the news of any attempt of collusion between the companies.

There are over five thousand jobbers dealing directly with The American Tobacco Company, and most of them undoubtedly deal with the other tobacco manufacturing concerns that have been cut off from and carved out of The American Tobacco Company, and they are familiar with all trade arrangements.

In buying the raw material the leaf buyers of the various companies buy at open auction in the presence of crowds of competing buyers, and collusion would be impossible under such conditions.

Is it possible that same men managing these various companies would contemplate collusive and feigned competition in the face of such an army of witnesses, and in the teeth of injunctive provisions of a decree disobedience to which would lead to condign punishment?

What will be the effect of the competition? No man can tell, but that the competition is real and will continue to be real is absolutely true

Market Value of Securities.

The American Tobacco Company itself had outstanding six per cent. bonds, four per cent. bonds, six per cent. preferred stock and common stock. In view of the fact that it had been carrying a large surplus, and that the common stock alone had voting power, the real and ultimate ownership may be said to have been vested in the 1100 common stockholders.

The American Tobacco Company held in its treasury all, or a majority, of the shares of various companies whose stocks were not dealt in at all. Its securities that were outstanding at the time of the disintegration had only been issued in 1904, and Government proceedings were really instituted in the spring of 1905.

The common stock of The American Tobacco Company had always sold under the shadow of an impending Government litigation, but on account of its large earnings it had had an average price of substantially over 400.

In the court proceedings looking to the disintegration, there was a most detailed statement, given under oath, as to the earnings and properties behind the various securities distributed and the securities of the new companies formed. So that all men had an opportunity to learn for themselves the value of the properties.

After the disintegration, all of these securities sold out from under the shadow of a Government suit for dissolution, and it is well known that securities whose market value is low compared with their par value, sell for nearer their real value than those whose market value is very high.

These things explain the difference in market values in the aggregate of what has come to the common stockholders of The American Tobacco Company, as compared with the market value of their stock before the disintegration.

The fact remains, though, that the disintegration, taking into account the necessity involved in paying off at cash and at high prices the six per cent. bonds and the four per cent. bonds of The American Tobacco Company, and taking into account the increased rate of dividend on the Liggett & Myers Tobacco Company preferred stock and the P. Lorillard Company preferred stock as compared with the old The American Tobacco Company preferred stock, entailed an actual penalty inflicted on the common stockholders of The American Tobacco Company amounting to many millions of dollars.

Buyers on the exchanges were unwilling to pay the full value, based upon income at least, of the old The American Tobacco Company's common stock, which sold at a very high price compared with par, and which was subject to the jeopardy of an imminent or pending suit by the Government, which had in it the threat of the possibility of a receivership.

They not unnaturally are willing to pay a larger amount in the aggregate, for the different things that now represent what this old stock did represent, when the imminence of the Government suit is at an end.

Undoubtedly, in the tobacco business competitive efforts do increase volume of business, and whether such increase of volume will serve to maintain or increase the amount of profits in the face of the additional expense in marketing goods, remains to be seen.

1912 Sumatra Prices Higher, Borneo Prices Lower

THE prices for tobacco realized in the public sales at Amsterdam from January first up to date (October 22, 1912) according to Consul Frank W. Mahin, Amsterdam, have averaged about 8.5 per cent. higher for Sumatra and 32 per cent. lower for Borneo tobacco than the prices in the corresponding period of 1911. This year 280,704 bales of Sumatra were sold at an average price of 142 Dutch cents per half kilo (51.8 American cents per pound), against 234,209 bales at 131 Dutch cents per half kilo (47.8 American cents per pound) in 1911. The total quantity of Borneo sold this year was 15,231 bales at an average price of 90 Dutch cents per half kilo (32.8 American cents per pound), against 14,961 bales yielding an average price of 132 Dutch cents per half kilo (48.1 American cents per pound) in 1911.

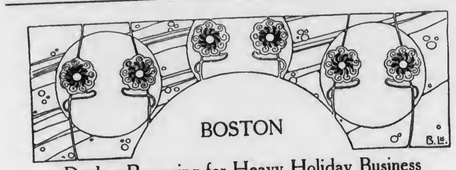
J. I. Thorp has purchased the Smoke House in Bloomington, Ill., which has been owned by L. H. Montgomery. He took immediate possession.

Assessment Numbers of the Manila Factories

ARNOLD POLLAK, the San Francisco cigar broker, recently gave out a list of the Manila cigar factories, making cigars for United States export, showing the assessment number of each establishment. The complete list is as follows:

Assessment No.	Name of factory.	Assessment No.	Name of factory.
A-4-1	Germinal	27	Helies
" 2	La Flor de Isabela	A-4-42	La Minerva
" 3	La Insular	62	La Philipina
5	La Alhambra	87	La Prueba
6	La Paz Buen Viaje	193	La Flor de Intal
7	La El Oriente	331	La Yebana
A-4-10	La Elejandria	347	La Rosa
20	La Maria Christina	348	La Urania
25	La Cibales	A-4-395	La Emperatriz
26	La Comercial	425	La Badenia

Schwarber Brothers, of San Francisco, have purchased the cigar store and pool room of Will Mahoney, East McMillan Street, Walnut Hill, Ohio.



Dealers Preparing for Heavy Holiday Business

Salesmen Now Pushing Many Brands Throughout "Hub City"

BOSTON, November 23.

THE cigar, tobacco and cigarette business, with plug and leaf tobacco, is now in a very healthy condition. Interviewing a number of the prominent dealers, they say it is wonderful how every branch has picked up during the last month.

Soldini Brothers, 148 Richmond Street, Boston, started business in 1908, at 173 North Street. They have a very large wholesale and retail business in all kinds of cigars, Havana, domestic, and Italian, cigarettes all makes, plug and leaf tobacco, with pipes of all grades, and all accessories appertaining to the smokers' wants.

At the Quinn Cigar Store, 64 Merrimac Street, P. K. Olufsen, proprietor, wholesale and retail tobacconist, reports business as about even. In Havana and domestic cigars, in plug and leaf tobacco, sales are increasing daily.

The Codman Cigar Company has taken the store formerly occupied by John Rankin, State Street, and is ready for business.

Cobb, Bates & Yerxa, Causeway Street, Johnson & Co., Federal Street, Pillsbury, on Boylston Street, Frank Epstein, Tremont Row, Adams House Drug Store, Washington Street, American House, Hanover Street, Clark's Hotel, all have a very fine display in their show windows, getting ready for the holidays.

Rosenthal Bros. & Bendetson are handling the "Cynthia" nickel cigar, American Cigar Company, with good effect, large sales having been made during the week.

Joseph A. Dorf, 188 Main Street, wholesale and retail tobacconist, reports business and trade as about normal, being in a healthy state, the call for Havana and domestic cigars being about even.

Breslin & Campbell, manufacturers of the "Quincy" cigar, report that they can take care of all business coming in, having large orders throughout New England. Trade is good and increasing weekly.

Some of the Federal Street and Summer Street stores have their show windows filled with all kinds of pipes to suit everybody.

G. Frank Davenport, manufacturer of the "Annie Pixley" cigar, says that he can hardly keep up with the orders coming in. He had to put on more men during the month, all first class cigar makers.

The Columbian Tobacco Company reports business as good as any fall for three years.

Lebewohl & Novick, wholesale and retail tobacconists, 65 Causeway street, report business as very good, domestic cigars having the call.

H. Traiser & Co., Inc., reports business good, large orders coming in daily. "Harvard" and "Pippins" are the favorites.

Alles & Fisher, manufacturers of a good many fine brands of cigars, say that business is good and improving every week.

Ned Solomon, of Bieringer Brothers, is introducing a new cigar, the "Franklin."

Forty years ago this month, the great Boston fire burnt and destroyed large quantities of tobacco and thousands of boxes of cigars. Hundreds of cigar and tobacco men lost their all.

"Lucky Strike Roll Cut" is now being shipped into this market in eight and sixteen-ounce glass jars, with cover and lock, by the American Tobacco Company.

WM. T. HENDERSON.

J. E. Smith and Morris Burke, of the Klauber-Wangenheim Company, of Los Angeles Boosting "Havana Sticks" and "Virgina Harneds"

Recent Incorporations and Changes in the Tobacco Trade

The Phillips Manufacturing Company, Carbondale, Pa. Capital, $3000. To manufacture cigar vending machines and other novelties. Incorporators: O. B. Phillips, A. S. Johnson and J. E. Mitchell.

Shapero's Liquor House, Chicago. Capital, $2500. To deal in wines, liquors and cigars. Incorporators: Alfred Beck, Hyman Weiss and Julius R. Klawans.

Schafer Grocery Company, Matoon, Ill. Capital, $10,000. Incorporators: W. F. Schafer, Stanton Van Inwagen.

The Cascade Drug Company, Cascade, Mont. Capital, $10,000. Incorporators: J. Harris Russell, Bertha A. Russell and H. W. Brown.

The Pink Hill Tobacco Warehouse Company, Pink Hill, N. C. Capital, $7500. Incorporators: George Turney Ivey, B. Smith and others.

The Nuall Company, Wildwood, N. J. To deal in drugs. Capital, $125,000. Incorporators: S. E. Branin, M. O. Branin and E. D. Patterson.

The Person Union Tobacco Company, Roxboro, N. C. Capital, $100,000. Incorporators: W. H. Moore, C. B. Brooks, W. C. Warren, L. R. Long, Daniel Long and G. B. Williams.

E. C. Dewitt & Co., New York. To deal in drugs. Capital, $2000. Incorporators: William F. Quigley, Cora E. Dewitt and Elden C. Dewitt.

The O. K. Tobacco Company, Horse Cave, Ky. Capital, $20,000. Incorporators: Frank B. Minnix, W. V. Bell and W. C. Davis.

Hugo Schwarz & Co., Inc., Brooklyn, N. Y. To manufacture pipes, cigar and cigarette holders, etc. Capital, $25,000. Incorporators: M. Schwarz, J. Seufert and H. Schwarz.

B. H. Sory & Co., Clarksville, Tenn. Capital, $50,000. To raise, sell and deal in tobacco of all kinds. Incorporators: E. R. Tandy, B. H. Sory and T. B. Fairleigh.

The Davis Drug Company, Oklahoma City, Okla. Capital, $10,000. Incorporators: W. G. Huber, N. B. Davis and J. E. Davis.

Bridges & Co., Louisville Ky. To deal in leaf tobacco. Capital, $75,000. Incorporators: Wm. G. Bridges, W. A. Weber, E. M. Le Compte, L. T. Logsdon, F. W. Woodsom and M. P. Crain.

The Bayless Drug Company, Stratford, Okla. Capital, $5000. Incorporators: J. L. Rhodes, J. E. Stone, L. D. Hough, W. H. Thomas, J. L. Butler and W. H. Krisher.

The Penrose Pharmacy Company, St. Louis, Mo. Capital, $2500. Incorporators: Joseph Tiefenbrunn, John H. Bredemann and R. C. Ritter.

The A. H. T. Cigar Company, Lakeland, Fla. To buy, sell and manufacture cigars and cigarettes. Capital, $15,000. C. W. Clayton, president.

LEAF TOBACCO MARKET

Leaf Changing Hands in Steady Fashion in New York---Buying of 1912 Pennsylvania Well Under Way---Connecticut Growers Take Advantage of "Damp" and do Their Stripping---Buying Slows Down in Wisconsin

NEW YORK.

NEW YORK CITY, November 22.

ALTHOUGH the cigar manufacturers are all busy and doing the trade of their lives, the leaf market is not showing any especial uplift. Goods are changing hands every day, but in a steady fashion. The Pennsylvania tobaccos and binders are having the most attention at present.

The new Havana crop is evidently a favorite, as the tobacco, especially the Remedios, is selling well. The New York houses are all securing it in large quantities and from all reports the supply will be very largely inadequate to the demand. Returning buyers state that there is comparatively little of it left on the market.

Sumatra is moving along nicely. The purchasers are picking it over carefully. No large sales have been reported. Connecticut and Wisconsin are just holding their own.

PENNSYLVANIA.

PHILADELPHIA, November 22.

THE leaf market has not shown any decided change within the past two weeks. As usual, the 1911 Pennsylvania is finding the most purchasers. A considerable quantity of it has changed hands for this great nickel market, and from all indications the activity in local manufacturing circles will necessitate the demand for more before very long.

Havana is also selling well, although sales are not large. A number of the local leaf merchants have laid in large quantities and evidently propose to find a ready market for it, judging by the quantities purchased. There are now about six representatives of Philadelphia houses in Havana.

LANCASTER, November 22.

The buying of the new crop is going on merrily. The Lancaster packers were said to be so well stocked up that they were indifferent as to whether they bought the crop now or later. During the time they have been attending to other matters the larger interests have purchased large quantities of the new crop and some estimates have given the acreage purchased at 3000 acres. There is no question that the crop has been acquired more widely than local packers will admit.

The prices at first were around nine and three cents, but the activity has driven it up to as high as ten and three-quarters in some instances. It is said that many growers hesitate to sell at this price, claiming that it will go higher. Although the crop is good, the probability of the prices going any higher is remote. The tobacco is curing nicely, the weather within the past two weeks having been ideal.

CONNECTICUT.

SUFFIELD, November 16.

ANOTHER tobacco "damp" this week has given the growers an opportunity to get down a large part of their tobacco, and they are now busy stripping the leaves from the stalks ready for delivery. Some of the warehouses have already started up for the season, and the balance will start next week, and it looks as though they would be busy all winter. The buyers have been through the town the past week looking over their purchases, and it is reported that in one or two instances the buyers have reduced the price agreed upon. One grower refused to be docked and still has his crop. Some of the buyers claim that the fear of tariff revision makes the price uncertain, but this seems a poor excuse, as with the present condition of the market the crop would be used up before any measure could be put into effect. It is said that the crop is not all that was claimed for it. The growers claim, however, that this is all talk and that this crop is one of the best raised in this section for several years.

The American Cigar Company's tobacco warehouse in the centre opened yesterday morning for the season with forty hands, and the number will be increased as the season advances. Matthew Leahy will have charge of the warehouse again this season. They have enough tobacco bought this year to keep them running until late in the spring.

MASSACHUSETTS.

SPRINGFIELD, November 12.

THURSDAY'S rain was productive of another tobacco "damp" in the Connecticut Valley and many growers worked until the early hours of Friday taking down the 1912 crop. A considerable number of growers now have their crops bundled and ready for delivery.

Generally speaking, shaded and primed tobacco is ready for the warehouses and a large quantity of stalk-cured tobacco is also ready. Growers of stalk-cured tobacco are understood to be desirous of delivering their crops at an early date, and in view of the somewhat precipitate manner in which the new corp was bought in the fields there is widespread interest in the reception accorded the bundled tobacco.

WISCONSIN.

EDGERTON, November 22.

INFORMATION reaches us that only a very small fraction of the crop was removed from the poles during the casing spell of a week ago. The growers were too busy with other farm work to devote much attention to the tobacco crop at this time while the pleasant fall weather continues. The ordinary farm work is so well along now, however, that at the next damp spell a much larger portion of the crop will be taken down for stripping. Where the crop is thoroughly cured, as nearly all the early harvested tobacco must be at this time, nothing can be gained by allowing it to longer hang in the sheds subject to damage from driving storms or broken by the fall winds. Experienced growers always claim that when tobacco is once cured, early stripping is advisable. When so much of the crop has been sold, too, growers are naturally anxious to make deliveries at as early a date as possible, so there is another incentive for stripping as soon as circumstances will permit. The chances, too, are much more in favor of securing the proper degree of casing in the early fall months than later in the season when the danger of too high case comes in cold weather. In no event does their tobacco improve by allowing it to hang in the sheds during the long, cold winter months, while on the other hand it is generally conceded that it greatly deteriorates in quality. What the packers are most interested in, however, is that tobacco be not taken down in too high case, as wet tobacco is the hardest proposition the warehouse men have to contend with. Above all things, this is a matter the growers should be most careful about, for it causes more trouble on delivery than all other imperfections that might come to the crop.

There is some buying yet going on in many of the growing districts, mainly in the interests of the stemmers, but there is apparently no particular force behind the movement. A few sales of the better grades have also taken place sufficient to hold up the prices. Recent sales coming to notice are: Phil Riley, 14a at 8c.; And. Asperheim, 11a at 7¼c.; Frank Murray, 6a at 7¾c.

While no large sales of old leaf are reported, there is a healthy inquiry for suitable binder leaf or even B stock. Another week of delightful fall weather is assisting in the curing of the late harvested portion of the crop, which is now mainly beyond the reach of a heavy frost. Only a very small fraction of the crop was removed for stripping at the first casing spell a week ago.

TENNESSEE.

CLARKSVILLE, November 15.

THE past week was marked by no material change in the tobacco situation. A few small loads were delivered in the stalk to the house floor, where it is being stripped preparatory to a sale as soon as a sufficient quantity has been received. There still remains a doubt as to the prices, but as it has been announced, the association has pledged about sixty per cent. of the crop in twenty-one counties, those on the outside feel sure of getting better prices than if the association had dissolved. This may or may not be correct. There is no recourse except to sell to the independent buyers, and if they pay the prices equal to last year it will only be through their liberality and not because they have it to do. The association and independents are running low in their stocks, and it seems probable when the new crop comes in the warehouses will have been cleaned up. The farmers are anxiously waiting now for a season that will enable them to get their tobacco in bulk, as the quality will be injured if it hangs long in the barn. The work of the association will be better systematized this season than ever before, and therefore the business is expected to be more prosperous and satisfactory to all members.

Up-to-the-Minute Trade Notes

James C. Simer, Rock Island, Ill., has secured control of the cigar stand of the Rock Island House, and will carry on a retail business at that place.

A. T. Whayne, proprietor of the cigar stand in the lobby of the Acacia Hotel, Colorado Springs, Colo., has taken over the business of the O'Gorman Cigar Company, 127 North Tejon Street.

The cigar store of J. W. Donnell, located at 58 Stephenson Street, Freeport, Ill., has been purchased by Messrs. Mogle and Mahle, who formerly operated a cigar store at No. 7 South Galena Avenue.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

ASCALON—25,112. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 13, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

NATURAL FLAVOR—25,113. For cigars, cigarettes, chewing and smoking tobacco. November 13, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

LA-ATA—25,114. For cigars and cigarettes. November 14, 1912. Henry T. Offterdinger, Washington, D. C.

ARMANTENA—25,115. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1912. H. A. McCann, Binghamton, N. Y.

THE BALKAN LEAGUE—25,116. For cigars and cigarettes. November 14, 1912. D. Prisin, Boston.

MAUMEE VALLEY—25,117. For cigars. November 14, 1912. The Buckley Cigar Box Co., Deshler, O.

GENTS DELIGHT—25,118. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1912. Beverly J. Wotton, Detroit, Mich.

LOCAL PRODUCT—25,119. For cigars, cigarettes, cheroots, and stogies. November 13, 1912. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

O-TAK-A—25,120. For cigarettes, pipes, chewing and smoking tobacco. November 15, 1912. W. C. Musselman, Kansas City, Mo.

NELL ROSE—25,121. For cigars. November 16, 1912. Jacob Hirsh, Cincinnati, O.

SENOR REA—25,122. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 16, 1912. Corex-Martinez Co., Philadelphia, Pa.

SLENDORA—25,123. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 16, 1912. Wm. Steimer, Sons & Co., New York.

WALKER-LISPENARD—25,124. For cigars, cigarettes, chewing and smoking tobacco. November 16, 1912. Louis Ash & Co., New York.

BOXELLO—25,125. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 16, 1912. Adolph Boxell, Bethlehem, Pa.

TOM HALE—25,126. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 16, 1912. Chicago Box & Cigar Co., Chicago, Ill.

ARKANSAS BOOSTER—25,127. For cigars, cigarettes, chewing and smoking tobacco. November 18, 1912. M. & S. Cigar Co., Fine Blend, Ark.

SIGORA—25,128. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 18, 1912. Greenwald & Co., New York City.

DOCTORS CERTIFICATE—25,129. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 18, 1912. S. Burlow, New York.

SAN REGO—25,130. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 18, 1912. W. A. Doyne, Lansing, Mich.

YOXEL—25,131. For cigars, cigarettes, cheroots, and stogies. November 19, 1912. L. C. DePutron, York, Pa.

ISAAC LEA—25,132. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 19, 1912. Corex-Martinez Co., Philadelphia, Pa.

LESLIE LIGHT—25,133. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1912. Leslie Light, Waverly, Pa.

THE DEVITT CLUB—25,134. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1912. J. S. Williams Co., Reading, Pa.

DELTOX—25,135. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1912. August Mohr Co., New York.

WOTTON'S UNION BLING—25,136. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1912. Beverly J. Wotton, Detroit, Mich.

LUNATIC—25,137. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1912. W. Young & Son, Pittsburgh, Pa.

HYMELIA—25,138. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 21, 1912. John D. Sills & Son, New York.

DEWITT'S NICKEL SMOKER—25,139. For cigars, cigarettes, chewing and smoking tobacco. November 21, 1912. DeWitt Cigar Co., Ardmore, Okla.

GARRICK—25,140. For pipes. November 21, 1912. Manhattan Briar Pipe Co., Jersey City, N. J.

MARK TWAIN—25,141. For pipes. November 21, 1912. Manhattan Briar Pipe Co., Jersey City, N. J.

AMATH—25,142. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 22, 1912. Levin & Williams, Philadelphia, Pa.

GOV. BRADFORD—25,143. For cigars, cigarettes, chewing and smoking tobacco. November 22, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

BELLE OF BAGDAD—25,144. For cigars, cigarettes, chewing and smoking tobacco. November 22, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

LA FLOR DE BLACKMAN—25,145. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 22, 1912. C. E. Blackman, La Grande, Ore.

FLYING SMOKERS—25,146. For cigars. November 22, 1912. John Moses, Dorchester, Mass.

CORRECTIONS

NATIONAL BLEND. NATURAL BLEND is the corrected form.—**25,106.** For cigars, cigarettes, chewing and smoking tobacco. November 11, 1912. The Moehle Lithographic Co., Brooklyn, N. Y.

COURT BOND. COURT KING is the corrected form.—**22,922.** For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steimer, Sons & Co., New York.

CANCELLATIONS.

FLOR DE ISLA.—25,021. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 14, 1912. C. B. Herschel Mfg. Co., Milwaukee, Wis. Has been cancelled.

CREAM PUFFS.—25,043. For cigars, cigarettes, chewing and smoking tobacco. October 19, 1912. The Moehle Lithographic Co., Brooklyn, N. Y. Has been cancelled.

IMPERIUM GRANDE—25,147. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 23, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

CZAR OF THE EAST—25,148. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 23, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

EASTERN CZAR—25,149. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 23, 1912. Heywood, Strasser & Voigt Lithographic Co., New York.

RITE-HAVANA—25,150. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 23, 1912. Geo. C. Knight, Chicago, Ill.

Interesting Trade Notes

A cigar store has been opened by C. T. Murphy in the lobby of the Champion Building, Atchison, Kansas.

John Hunt and Lester McCance recently took hold of the cigar business formerly conducted by A. M. McGee, in the building adjoining the post office, Galesburg, Ill., but better known to the trade as the Blue Ribbon Cigar Factory.

The cigar store of Irving Bently, Willimantic, Conn., has been purchased by Edward Comins. Improvements are to be made.

Neil J. Smith, who conducts a cigar and tobacco store opposite the Columbia Hotel, Bath, Me., will shortly move to a new store on Front Street, just as soon as it is fitted up properly.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
16 La Salle St., Chicago, Ill.
6-17-1a

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St. Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco.
2-16-tf.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

EZRA SHANK.
Grower of choice Ohio seed leaf tobacco. Correspondence solicited. R. F. D. No. 6, Dayton, O. 10-15-e

PIPES REPAIRED Expert Workmanship. Satisfaction guaranteed.
THEODORE KLINGER, 214 W. 108th St., New York

Flor de Durstein Perfecto Extra, Seed and **Sen Auben** Hand-Made 5c Segars—Londres, Blunts and Conchas—23 years run.
High-Grade, Quick-Selling Brands which will interest all Jobbers and Retailers
Write today for details of this attractive proposition to
S. H. DURSTEIN, Mgr., Wilmington, Del.
Factory and Office, WALNUT & SECOND STREETS

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings. Write to H. ADLER, 304 - 306 E. 48th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 710 First Ave., New York. 10-15-t

WANTED—"Strickler's" famous cover cutter. Must be in first-class condition. Address E. E. P., 352 East Seventy-eighth Street, New York City.

For Sale.

THE D. & K. CIGAR CO., Dallastown, Pa., informs the trade that they make a complete line of high-grade cigars. Samples on application. 10-15-t.

FOR SALE
HAVANA
Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

FOR SALE—Cigar molds, stripping blocks, short and long filler bunching machines, packers' presses, universal stripping machines, A1/2 steam dynamos, engines, boilers, motor, fan and blower. Write us your wants and tobacco manufacturers. Correspondence invited. Address, H. H. Coulter, Chillicothe, O. 11-15-a

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 253 E. 74th St., New York. 8-1-tf

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with established trade, desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-14-tf.

Salesmen Wanted.

WANTED—Established tobacco manufacturing concern desires a first-class, energetic cigar salesman; accustomed with the retail trade in New York City and vicinity; must be well acquainted with the cigar store trade; steadiest salary and expenses. Give full particulars, stating age, experience and references. Address Box 208, "The Tobacco World," 102 South Twelfth Street, Philadelphia.

WANTED—Salesmen calling on the trade to sell our New Stem and Bowl Pipe Cleaning Fire. Liberal commission. H. T. Gilbert Manufacturing Co., Rochester, N. Y. 11-1-a

For Rent.

FOR RENT—Desirable floors, 20 x 80 ft., corner location, in Philadelphia. Recently equipped for cigar manufacturing purposes. Address, Box 700, care of "The Tobacco World," 102 South Twelfth Street, Philadelphia. 11-15-tf.

Up-to-the-Minute Trade Jottings

Dave Cronch and Harry Donahue recently opened a cigar store at Peoria, Ill., which will be known as the "Smoke House."

The Felix J. Holden Cigar Company a short time ago, filed certificate of organization at the office of the Secretary of State, Hartford, Conn., for the purpose of doing business at Bristol, Conn.

Bert Dennis and Lawrence Berghoff, are now in charge of the cigar store on Berry Street, Fort Wayne, Ind., formerly controlled by Lee Ivins.

The Hub Cigar Stand, one of the principal tobacco stores of Visalia, Cal., has been acquired by Paul Weigandfluh. Though only opened on July second of this year, the business, formedly conducted by H. T. Howell, has grown so rapidly that the stock is continually being replenished.

Henry P. Anthony opened a cigar store at 129 South Seventh Street, Allentown, Pa., a short time ago.

The tobacco sorting warehouse of the American Cigar Company, whose interests in Suffield, Conn., are managed by Matthew Leahey, was opened by Mr. Leahey for business about a fortnight ago.

ESTRELLA 53, HAVANA, CUBA — **GUTIERREZ & DIehl** — CABLE G. COSECHERO, Phone A-2025

S. en C.
Successors to Miguel Gutierrez y Gutierrez
GROWERS, PACKERS AND EXPORTERS OF FINE LEAF TOBACCO
From the Miguel Gutierrez y Gutierrez plantations in the Pinar del Rio and Santa Clara Provinces

SOBRINOS de A. GONZÁLEZ
Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA, PARTIDO, and all varieties of Tobacco grown in the Santa Clara Province

Cable Address "ANTERO" — WAREHOUSES and OFFICES — INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

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Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
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I. KAFFENBURGH & SONS
QUALITY HAVANA
Neptuno 6, Havana, Cuba - 55 Broad St., Boston, Mass.

ERNEST ELLINGER & CO. Packers and Importers
OF HAVANA TOBACCO
Havana Warehouse, Estrella 35-37 New York Office, 133-137 Front St.
Joseph Mendelsohn, Manager — Louis A. Bornman

MENDELSOHN, BORNEMAN & CO.
HAVANA & SUMATRA IMPORTERS
HABANA, AMISTAD 85 — 186 WATER STREET, NEW YORK

Manuel Alvarez & Co.
Importers and Packers of Havana Leaf
And Packers of Puerto Rican Tobacco
Havana Office: San Miguel 126 — Puerto Rico Warehouse: New York Office: Cayey — 178 WATER STREET

CRUMP BROS.
Importers and Packers of **Leaf Tobacco**
121 West Lake St., Chicago, Ill.

TEODORO PEREZ — S. J. JANOVER
Teodoro Perez & Company
IMPORTERS OF
High Grade Havana Tobacco Exclusively
212 PEARL STREET, NEW YORK
Havana Office: Lonja De Comercio Havana Warehouse: Mariano

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GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples. Samples cheerfully submitted upon request.

PLANTATIONS: Decatur County, Georgia, Gadsden County, Florida

AMERICAN SUMATRA TOBACCO COMPANY

WAREHOUSES: Quincy, Florida, Amsterdam, Georgia

Largest Growers of Shaded Tobacco in the World
We Offer the Fanciest Grades of Wrappers; Lights, Mediums and Darks
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Telephone 5276 John

J. VETTERLEIN & CO., Importers of Havana and Sumatra **Tobacco** Packers of Domestic Leaf
115 Arch Street, Philadelphia

LOUIS BREMER'S SONS
Established 1825
322-324 N. Third Street, Philadelphia
¶ Importers of Havana and Sumatra packers of Leaf Tobacco

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Importers of SUMATRA and HAVANA and Packers of LEAF TOBACCO
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HAVANA AND SUMATRA
And Packers of
LEAF TOBACCO
101, 103, 105 and 107 N. Third St., Philadelphia

HIPPLE BROS. & CO.,
Importers of Havana and Sumatra and Packers of Seed Leaf Tobacco
Finest Retail Department in Pennsylvania.
151 North 3d St., Philadelphia

Established 1867 — Reputation Sustained by Quality
J. B. MILLEYSACK, Manufacturer of
Fine Havana Handmade Cigars
821 LAKE STREET, LANCASTER, PA.
Correspondence with jobbing trade invited. We offer inducements that meet all competition.

A. Cohn & Company
Importers of Havana and Sumatra, Packers of Seed Leaf Tobacco and Growers of Georgia Sumatra
142 Water Street, . . . New York

HEINRICH NEUBERGER
Leaf Tobacco Merchant
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NEW YORK, No. 145 Water Street — BREMEN, GERMANY

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Packers of Fine Cigar Leaf
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7th and Franklin Streets, Reading, Penna.

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Tobacco Bought and Packed on Commission
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Warehouse: Bird-in-Hand, Lancaster Co., Pa.

E. Rosenwald & Bro.
145 WATER STREET --- NEW YORK

E. A. KRAUSSMAN Importer of
HAVANA TOBACCO
168 Water Street . . . . . New York

M. F. Schneider, Importer of **Sumatra Tobacco**
Nes, Corner, Kolperstrag, Amsterdam, Holland
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JULIUS MARQUESEE, 141 Water Street, New York
Packer and Dealer in All Grades of Seed Leaf Tobacco
TELEPHONE 3974 JOHN

Incorporated Nov. 1906 — Capital Stock $50,000.00
L. G. Haeussermann — Carl L. Haeussermann — Edward C. Haeussermann
L. G. HAEUSSERMANN & SONS
Importers of Sumatra and Havana. Packers and Exporters of and Dealers in LEAF TOBACCO
Largest Retailers in Pennsylvania 148 N. Third Street, Philadelphia

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H. J. FLEISCHHAUER, CIGAR LABELS
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THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

Cable Address: CALDA

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JOSE F. ROCHA Cable: "DONALLES"

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba

SAN MIGUEL 100 HABANA, CUBA

M. A. SUAREZ & CO.

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39-41, Cable "CUETARA" Havana, Cuba

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Commission Merchant

Leaf Tobacco & Cigars

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Almacen de Tabaco en Rama

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S en C

Growers and Dealers of

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CABLE: "Angel" Havana P. O. Box 98

PABLO PEREZ CANDIDO OBESO

PEREZ & OBESO
S. en C.
(Sobrinos de G. Palacios)

LEAF TOBACCO

Vuelta Abajo Factory Vegas a Specialty

Proprietors of famous Lowland Vuelta Abajo Vegas

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HABANA, CUBA

Cable "SODECIO"

J. F. Reichard

PACKER AND WHOLESALE DEALER IN

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We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS

Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.

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Penna. and Ohio Tobaccos a Specialty

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K·P&V **Kaufman, Pasbach & Voice,**

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NEW YORK.

"Egyptian Lotus" Plain or cork tips. 15c. per package.
"Fifth Ave" With mouthpiece, plain or cork tips. 10 per package.
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And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.

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Keep Your Tobacco FRESH and CLEAN

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Chewing Tobacco

In a 10c Metal Box

The Package is sanitary, convenient and very attractive

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NEW YORK

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On useless DISPLAY and grudge a penny for improving and perfecting cigars fit to smoke?

The Becker Humidor Glass Cigar Box Lid

will do more to please the SMOKER than all the embellishments money can produce.

Keep cigars PURE and SANITARY under a GLASS LID on display—you will win dollars to cents on sales and satisfaction. It's like a stopper to perfume—it prevents all evaporation and loss of flavor. The most conservative Cigar Manufacturers in the world enthusiastically praise the BECKER LIDS. Over a Million now in use, in this and other COUNTRIES. Send for sample and prices for Moisteners, Humidors, Etc.

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EST. 1891

"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

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Clark's Samson Tobacco Press

If you want a tobacco press that is heavy and very strong and durable—a press that supplies tremendous power and from which it is easy to remove heavy boxes or crates—you want a **Clark's Samson.** Its easily-handled compound lever for pressing, its compound lever for raising and lowering the 4 center platform rollers, its end platform rollers—these, together with its general efficiency, make **Clark's Samson Tobacco Press** the choice of careful buyers. Write for complete information today.

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Makers of the original CLARK double action harrows

¶ If you want **Cigar Labels** of neat and original designs, consult us. Let us submit samples.

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CIGAR LABELS, BANDS & TRIMMINGS.
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CigarRibbons Largest assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W

WM. WICKE RIBBON COMPANY
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
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NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN. AROMATIZER. BOX FLAVORS. PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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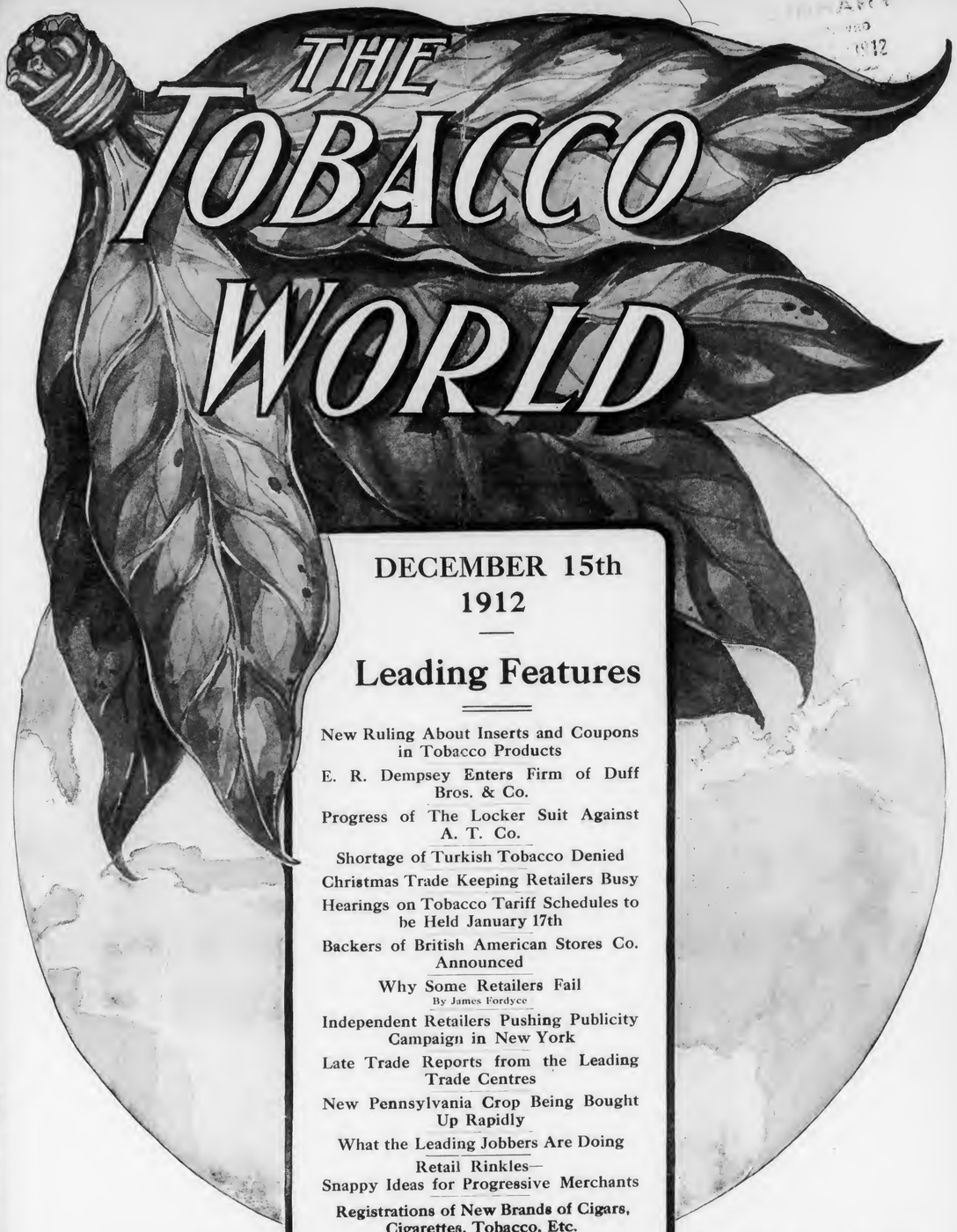

DECEMBER 15th
1912

Leading Features

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Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXII No. 24

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

Announcement

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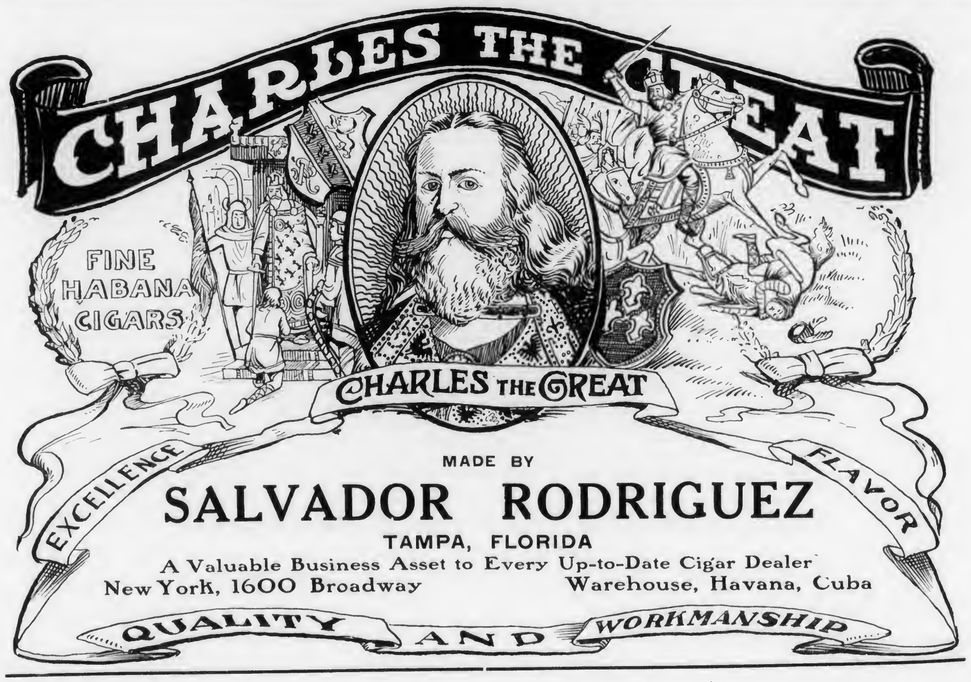
HAVANA CIGAR MANUFACTURERS

Announce the opening of their New Offices and Salesroom at 47 West 34th Street (Marbridge Building), New York.

You are cordially invited to inspect our new quarters

Telephone, 5900 Greely



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A worthy ten-cent cigar tribute to the Founder of the house and a solid quality offering to the trade.

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Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste

San Felice CIGARS

The Deisel-Wemmer Company
LIMA, O.

Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

Announcement

E. REGENSBURG & SONS

HAVANA CIGAR MANUFACTURERS

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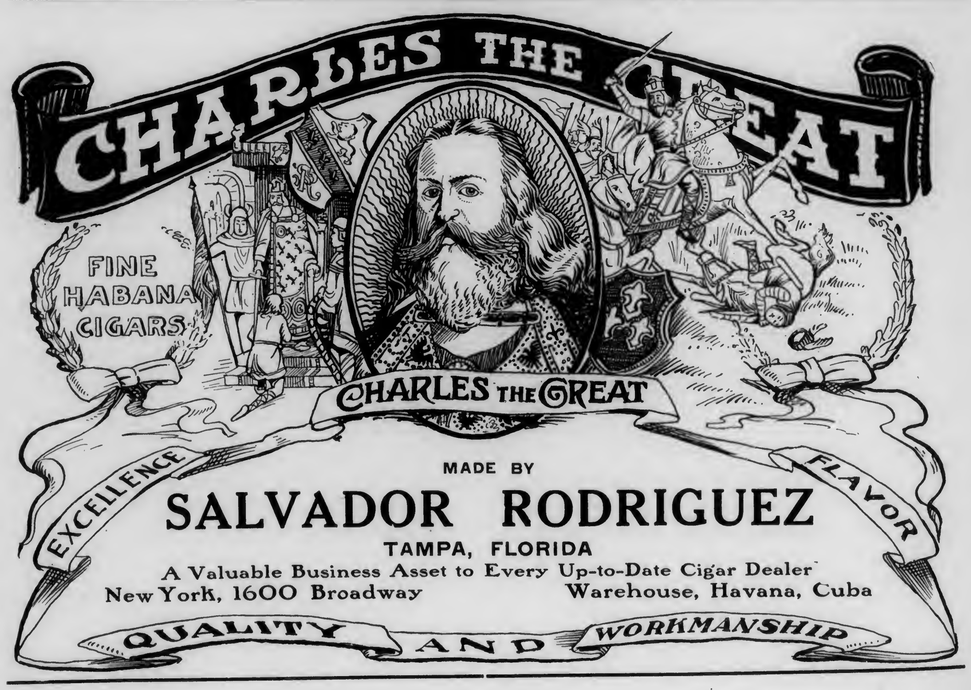

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SAN FELICE 5¢ FOR GENTLEMEN OF GOOD TASTE

San Felice
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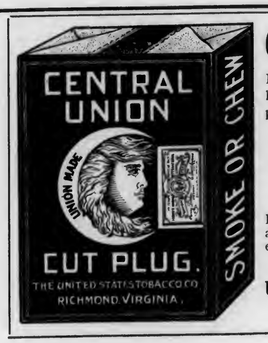
The Deisel-Wemmer Company
LIMA, O.



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CIGARS
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JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY KEY WEST WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Finest Workmanship

Under Sanitary Conditions

BERNADOTTE TRUE HAVANA CIGARS
A. KERN & CO., Inc., 109 W. 42d St., New York

Each Cigar Wrapped in Tin Foil and Tissue Paper

EL DALLO

5c. 5c.

The cigar is right, because it is made of the right kind of tobaccos in the right way.

The special wrapping is right, because it keeps the cigar **fresh** and **clean** from **maker** to **smoker.**

PRODUCED BY
Wertheimer Bros., Baltimore, Md.

*The "LIAR" cigar attracts attention—and furthermore—**it holds it.** And isn't that holding quality the big selling factor of any brand?*

When you begin to size up your stock around the first of the year, Mr. Dealer, and lay your plans for another twelve months of business, don't overlook the "Liar".

It is guaranteed to be the best five cent cigar that can be made. It contains one-quarter selected Havana filler, is wrapped in the best Sumatra, and made by skilled hands. Write for exclusive territory to

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

MADE IN
PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

20th CENTURY 5c. CIGAR

LA ALTOONA, Perfecto and CASILDA, 10c. Cigars

Are standards of high quality. They will interest progressive houses

Made by

C. H. Plitt Cigar Company, York, Pa.

REGISTER YOUR BRANDS

with

THE TOBACCO WORLD BUREAU

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs 46 Miller Street, Pittsburgh

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

Send for Free Sample Book OF German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company

LITHOGRAPHERS

Steiner Building — 257-265 W. 17th Street

NEW YORK

YOU WANT THE BEST TRADE. YOUR TRADE WANTS THE BEST.

SUPPLY THEM WITH BAUM-JAFFE CIGARS AND YOU'LL BE "IN RIGHT."

"EL JAFFE"

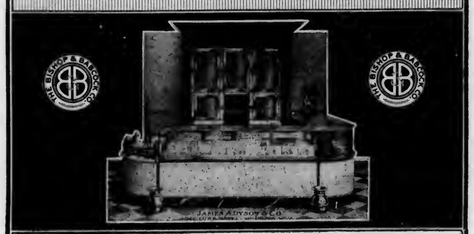
The Finest 10c. Cigar

FILL THE DEMAND FOR RICH, FINE, "COME-AGAIN" CIGARS. THEY ARE CHOICEST HAVANA AND BROADLEAF. WRITE FOR SAMPLES.

BAUM-JAFFE CO.

115-117 NO. THIRD ST., PHILADELPHIA

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

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Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

Racine Paper Goods Company

Sole Owners and Manufacturers

RACINE, WIS., - - - - U. S. A.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY

Independent Manufacturers — Detroit, Mich.

A New Year's Resolution Worth While

¶ Resolve to sell none but high quality, repeating, permanent selling brands.

¶ You will find all the necessary points in

BOLD AND DISCRIMINATOR

to meet these requirements.

Start 1913 Right

¶ Resolve to take on, and get behind, these two live brands.

BOBROW BROS.
114 S. SECOND STREET, PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

Ciales Morovis Tobacco Co.

13-27 CEDAR STREET, NEW YORK CITY

Porto Rico Stripped Booked Filler

All our invoices have the following Guaranty:

The TOBACCO contained in these packages is GROWN, CURED AND PACKED on THE ISLAND OF PORTO RICO. THIS GUARANTY is part of CONTRACT OF SALE.

We will be pleased to send sample.

EL AGUILA DE ORO

LA ESPAÑOLA FUEYO Y Cª HABANA

LA FLOR DE NAVES DE OBESO Y CUETO HABANA

BOCK & Co

LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA

LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA

A DE VILLAR AyV Y VILLAR

LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA

HENRY CLAY AND BOCK & CO. LTD. HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine HAVANA CIGARS

ESTELLA DE F.G.C. HABANA

H DE CABAÑAS CBS Y CARBAJAL

LA INTIMIDAD GM DE ANTONINO CARUNCHO

LA AFRICANA HABANA

LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS

FLOR DE J.S. MURIAS Cª HABANA

Flor de J. S. Murias y Ca.

LA FLOR DE CUBA DE M. VALLE Y Cª HABANA

MANUEL GARCIA ALONSO HABANA

SUPERIOR DE PEDRO ROGER ROSA DE SANTIAGO HABANA

FLOR DE YNCLAN DE F. YNCLAN HABANA

LA CAROLINA DE BANCES Y SUAREZ HABANA

LA CORONA

Attention, Mr. Cigar Manufacturer

Do you know you can make your cigars entirely by Machinery?

Increase Your Profits by Using Cigar Machines

Progression is the order of the age. Automatic machinery has revolutionized the manufacture of almost every article in common use. Do you know of a shoe manufacturer today who would go back to making shoes by hand? AND YOU, MR. CIGAR MANUFACTURER, WILL NEVER AGAIN ATTEMPT TO MAKE CIGARS BY HAND AFTER YOU HAVE ONCE INSTALLED OUR MACHINERY.

THINK IT OVER. WRITE US TODAY.

Automatic Bunching Machine, Bunches 22 Cigars a Minute

Here Are a Few Reasons Why You Should Install Our Machines:

Our machines can be adjusted to any size or style of cigar.

They will immensely decrease your cost for labor, thus ensuring larger profits.

The cleanliness of the cigars will appeal to every smoker.

They will produce the same cigars you are making for much less money or will enable you to make a much better cigar for the same money.

Our machines do the work with greater uniformity and perfection than is possible by hand.

The machine-made cigar cannot be distingushed from the hand-made product.

You will require much less floor space, which means a big saving in rent and other expenses.

Two operators will bunch 10,560 cigars every eight hours with one of our bunching machines.

Six operators will wrap 11,520 cigars every eight hours with six of our wrapping machines.

WHICH, FIGURED OUT, MEANS CONSIDERABLY LESS THAN $2.00 PER THOUSAND, for a capacity of 10,000 cigars a day of eight hours. You know what it costs you to make cigars by hand. Can you beat it?

Write us today before you forget it for prices for installation.

The Cigar Machine Corporation of America
106 South Gay Street, Baltimore, Md.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

MISKO

5c. CIGAR

MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

If you want an uncommonly good Segar, try this brand, nothing better can be made.

¶ They make trade for you—they make money for you—also some for the makers.

Segar de Luxe.

His Connoisseurs' Edition de Luxe

Rubaiyat

was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba Under the personal supervision of

Jno W Merriam

JOHN W. MERRIAM & CO.

139 Maiden Lane, New York

S. Loewenthal & Sons

131 Maiden Lane

New York

¶ Importers of Havana and Packers of Leaf Tobacco.

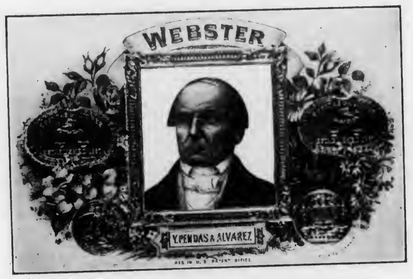
¶ One of the largest packers and jobbers of shaded tobacco in the world.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.

NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXII. PHILADELPHIA AND NEW YORK, DECEMBER 15, 1912. No. 24.

After January 1st all Inserts Packed in Tobacco, Cigarettes and Snuff Must be of Equal Cost

Commissioner Cabell Issues Important Decision---Held That it is in Violation of Law Relating to Lotteries--- Manufacturers May Use Those Now on Hand

WASHINGTON, December 12.

A RULING has just been issued by Commissioner of Internal Revenue Cabell relating to the packing of inserts in tobacco products, which is bound to create widespread interest in the trade. It was addressed to all collectors of internal revenue and holds that the practice as now in vogue is in violation of the law. It is held that when a manufacturer packs inserts in packages, some of which cost more than others put in packages of the same brand and of the same weight, it violates section 3394 of the Revised Statutes. This practice is thus held to be a lottery.

Mr. Cabell stated that the government had no intention of hampering the manufacturers in the conduct of their business and that the government was willing to allow them to pack those they now have in stock before January 1, 1912. After that date the manufacturer must pack inserts, all of the same value. Furthermore it is stated that if the manufacturer wished to increase the value of the insert he must put out another brand.

The decision reads in full as follows:

To Collectors of Internal Revenue:

On and after January 1, 1913, inserts of no redemption value packed in statutory packages of tobacco, snuff, cigars and cigarettes of the same size and of the same brand shall be of equal cost to the manufacturer. Such slight changes in design and appearance as are consequent upon the use of a series of flags, birds, baseball players, etc., are not prohibited provided the cost to the manufacturer of the inserts is the same.

Where a manufacturer packs inserts in statutory packages some of which cost the manufacturer more or less than other inserts used in the same sized statutory package of the same brand, such action constitutes a clear violation of section 3394 of the Revised Statutes as amended, the character of insert distributed to or received by the purchaser in such case depending upon the event of a lottery.

Where inserts or coupons possessing redemption value are used the equality or inequality of such redemption value determines whether or not the statute referred to has been violated; in the use of inserts of no redemption value the equality or inequality of the cost to the manufacturer is the determining factor.

ROYAL E. CABELL,
Commissioner.

Three-Fourths of Connecticut Crop Sold

Windsor, Conn., December 11.

Fully three-quarters of the 1912 crop of Connecticut tobacco has been sold by growers and most of it delivered to packers and tobacco dealers at a good price. There is still an active demand and the entire crop will be sold in good season. A few growers are holding their crops for a higher price than the thirty cents a pound which has been the average paid. It is believed that the best of what is still unsold may bring somewhat more than that.

Fire Damages Two Cincinnatti Cigar Stands

A fire in the Gibson House, Cincinnati, last Thursday, destroyed the cigar stands of J. Stacy Hill, entailing a loss of about $4000. The same fire also damaged stock of the Henry Straus cigar stand in the Union Trust Building.

E. R. Dempsey Becomes Member of Firm of Duff Brothers and Company

Well Known Representative of Manufacturers of "Vesper" Cigar Purchases Interest in Concern—Are Putting Out a Number of New Cigars

DUFF BROTHERS & COMPANY, 435 Market Street, manufacturers of the well-known nickel cigar, the "Vesper," have sent announcements to the trade to the effect that E. R. Dempsey has been admitted to the firm. This concern has been operating a factory at 229 Elm Street, Lancaster, Pa., where S. D. Duff, superintends operations. It is understood that Mr. Duff will have charge of the manufacturing end of the business, while Mr. Dempsey will attend to the sales end. The old firm name, Duff Brothers & Company will be retained.

Mr. Dempsey is well known to the cigar trade of this and adjacent cities. He has served his apprenticeship in selling with some of the big ones of the trade. He was with the firm of Dempsey & Cook for more than seven years. He was also connected at one time with the firm of George Storm & Company and with Roig & Langsdorf. With such valuable experience and his knowledge of conditions and big factors in cigar selling, this connection should prove of great advantage to Mr. Dempsey as well as to his associates in the firm.

Although the "Vesper" cigar is the big seller of Duff Brothers & Company they have lately introduced other brands. Three of these cigars now selling well with them are the "Usacuba," selling six in a bundle for a quarter; the "Keystone Poplar," a straight five-cent cigar, wrapped in tin foil and tissue paper, and the "Val Rosa" another nickel brand. The ten-cent brand of the firm is the "Lord Lancaster," which enjoys a wide distribution in Philadelphia.

Stephano Bros. Deny Sale of Factory

The stories appearing in a number of New York papers, stating that the business of Stephano Brothers, of Philadelphia, had been or was about to be sold to the newly organized Tobacco Products Corporation, have been emphatically denied by the members of this firm. One source of information gave it that the price was approximately three million dollars.

This deal has been rumored for some time and it would not surprise many if it was finally consummated, as the concern has one of the largest and best equipped factories in the country for the manufacture of high-grade cigarettes. It would be admirably suited for the purposes of the Tobacco Products Company.

In making the denial to the TOBACCO WORLD, a member of the Stephano firm said:

"It has been rumored a number of times within the past ten years that we had been taken over by other concerns, and we have taken the stand that we will neither affirm nor deny any of them. It appears that some persons know more about our business than ourselves."

Why Some Cigar Dealers Failed in Business

By James Fordyce

A SHORT time ago I was asked by one of the larger cigar manufacturers whether I was able to account for the number of failures in the trade within the past year. He referred to retailers particularly, since he had lost considerable money through this channel, as well as from several jobbing and sub-jobbing concerns.

It is a general impression, and possibly very true, that there are more failures through poor management than through lack of capital, a commonly-believed cause. "There are too many persons in the retail cigar business nowadays," stated this manufacturer, "who should never have entered it. They had insufficient capital, and in addition no practical experience. If this combination doesn't spell failure I don't know what does." Anyone in the cigar business will agree that either of these handicaps is enough to hamper any newcomer, notwithstanding the fact that he may be clever enough in other matters.

In an article appearing a short time ago in the TOBACCO WORLD I stated that a large majority of the failures were due to the fact that the bankrupts had not known just what condition their businesses were in. I still believe that this cause in one of the biggest, if not the main reason for these men failing to make good. They did business along sane lines—and apparently were making money. But they did not realize that all that time they were living in part on their capital. That is, they did not know just what condition they were in financially. They failed to balance their receipts and expenses. As a result when the accounting was called they did not realize, until it was all over, that they had been declared insolvent.

Interviews from a number of tobacco retailers elicited some interesting replies as to the reasons for their failures. All these men were thoroughly honest, and went into business anew, determined to operate along different lines to benefit from former mistakes.

One merchant had failed, he stated, because he changed locations twice. He had been doing a nice trade in one town, but decided that another near-by afforded better opportunities. He left the former town where he had enjoyed a measure of success, because several large manufacturing plants had been closed and had thrown many persons out of employment, who left for other cities. He had carried a varied stock of cigars and other smokers' articles in the first place and stocked up heavily on them when he located again. Other brands, which had never sold in his home town, happened to be the big sellers in the second city, and before he had a chance to unload some of his big stock he had to dispose of it to a large jobbing house at a heavy loss. When he settled with his creditors, he had nothing left but a reputation for honest dealing, which is a good asset, but not sufficient to do business on.

Another prime reason for a merchant going into the hands of a receiver was his belligerent attitude toward salesmen. This policy drove him to the wall. After he had gone through a receiver's hands and made a fresh start he decided to change his tactics. He had turned down salesmen without giving them a chance to state their propositions. In several instances these men went to competitors, who took on the cigars and made a success of them. This man had several "friends" among the road men. They were good fellows and he liked their style. After the lull in the storm of bankruptcy, he did some quiet figuring and learned that "this friendship stunt" did not make for the best profits. He was paying too much for his stock, in view of expenses and competition. Now every salesman who goes into his store is given a chance. If this man needs the goods, and can get a reasonable price, he buys, regardless of whether he likes the man or not.

Overstocking or insufficient capital was given as another cause. When the manufacturer begins to press the dealer for his money and has trouble securing it, the crash often follows. One case such as this taught the merchant to have a carefully prepared budget with limited appropriations for each line. When he had reached that figure he stopped. Overstocks have never embarrassed this man since he learned his lesson.

The ignoring of the public taste has injured many a cigar man. One man I know of ignored it almost completely. He aimed to "educate" his customers—usually to smoking his own brands. He never advertised them and when a prospective customer entered the store and inquired for a well-known cigar and couldn't secure it, he left. This class of men cannot be "educated" very easily. They usually know what they want, and see that they get it. Had he carried the brands asked for, he might possibly have brought this class of smoker around to his brands later.

A bad mistake made by some cigar dealers is to get a line on some brands from traveling men. These men unquestionably are in close touch with the markets. But are their opinions unprejudiced? Many men are turning down representatives from different houses every day simply because they have heard certain things about them. It is always best to get a sidelight on a certain firm, if possible, but see that the report comes from the right source.

These are only a few of the many mistakes made by cigar merchants. They were made by men who are again in business, people of unquestioned integrity and can be made by anyone. Other reasons for failures, arising from sharp business practices, I have not enumerated. They would fill a book. No modern, up-to-date merchant resorts to them, so why touch upon them?

What Can I Call My Cigar?

By B. B. M.

I'VE tried so hard to find a name to call my new cigar.
I've looked in all the papers, and in all the books there are.
At first I sought a pretty name, but now I'd be content
To find one little unclaimed word, no matter what it meant.

But all the names of birds and beasts, and all the names of things,
And all the names of generals and actresses, and kings,
Yes, all the words that Webster knew, and some he didn't know,
Were claimed for other smokes than mine, so very long ago.

So I shall travel far away to some uncharted shore,
Where man, in all his journeyings, has never been before,
And in the unmapped wilderness, of that far distant land,
I'll find some strange new animal, for which to name my brand.

Tommy's First Smoke Throws Him

By St. John Bingham

TOMMY sidled in through the front door with an elaborate air of there being nothing unusual in his entry before 5.30 o'clock. Usually it took two maids, his mother and threats from his father to drag Tommy within the portals of his happy home in time to get ready for dinner.

"Nothin's the matter," he told Hetty, the second girl, defiantly. "I just don't feel well. I want to go lie down on mother's bed. Where's mother?"

Oddly enough he seemed relieved, instead of disappointed, when Hetty said that his mother was down town.

Hetty was anxious. Tommy usually had hysterics at the mention of a nap—and there he was suggesting, nay, demanding one!

"Do you ache anywhere?" Hetty asked. "I wish your mother was here. Is your head hot?"

"Naw!" Tommy said, edging away from her hand. "I just wanta lie down."

He clumped upstairs into his mother's room, and Hetty heard the springs groan as he threw himself upon the bed.

"I wisht his mother was here," Hetty told the cook. "I know he's sickening or something. And him lying right on that new spread she made, and him forbidden to get on the beds daytimes, anyhow! I wisht I knew what was the matter with him."

Every ten seconds or so Hetty paused at the bedroom door to gaze within. Tommy lay blinking at the ceiling. Every once in a while he would gulp and swallow hard. His face was pale.

"Tell me where the pain is, darlin'," Hetty begged. Only the wildest extreme would have led Hetty to address Tommy with pet names. Usually she referred to him as "that young limb!"

"You go 'way," was Tommy's fierce response to her distracted query.

Hetty met Tommy's mother before the latter was fairly up the steps. "My, I'm glad you've come!" Hetty gasped. "Tommy's on your bed—an' he's sick—an' he won't tell what's the matter with him!"

Tommy's mother apparently cleard the stairs with one bound, arriving at her son's side gasping and pale. Pale as she was, he excelled her in that respect. He edged away as she grasped his pulse and laid her hand on his forehead.

"Your pulse is fast and your head is cold—I don't understand; where do you ache? You aren't going to have anything awful like diptheria, are you? I must telephone the doctor."

"No-o-o!" Toomy roared violently and rolled over. Then he groaned and rolled back.

"You're white as a sheet," his distressed mother cried, wringing her hands. "My goodness, Tommy, I never saw you look so awful before! Where's your brother? Where's Jimmy?"

Jimmy had arrived by way of the back door some moments previously and now appeared on the scene with both grimy hands full of cookies. He gazed upon his prostrate brother with a singular absence of alarm and compassion, and sniffed at the queries as to where and with whom Tommy had been that day.

"Naw, he ain't goin' to be sick," Jimmy announced positively, taking another bite of cookie. "He's been smokin'—that's what!"

Grasping the foot of the bed, Tommy's mother stared first at her eldest son's calm cookie-filled countenance and then at the pale face on the pillow, now distorted with a mixture of wrath and physical agony.

"Tattle-tale!" Tommy groaned at his brother.

Is that so, then! Tommy's mother figuratively rolled up her sleeves. Had not this very question of boys smoking been discussed at the last club meeting? It had, and she knew precisely what to do. She turned toward the sufferer, who glared at her affrightedly. Just then it seemed to Tommy that he had enough to bear without the addition of chastisement. He blinked at the cooing tones that fell upon his ear.

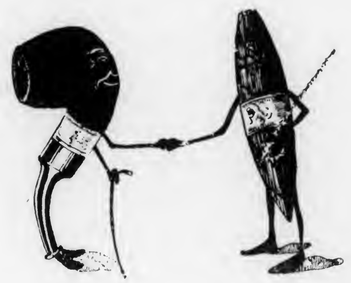
"So, it's smoking that did it!" his mother said, not at all in anger, but with only polite interest. "I wish you had told me what you were going to do, Tommy. I don't like to have you smoking old cigars in the street and getting hold of germs and things, when there's a whole jarful of father's good cigars here at home. Get right up this minute and I'll help you to have a clean, sanitary smoke."

Feeble and terror stricken, Tommy sat up. He stared with piteous disfavor upon the rich, brown, fat cigar which his mother gave him. She struck a match. "Pull on it," she ordered.

Still terror stricken and bewildered, Tommy pulled. "Keep it up," said his parent, whenever he showed signs of weakening.

She caught him when he toppled over, the cigar falling from his lips. Then she and Hetty administered first aid to the injured.

"Anyhow," Tommy said triumphantly to Jimmy some hours later when, still pale, he rejoined the family circle, "you're another. You said I wasn't goin' to be sick, and Gee! I was awful sick!"



Cigar. Hullo, old man, you're looking very fine. How do you feel?

Pipe. First rate, my boy, getting stronger every day.

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Businesses

In the window of the Charles L. Miller Cigar Company, Chicago, has been displayed a novel exhibition which has attracted great crowds of visitors and resulted in heavy increase in business. An electric light lamp and socket were attached to the top of an ordinary pane of window glass which was inserted in a slit in the top of a cigar box set upon the floor of the window. Glass, of course, is a non-conductor of electricity. Hence arose great public curiosity as to the reason why the light continued to burn.

Electric Light Puzzles Curious Passersby

In the window was displayed a handsome sign on which was asked the question, "What makes the light burn?" Then followed the injunction: "Come in and ask Miller!"

Crowds of curious folks obeyed the injunction, went into the store and asked Miller or one of his employes concerning the phenomenon. It turned out that two small and exceedingly fine copper wires were placed around the edge of the glass and held in position by some chemical preparation which made them invisible. These wires carried the electric current to the light on top and caused it to shine as brightly as if it were placed in some usual style of socket.

The device proved immensely successful.

A Louisville man recently purchased a site upon which he will erect a building which will undoubtedly attract quite a bit of attention. It is his plan to have a cigar store to be known as the "Log Cabin." The cabin is to be strictly what its name implies. It will be made of roughly hewn logs, but the interior is to be fitted up in the most approved manner. The interior is to be in keeping with the architecture of the cabin. Many novel little innovations are said to be in store for the devotees of the weed in that city. Retailers nowadays cannot make their stands too individual in appearance. Individuality is the keynote in many a successful cigar store.

Will erect Novel "Log Cabin"

John L. Corey, a Chicago tobacco dealer, specializes in high class cigars. Incidentally on the back of his card he issues a number of "Hints to Smokers." He advises them to buy none but new cigars. He would have the smokers leave the ashes on their cigars until they fall off. If a cigar light goes out, he says, the smoker should blow through the cigar immediately, driving out the dead smoke. Lighting a cigar thoroughly, he says, is absolutely necessary. He recommends that a good cigar should not be smoked out of doors; he suggests that before breakfast smoking by a dyspeptic is very injurious to health; "carry matches and peddle them out," he says, "but if a man wants a light from your cigar tell him that you would rather change cigars since yours would be much harmed if not ruined, by the crushing and mauling through which it would go." Finally, he insists, that there is no economy in smoking cheap cigars; "If you can't afford good cigars," he says, "smoke less."

Issues Card Containing "Hints to Smokers"

A novel advertising scheme which was decidedly out of the ordinary was successfully carried through by a Western firm which had decided to install some new electric signs. Instead of adopting a permanent design for the display, it was determined to use movable letters, and to change these so that every time a special offering was put before their customers it would be possible to announce it in flaming letters, running the length of the store.

A Sign That Attracted Attention

To start off in the most effective manner some one originated the idea of having the letters in the sign "pied," that is, the letters were all jumbled together. It was figured that the public would be interested at all events. On the first night the passers-by were astonished to see a sign reading something like the following:

SVRTGHUV $(.#-$ TRYHTNMTEX MTRKVOFD

After the crowds had taken a good look at the sign they realized that the concern was not trying to talk in Sanskrit, but was trying to attract their attention. As a result people looked for the "pied" sign the next time they came in that neighborhood, when they saw in flaring letters a reason why they should purchase at that house.

The long winter evenings are now with us and give the dealer, who takes the time, plenty of opportunities for thinking up new ideas in developing his business. Is this or that line giving you enough profit? Which brand, taking price and quality in consideration, warrants you in pushing it to your utmost? If the brand has any distinctive feature, which is noticeable as compared with its neighbors in the case, try some catchy scheme to get it before your present customers as well as the prospective ones passing the door every day. The merchant who takes the stand that every man who passes his door should eventually come inside to purchase his cigars, tobaccos and cigarettes, and who uses every means within his power to reach that end, is the man who will make his business show a healthy increase from year to year.

Look Over Your Lines and Push the Best Ones

Retailers Should "Swap" Ideas

Retailers should exchange ideas for building up their businesses. This co-operative method was frowned upon at one time. Merchants got the idea that in exchanging ideas with their fellow dealers they were giving away some of the secrets of their businesses. The numerous associations now being formed throughout the country, where retailers get together to fight the common evils and become better acquainted, are proving their necessity. Any merchant who has used any clever scheme for bettering his store and sales is invited to communicate with the Editors of THE TOBACCO WORLD. Your ideas may possibly be of use to others, just as their plans may be adapted for your store. These "Retail Rinkles" will appear from time to time in the WORLD and should be helpful to all retailers.

PROBLEMS of the RETAILER

Salesmenship, Not Mere Distributing

SALESMENSHIP of the Hundred Point variety does not confine itself to selling people just what they came to buy.

Some time ago I dropped in a cigar stand to buy an after luncheon cigar. I had nothing of importance to do, so watched the methods of one of the salesmen. He was one of the most listless articles I ever saw back of a counter. One man, a regular customer of that store, came in. "One of your ten centers," he said. The clerk reached for the box, and after some fumbling put it before the smoker, who took one, lit it up, and left. This employee never during the transaction looked directly at the man he was serving, but out of the window much of the time. Such a fellow in time will queer a business.

That afternoon while seeing a friend of mine in a neighboring store, I watched his methods of operation. He was the assistant in a store which did a heavy trade in imported goods. One man, evidently a lawyer with offices nearby, asked for a brand which he smoked regularly. He bought three boxes and the trouble my friend took to suit him during that time proved pretty well that the big business that firm did was not due to the goods alone. The same cigars could have been purchased in any one of a dozen better stores around town. He did not buy the same brand, but another which the salesman recommended to him as a milder cigar made by the same factory.

A comparison such as this should furnish food for thought for many clerks. They get in a rut and do not realize it until they are out on the sidewalks looking for another position.

The Word "Service" Defined

THE word "service" is a small word, but upon the true understanding of its meaning and influence hangs the success of every business. According to one of the latest standard dictionaries, the word means, "labor or effort for the benefit of another."

Every business man must work for the benefit of those with whom he deals. The competition of today demands it. He must take as much interest in his customer after the sale as before. The manufacturer, for example, must see that his product gives the service he has represented it would. And upon this depends his ultimate success.

The manufacturer must suggest new uses for the product, as well as ways of cutting upkeep expense, and reducing labor cost. In fact, he must put just as much effort into selling the service he gives as he does in selling his product. In return for his services he gets "good will."

The real end and aim of giving good service is to get the good will of his customers. "Good will" is the confidence his customers have in him, first, and his product, second. For, unless a man has confidence in the ability and honesty of the manufacturer, he cannot have faith in the product of that manufacturer.

To sum up, real service is giving the man who buys your product a first-class article, all the suggestions you can about its operation, and cheerfully repairing or correcting any defects that may appear, without complaining because you do it.—Berlin Quality.

A Merchant as Seen by Walt Mason

The merchant wrote a little ad
And put it in the *Shriek*,
And there it stood day after day,
And each succeeding week.
It told about his heating stoves,
He wrote it when the snow was piled
Upon the frozen earth
As high as it would go.
And in the sizzling August days,
When in the towns and groves
The people fried and sweated blood
They read about his stoves.
Years wore on,
The babes were born,
And grown up folks were pinched.
Some men were to the Senate sent
And other men were lynched.
And some were wed,
And some divorced,
And some were boiled in oil,
And some were loafing in the shade,
While others tilled the soil.
And some were on the briny seas,
A-hunting treasure troves,
And still that doggone foolish ad
Referred to heating stoves.
The type wore out,
The printer went to get another ad;
"I tried that graft," the merchant said,
"And found it very bad."
"No, advertising doesn't pay,
"Go chase yourself, my cove,
"I tried your sheet for seven years
"And never sold a stove."

Window Bulletin Suggestions

CHRISTMAS COMES BUT ONCE A YEAR

And, though the day be dark and drear
You'll surely share the Yuletide cheer,
By buying all your cigars here.

A Splendid New Year's Resolution

I will discontinue smoking "punks." No more poor cigars for me. I will carry this out by buying my goods at ———— Smoke Shop.

Turn Over a New Leaf

by cutting down on poor cigars. The surest method of doing this is to purchase from us. Quality is our long suit.

THE black cigars of Joe Cannon, until recently "Czar" of the House of Representatives, have been the subject of much comment and many stories.

The latest one goes on to say that at one time Mr. Cannon was taking dinner at the home of one of the best known hostesses in Washington. The dinner was all that the palate of man could desire and after the guests arose the hostess passed around a box of cigars. Uncle Joe had a contempt for the majority of cigars his friends and acquaintances smoked and certainly had no intention in this instance of smoking a brand selected by a woman. He accordingly passed the box to his neighbor, and drew out his own cigar case, intending to smoke his favorite brand. His hostess, noticing the action, made a pleasant, but firm protest, against Mr. Cannon turning down the smokes, and after a sheepish smile the "Czar" took one from the discarded box and proceeded to light up. He was so pleased with the cigar that he asked his hostess when he left for home where she had secured such high-class goods.

"I can't tell you that, Mr. Cannon," she replied, "but I am sure you know now where you can get good cigars, if you wish some in the future."

* * *

There were a bevy of girls on the hotel veranda.

"Jim tells me he stopped smoking to please me," spoke up one miss.

"He tells me he stopped on my account," asserted another.

"Why he told me only this morning," said a third, "that he did it for me."

Silence for a few minutes.

"Never mind, girls," spoke up an elderly man in one corner, "if I could please a regiment of girls, I'd stop, too."

* * *

As a result of the campaign which has been carried on for some time by women agitators in Los Angeles against smoking in street cars, the smokers have turned their guns against the deadly saber-like hat pin which the majority of the female reformers compel them to dodge. They contend, and rightly, that it is dangerous, and argue that women should be compelled to wear corks on the points of the pins to make them harmless.

It's amusing how some women, being in the reform mood, look around to see where they can start a rumpus. They hear so much about the great "harm" of tobacco, and, being in a belligerent, world-reforming mood, open up on the smoker and his smokes. But when it comes to reforming them they loudly assert their right to dress as they please, even when the mere man is compelled to carefully watch the deadly contrivance they use in their hats, to keep from losing an eye or being badly scratched.

One of the first things that Geraldine Farrar, the grand opera singer, had to learn when she began to study her role in an opera recently sung in New York, was the art of smoking. The credit for teaching the star is given to her father, Sid Farrar. When seen recently in Carnegie Hall, in New York, Mr. Farrar said he might as well own up.

"Gerry never smoked in her life," declared the former diamond star, "and I only smoke cigars. But she's doing nicely now. She took to it naturally, like sucking lemonade through a straw. Only she had to think of her vocal chords. You see, it's this thing of a new opera they call the 'Secret of Suzanne,' and she has to learn to smoke and sing at the same time."

* * *

Physician—I don't believe you are carrying out my directions at all. I limited you to one ten-cent cigar a day.

Patient—That's all right, Doc; I smoke ten one-cent stogies. It's the same thing.

* * *

According to recent reports from Zion City, Ill., trouble is again brewing between Wilbur Glenn Voliva, overseer and president, and the unconverted employees of the Cook electrical works.

An ordinance of Zion City prohibits smoking in the confines of the town. When the employees of the Cook electrical works came to that place they ignored this ruling, which to a certain extent had been obeyed. Many signs erected by the Zionites opposite the electrical works were burned down at the time by the tobacco users in the war which followed.

The latest trouble arose when the Zionites gathered outside the factory gates as the workmen were leaving at night, and began singing their hymns and exhorting against the use of tobacco. From the top of the factory an immense searchlight threw its rays down upon singers. Guided by this light the workmen opened fire upon the zealous anti-tobacconists, and hurled missiles into the crowd. Almost simultaneously the light was put out and the injured Zionites and the workmen had a virtual Kilkenny cat scrap. When peace was restored, and the belligerents pulled apart, four Zionites limped away, suffering from many bruises. Two of the injured persons were women.

There have been many amusing episodes of people who tried to convert tobacco users, but these disturbances at Zion City afford more real fun, possibly, than any other we have heard of for some time. The Zionites declare that they have just started. If this is only the beginning, we venture that the governor of Illinois will be compelled to call upon the militia ere long.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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With the first of the year will be inaugurated the new Parcels Post System in this country. Just how this scheme will work out in the tobacco trade it is impossible to predict with any degree of certainty. It may be said, however, that it is sure to prove a big factor in the distribution of tobacco products, and as such, should be studied carefully by every one in the trade.

The Parcels Post and it's Effect on Trade

At first glance, it would seem that the new law would benefit most those houses doing a mail order business direct to the consumer, and thereby making further inroads on the local retailer's trade.

What benefit the retailer will receive will depend largely upon what methods he adopts to protect himself, as well as to take advantage of the new conditions of distribution. In the first place, he will be able to receive much of his goods by mail instead of express and thereby be insured of a prompter service at less cost. If he does more than a local business he will be able to supply his local customers through the mails, and thereby cut down his distribution expense.

It would be well for retailers to consider plans for the development of their mail-order business, through local advertising and other schemes, so that they may be able in a measure to counteract the aggressive movement which cigar manufacturers and mail-order houses, catering exclusively to the consumer, will be sure to put into force with the dawn of the new year.

The present scheme of Parcels Post is very limited compared with the privileges now in effect abroad, but it can be accepted as a fact that should the experimental system prove effective, that within a very few years the United States will have an extensive Parcels Post service.

Medical Examination For All Clerks of "United"

Establishment of a medical inspection department by the United Cigar Stores Company, is another evidence of the progressiveness that goes far towards explaining the progress that this chain-store system has been making throughout the country.

Under the plan just recently put in force, the "United" requires that all applicants for employment, undergo a rigid medical examination and prove themselves physically fit and free from disease before their applications will be considered.

To enforce this rule, they have created a medical department under the direction of a well-known specialist. It is their purpose to enforce medical examination, not only to protect the public, but also to benefit the employees themselves, who are to receive free, medicine and hospital attention, should they become ill while in the service of the company.

Another feature of the plan is to put all employees passing the medical examination under the Civil Service rule. This will insure men positions for life as long as they make good, and eventually, will pass all deserving employees to the pension list. An organization managed under such conditions, is bound to prove both loyal and efficient.

First Report Under Cantrill Law, a Surprise

Statistics, compiled by the Census Bureau under the newly enacted Cantrill law, and published in our last issue, have caused considerable discussion among the trade as to the accuracy of the government reports. The amazing total of 1,047,404,560 pounds of leaf tobacco supposed to be in hand October 1, 1912, among manufacturers and packers seems abnormally large, in view of the fact, that there has been a very active demand lately for Georgia, Florida, Wisconsin, Connecticut and other domestic types.

The census reveals 22.6% of the tobacco to be a bright yellow type, and next to it is the Pennsylvania type which comprises 11.3% of the total. The Ohio tobacco represents 8.6% and Connecticut, 4.2%, while the imported types comprise only 3.9%.

The very obvious discrepancy of the reports on some of the domestic types such as Connecticut and Wisconsin, as shown in the census reports, as against the conditions actually existing in the markets, has given rise to a doubt as to the authenticity of the government's figures. This discrepancy may be partly explained from the fact of the general misunderstanding among the trade, as to the exact scope and operation of the new law. It is hoped that the next figures, which will be announced in April, will be gathered with more care, establish greater confidence, and remove them beyond the pale of doubt.

That Philadelphia retailer who replenished his stock of cigars each week by breaking into the stores of his competitors, and taking home such brands on which he was short, had the right idea for establishing a price-cutting business. No doubt, he was selling nickel cigars eight for a quarter and making money without endangering his credit.

From The Tobacco World Bureau, 910 Hartford Building, New York

Nicholas Erlich Outlines Progress of Independent Advertising

At Regular Meeting Plans Are Discussed For Extensive Publicity Campaign—Salesmen's Ass'n to Attend in January

THE regular meeting of the Independent Retail Tobacconists' Association was held Thursday evening, December 12, at Terrace Garden Hall. Owing to the rush of the holiday season there was a small attendance. No new business was placed before the association.

Nicholas Erlich outlined and detailed to the members present the progress made by the independent advertisers, whose intention it is to inaugurate a campaign having for its object the education of the public and the solidarity of the independent cigar and tobacco dealers of Greater New York. The committee, comprised of N. Erlich, S. Monday and H. H. Hunter, reported they were not in a position as yet to present to the association a letter they had drafted, but would do so on the occasion of the next meeting, which takes place the second week in January. The regular meeting of December 26 was postponed for the reason that it is the day following Christmas.

Notice was given that the Tobacco Salesmen's Association of America would attend the regular meeting of the Independent Retail Tobacconists' Association in January for the purpose of selecting a committee that would join forces with the committee already designated from the general association, whose duty it is to call on President Wilson, immediately previous to his taking office, asking his aid and assistance in the passings of the Cummins Bill.

Dorb & Neustadt File Bankruptcy Petition

A petition in bankruptcy with liabilities of $10,662 and no assets, has been filed by Henry Dorb and Leopold Neustadt, who composed the firm of Dorb & Neustadt, formerly wholesale dealers in tobacco at No. 272 East Houston Street, this city. This concern began business in 1896, and was succeeded by a corporation in November, 1910. The liabilities of the concern are to three creditors, for deficiency upon foreclosure of mortgages on 217 and 219 Avenue C, and 331 East Twenty-fifth Street.

Creditors of Max Siegel File Petition

Creditors of Max Siegel, wholesale dealer in leaf tobacco at 261 Pearl Street, this city, have filed a petition in bankruptcy. Among them are Mayer & Company, with claims of $200; John Schlinger, $200, and B. Castellano & Company, $200. Judge Holt appointed Daniel Mayer receiver. The liabilities are said to be $3500, with assets of $1000. Mr. Siegel began this business on November 10. He had previously been doing business at other locations.

Schulte Stores Again Cut Imported Perfectos

Dealers are Dumbfounded That Such a Move Should Have Been Made at This Time

THE Schulte stores have again cut the prices of imported perfectos to 20 cents. Dealers about town are in a quandary as to the object of this latest move. This is the time of the year when all dealers and merchants are securing a goodly amount of business and this scheme of cutting prices in this manner cannot be accounted for. This was tried some time ago, and discontinued owing to the fact that smokers became suspicious of the 20-cent cigar, arguing that since it was sold at a lower price it necessarily must be of an inferior quality. Sales, instead of increasing with the price cutting, dropped materially, and it was not long before the cigars were again selling at 25 cents.

Many merchants resort to this method of advertising. That is, they cut prices on several lines to get into the limelight, and make their profits on other cigars by reason of the popularity the store many enjoy by being known as a cut price stand.

Receiver Appointed For Alonzo P. Pandos & Company

EDWARD R. FINCH has been appointed receiver for Alonzo P. Pandos & Company, cigar manufacturers at Nos. 173 and 175 East Eighty-seventh Street, with a bond of $4000. Hill Schneider, president of the concern, consented to the receivership. The petition in bankruptcy was filed about ten days ago by Mandelbaum Brothers, attorneys for the creditors concerned. The indebtedness is about $12,000, with assets approximating $8000.

It is said by those in close touch with the affairs of the concern, that despite the fact that this petition has been filed, the concern has a considerable amount of good assets in the form of leaf tobacco, cigars and also personal property, and that when the exact situation has been found they will be able to continue business.

At the recent banquet and ball of the club, Des Jeunes, held at Louis Martins, Broadway and Forty-second Street, on Wednesday evening last, a most excellent menu was served, and was rightly topped off with "Castaneda" cigars, Perfectos, Excellente and Obsequios.

Noticeably featured at the Bazaar now being held at Broadway and Sixty-eighth Street, by the Professional Women's League, are "Charles the Great" and "Castaneda" cigars. It is needless to say that these cigars will meet with the approval and kind appreciation of all purchasers.

Revenue Figures Show Decreased Production

Falling Off in Every Line Except Cigarettes at $3.60—Combined Output for Eleven Months Also Behind Same Period in 1911

THE production of cigars, cigarettes and tobaccos for the New York District, as derived from the revenue receipts during the month of November, show a falling off in every line except cigarettes at $3.60. The output is as follows:

November.

	1911.	1912.
Cigars	77,923,296	76,769,260
Little cigars	12,974,400	5,834,600
Cigarettes	593,449,872	533,680,800
Cigarettes at $3.60	1,172,250	1,177,500
Mfd. tob., lbs.	697,953	590,648

The figures taken by districts are as follows:

First District.

Cigars	11,095,800
Little cigars	4,232,000
Cigarettes	185,944,000
Snuff, pounds	81
Mfd. tobacco, pounds	50,337

Second District.

Cigars	15,670,360
Little cigars	1,096,600
Cigarettes	155,475,400
Cigarettes at $3.60	580,000
Snuff, pounds	3,564
Mfd. tobacco, pounds	517,480

Third District.

Cigars	50,003,100
Little cigars	506,000
Cigarettes	192,261,400
Cigarettes at $3.60	597,500
Snuff, pounds	4,874
Mfd tobacco, pounds	13,312

The figures for the first eleven months of the year as compared with the same period in 1911 are also exceeded. As can be seen, cigarettes are the only line to show an increase. The figures follow:

Total to December 1.

	1911.	1912.
Cigars	690,224,836	684,618,861
Little cigars	67,287,370	49,484,493
Cigarettes	4,343,949,483	5,426,109,766
Cig't's at $3.60	14,432,802	14,332,052
Mfd. tob., lbs.	6,872,887	6,358,443

New York Retailers to Call on President-Elect

Immediately upon the return of President-elect Wilson from Bermuda, a committee of five from the Independent Retail Tobacconists' Association of New York, will wait upon him, and inquire as to what are his intentions regarding the alleged tobacco monopoly which they claim exists in New York. This committee was appointed at a recent meeting of the association.

Abraham Vanderberg Gets Big Verdict

The jury in the Supreme Court, Brooklyn, on Monday, the 9th, brought in a verdict of $10,000 damages in the suit of Abraham Vanderberg, cigarmaker, 242 Grand Street. He sued for damages sustained when he fell on North Seventh Street, Brooklyn, July, 1907, and crushed his hand. It seems that a flagstone was missing in the pavement, and Mr. Vanderberg stumbled in the rut, sustaining injuries which eventually, rendered three fingers of his hand useless, and prevented him from working at his trade. The jury in the case gave him every dollar for which he asked.

Tobacco Salesmen's Association Holds Meeting

Read New Amendments to By-Laws of the Body—Oscar Veit Makes Inaugural Address

AT the Tobacco Salesmen's Association meeting, on December 6, which was held as usual at the Marie Antoinette Hotel, Oscar Veit took the chair, and delivered his inaugural address. After matters of general interest to the members of the trade had been discussed, amendments to the by-laws of the association which were adopted a short time ago, were read. They were as follows:

"1. The officers and the Junior Past President shall form an executive board, of which five members shall constitute a quorum.

"2. Any member of this association can call a meeting of the aforesaid executive board upon demand to the president, who must call same within ten days.

"3. Members constituting this board, and anyone appearing before it will affirm that they will not divulge the proceedings.

"4. This board is empowered to expend the sum not exceeding $25 at its discretion. No part of this sum, however, to be used for the general expenses of the board."

Park & Tilford Issue Holiday Folder

It is Well Illustrated and is Published for Purpose of Catering to Discriminating Smokers

A BEAUTIFUL holiday booklet has been placed in the hands of the trade and their customers by Park & Tilford. It deals principally with the imported pure Havana cigars, and Key West and Tampa goods. Attractive illustrations are plentifully scattered throughout the booklet, showing the special holiday packings.

Among the cigars advertised are those put out by the Hoyo de Monterrey establishment, and those of the Por Larranaga. The latter cigar is put up in a cabinet, having a door with a lock and key, and is constructed of Cuban cedar. They are known as the "Columna Grand."

Park & Tilford have not overlooked their own brands in issuing this booklet. Their "Rey Eduardo" and "Mi Favorita" brands occupy a prominent place. They are shown fifty to the box.

Raffles Inaugurated Among Retail Dealers

As Saturday, December 7, was double certificate day in all the United Cigar Stores throughout the country, many of the small retailers in New York City, realizing the disadvantages which they would have to contend with on the day's business, contrived temporary schemes and new methods of doing business.

Noticeably amongst several small dealers were raffles which are becoming very numerous during the holiday season. They were held on such commodities as candies, cakes, puddings, etc. One dealer was asked his reason for inaugurating this new idea. His reply was: "Well, today is double certificate day, and many customers who want cigars will go to the United Cigar Stores. I can well afford to raffle candy, cakes and puddings, if it is going to be the means of drawing patrons to my store.

Senor Rufino Rodriguez, a native of Cienfuegas, Cuba, has purchased the cigar manufacturing plant of Vicenze Salia on Pearl Street, who has been at that location for several years.

New York News

Continued on page 23

PHILADELPHIA.

1912 Cigar Production to Greatly Exceed that of 1911

Output for First Eleven Months, 700,007,380, Almost Ten Million More Than in Same Period Last Year—Decrease in Cigarette Production

THE production of cigars, during November in the First Pennsylvania District as compiled from the revenue receipts shows an encouraging increase over the same month last year. Both kinds of cigarettes show decreases, while there was an increase in manufactured tobacco.

The figures for November, as compared with November, 1911, are as follows:

	1912.	1911.	Increase.
Cigars	69,822,010	67,511,440	2,310,570
Little Cigars	20,643,000	17,726,400	2,916,600
Cigarettes at $3.60	14,500	17,800	*3,300
Cigarettes at $1.25	8,219,640	8,666,000	*446,360
Mfg. Tobacco, lbs.	87,409	85,884	1,525

* Decrease.

The figures for October were:

Cigars	79,014,020
Little Cigars	28,315,000
Cigarettes	8,752,600
Cigarettes at $3.60	25,900
Mfg. Tobacco, lbs.	105,707

The production of cigars so far this year is far in advance of the same period last year. For the first eleven months of 1912, 700,007,380 large cigars were manufactured in this district, compared with 690,348,230 for the same time in 1911. The entire output for the year of 1911 of large cigars was 742,186,520, so it can be readily seen that 1912 bids fair to exceed 1911 by at least ten to twelve million.

"Cinco" Factories Working Overtime

That the "Cinco" cigar is more than holding its own as a big nickel cigar is evidenced by the manner in which the factories of Otto Eisenlohr & Brothers have been compelled to work within the past month or more. This is particularly true of the up-state factories, in a number of which the employees have been working until eight o'clock at night.

Otto Eisenlohr, of the firm, recently moved into his new home at 3812 Walnut Street.

Louis Eisenlohr is again back at his desk after a short trip to Havana. While there he purchased quite a bit of desirable leaf tobacco.

Hornstein & Breman New Cigar Manufacturing Firm

Building at 6 N. Thirteenth St., Leased, Where 35 Cigarmakers are Already at Work—To Open Three Retail Stores

PHILADELPHIA has another cigar manufacturing firm. This concern opened for business last Saturday, the 14th, at 6 North Thirteenth Street, and will be known as Hornstein & Breman. They propose to manufacture and sell their own brands exclusively. Among them will be the "General Gomez," "B. & B" and "The Link."

The firm is composed of Samuel Hornstein, a newcomer in cigar ranks and B. N. Breman, well known among cigarmakers in this city as having been foreman for the Neumann & Mayer factory for a number of years. When interviewed by a TOBACCO WORLD representative, Mr. Breman stated that in addition to the manufacturing business, they propose to operate a chain of retail stores in this city. Last week they took over the stand at 26 North Eleventh Street, and on Saturday signed a lease for 15 North Tenth Street, which will be the third stand. This will be opened after the necessary alterations have been made. In addition to catering to Quaker City smokers, their brands will be pushed hard outside of the city.

The building at 6 North Thirteenth Street is admirably adapted for manufacturing purposes. It is five stories in height. The upper floors will be used for the workrooms. Thirty-five cigarmakers are already at work there. It is expected that twenty more will be added within a week. The show window is now being used for a display of cigarmaking under the most sanitary conditions. Three benches have been installed.

Estate of George H. Valentine Left to Son

The entire estate of the late George H. Valentine, with the exception of $1000, according to the will filed for probate recently, goes to his son, H. Leroy Valentine. The $1000 mentioned in the will is to be invested, and the proceeds used in keeping the deceased's monument in repair. H. Leroy Valentine, the beneficiary under the will, is named as executor. He is directed not to file an inventory.

Invitations were recently issued for the marriage of Robert Biddle Frismuth, member of Frismuth Bros. & Co., tobacco manufacturers, to Miss Theodora Eleanore Harding Townsend. The wedding took place on Wednesday, December 11th, at St. Thomas' Church, Glassboro, New Jersey.

Quaker City Items

Charles Donovan, of the Charles Donovan Company, wholesale cigar dealers of Chicago, Ill., visited the factory of Boltz, Clymer & Company during the past week.

A. J. Atherholt is displaying the "El Palencia" cigar of Boltz, Clymer & Company in a number of attractive shapes and packings. He is also featuring the "Condax" cigarettes.

Among those already in Philadelphia, who arrived within the past week, were noted Emory S. Reynolds, New York state representative; J. H. Corrigan, from New England, and L. H. Moore, of Pennsylvania.

Warner Searles, of the Juan Portuondo factory, is expected at the local offices within a few days. He is the Western representative and travels as far as the Coast.

The holiday season finds the old established house of Allen R. Cressman's Sons, manufacturing the "Counsellor" as fast as their facilities will permit. They report a substantial increase over the same period last year.

Although a number of dealers around town report stocking up lightly this year on cigars in elaborate packings, this cannot be said to be the case with the house of Yahn & McDonnell. They are showing some unusually attractive boxes of imported brands in the choicest arrangement the heart of the fastidious smoker could desire.

Announcement has been made of a Burlesque Jubilee that will be seen here the week of December 16, at the Gayety Theatre. This signal honor was tendered Al. Reeves, who will head a big organization, which will travel by special train. Reeves, who was at one time a cigar salesman, is still well known in the tobacco trade.

T. & O. Representatives Arriving in City

The many traveling representatives of the Theobald & Oppenheimer Company are beginning to arrive at local headquarters. From this time until the closing of the year they come to make their reports and to gather for the dinner given them, at which time plans are discussed for future business and a general good time enjoyed by all.

Cigar Stand in Ritz-Carlton Hotel Opens

The cigar stand in the new Ritz-Carlton Hotel, Broad and Walnut Streets, was opened last Saturday under most auspicious circumstances. It is understood that it will be under the management of the Acker, Merrall & Condit Company, of New York City, which has the cigar stand privileges in a number of hotel stands throughout the country. The permanent manager has not yet been appointed. The brands carried show conclusively that they propose to cater to a good class of trade. The temporary manager stated, however, that all popular Philadelphia brands will be carried in stock when the final arrangements have been made. The stand is located in the café, which is fitted up in a most luxurious manner. The wood used in the decorations is a finely-grained Circassian walnut. The stand as now placed is only temporary. A larger and more commodious one will be placed later. A fine humidor has been built in the basement.

Quaker City Trade Outlook

Christmas Spirit Pervades Shops—Dealers Begin to Trim Windows—Imported Cigars Featured Widely

DESPITE the usual preparations for the holiday trade, dealers have been very slow this year in trimming their windows. Although many of them state that their orders were placed in good time, the shipments have in many cases been considerably delayed. But with few exceptions they are now at hand and from all indications and the size of the orders, cigar men expect to do a land-office pre-Christmas trade.

The Christmas spirit is certainly in the air. The shoppers fill the down town streets and a feeling of good cheer prevails. The tobacco men's windows are gradually beginning to take on a holiday attire. While the packings in imported and the higher priced cigars made in this country, it had been said, would be fewer in number this year, many of the larger importers have stocked up heavily on the more elaborate cases. Yahn & McDonnells have an especially wide assortment. The Dalton stores also report importing heavily, as have the T. H. Hart Company and Godfrey S. Mahn.

The cigar output of the First District for November shows an encouraging increase over the same month last year. The total production for November was 69,822,010 cigars as compared with 67,511,440 the corresponding month in 1911, an increase of 2,310,570.

While the leaf men state there has been a slight activity within the past fortnight, they do not look for much new business until after the end of the year.

Doddy Cigar Company, New Cigar Jobbing Firm

The Doddy Cigar Company is the title of a new cigar manufacturer's jobbing firm which opened up for business at 1001-1005 Ludlow Street within the past week. Samuel Doddy, who will have charge of the business, was formerly with A. S. Valentine & Son for more than eight years, and is well known in cigar circles here. Among the cigars already carried are the "Doddy," a house brand, the "Asyouwan," "Docico" and "Halpern's After Dinner," the three latter being manufactured by the Louis Halpern Cigar Company, 46 North Seventh Street.

Late Trade Paragraphs

A cigar factory is being built at Waterbury, Conn., by Armand Pons, an extensive raiser of tobacco, who, until a few years ago, resided at Harwinton.

A cigar stand in addition to other lines was opened a short time ago at Roseburg, Ore., by Ben Fenne and a partner by name of Dutley.

The Robertson Cigar Company, E. L. Robertson, manager, are now installed in their new store at 1613 Farnam Street, Omaha, Neb. In addition to tobaccos and smokers' articles, a full line of the leading brands of cigars will be featured.

The American Tobacco Company has secured a plot of ground at 553-57 West Twenty-second Street, New York, whereon they expect to have erected a warehouse building adjoining their present quarters. The new building combined with the one now standing will give the American Tobacco Company a frontage of 400 feet.

Prominent Men Behind B-A. Chain Stores

FORMATION of the British-American Cigar Stores Company, in New York, has reached a definite stage through the election of permanent officers. As announced in our previous issue, W. W. St. John, a well-known New York retailer, is president of the company, and the vice-presidents are, Arthur W. Rankin, president of the National Surety Company, and John W. Brownrigg, president of the Pittsburgh Spring Steel Company. W. H. Field is secretary and Charles Francis Murphy, a nephew of Charles Murphy, the leader of Tammany Hall, is treasurer.

Besides these men interested in the company, there are other men very strong financially, including W. H. Neuman, former president of the New York Central Railway. It is also known that several cigar manufacturers are interested in the new chain of stores.

Besides the stores announced in our last issue, the British American Company have opened a new store at Forty-seventh Street and Madison Avenue and have taken over two stands in the Grand Central Station. They have also obtained options on other prominent stands in New York City, definite announcement about which will be made later.

The head of the new chain of stores denies emphatically that the company is being backed by the British American interests or by the United Cigar Stores Company.

The "Bernadotte" Strongly Indorsed in New York

It has been stated that "a prophet is not without honor save in his own country." This, applied to prophets, may be very true, but it does not cover the case of the "Bernadotte" cigar, which being a New York product, won its first recognition at the very doors of the factory which created it.

Since introducing this brand, A. Kern & Company, Incorporated, have found that New York smokers have taken to it with amazing rapidity, and today the "Bernadotte" may be found in every leading cafe in the metropolis.

The "Bernadotte" is made of the best grade of clear Havana and in thirty-one sizes, from the modest perfecto up to the very attractive after-dinner sizes. Back of the success of this cigar, is both ability and progressiveness. Henry S. Susskind, president and treasurer of the company, has a host of influential friends among the trade, and T. Table Porter, recently elected vice-president and sales manager, knows the tobacco sales business from A to Z, having been associated with such leading houses as the Surburg Company, Philip Morris & Company and the American Tobacco Company.

A. Kern, who is secretary and general manager of the factory, has grown up in the cigar business, and is intimately familiar with every detail of the manufacturing of high-class cigars. With such an organization, the success of the "Bernadotte" is not to be wondered at.

Plans are now being made to place this cigar in other markets, and any jobbers and distributors, looking for a high-class brand of clear Havana, that has received the endorsement of critical Metropolitan smokers, should not fail to communicate with the factory at 109 West Forty-second Street.

Charles Frankenthal Dies in Germany

Charles Frankenthal, formerly connected with the old-established pipe house of William Demuth & Company, but in later years with several well-known European houses, died recently in Munich, Germany. Mr. Frankenthal was very well known on this side, having been at one time a member of the firm of Joseph Marks & Company. Within the last few years he represented such well-known European houses as Peterson, Loewy and Comoy.

House of Loewenthal Busy

EVIDENCES of brisk business are apparent to even the most casual observer who visits the salesrooms of S. Loewenthal & Sons, 131 Maiden Lane, New York. Just at present they are kept on the jump filling rush orders for their special packings of Florida and Georgia tobacco which is grown under shade on their Southern farms.

A big staff of salesmen are covering the country and keeping in close touch with the manufacturers. As a result their mail orders have been surprisingly large. In addition to packing Florida and Georgia, they are also big handlers of Connecticut shade-grown tobacco and importers of high-class Havana leaf.

Anyone in the trade wishing to get in touch with a live house striving to give the best goods and best service should address S. Loewenthal & Sons.

Griffin-Neuberger Company Issues More Stock

The Griffin-Neuberger Tobacco Company, of Windsor, Conn., has filed a certificate of additional shares of capital stock, through Fred B. Griffin, Moritz Neuberger and Fritz Lederer. This will empower them to issue 2990 shares of the unissued capital stock at $100 par value, making the amount of outstanding stock $300,000.

H. B. Oppenheim, formerly with S. M. Frank & Co. in a sales capacity, has left that concern and is now with the pipe house of William Demuth & Company.

The net profits for last year of the British-American Tobacco Company, according to a recent report, is £1,981,159, as against £1,655,880 for 1911.

A new cigar stand has been opened in Beck & McCarthy's Cafe, at Fulton and Nassau Streets, by H. R. Daniels.

The cigar stand in the Fleischmann restaurant at Forty-second Street and Broadway, has been reopened and will do business under the name of Michards.

Late New York Trade Notes

Two additional stores in the proposed chain in this city of the British-American Cigar Stores Company, were opened within the past two weeks. They are located in the Grand Central Terminal. This makes three branches for this concern, the first one being located at Forty-seventh Street and Madison Avenue.

Newsy Trade Notes

George C. Runyan succeeds to the cigar business of Alfred Osborne, of Sturgis, Mich.

J. E. Stowell has purchased a half interest in the cigar business of Rex Woods, of Kinsley, Kansas.

A cigar store will shortly be opened in Mobridge, South Dakota, by G. W. Smith.

A new retail cigar dealer at Nashville, Tenn., is Terry Dickerson.

The Smokeshop of R. H. Montgomery, in Bloomington, Ill., has been purchased by J. I. Thorp.

W. H. Arthurs has purchased the Interurban Cigar Store at Clinton, Ill., from Bert Taylor.

Locker Case Progressing Slowly

Suit of Brooklyn Jobber Against American Tobacco Company Brings About Hot Legal Battle

New York, Dec. 12th.

TRIAL of the suit of E. Locker & Company, tobacco jobbers of Brooklyn, N. Y., for $100,000 damages against the American Tobacco Company and several former subsidiaries, before Judge Mayer in the United States District Court which began last week, is still in progress.

The suit is brought under section 7, of the Sherman law, and if the jury should find a full verdict for the plaintiff, Locker & Company, they will be entitled to treble damages, which will amount to $300,000.

The plaintiff is represented by Charles Dushkind and John S. Wise, Jr., of New York, and C. C. Daniels, of North Carolina, while the interests of the American Tobacco Company are being looked after by Junius Parker, De Lancey Nicoll, ex-Judge William C. Cohen and Attorney Fuller.

At the outset Judge Mayer made it plain that it would not be necessary for the complainants to prove that the American Tobacco Company was a combination in restraint of trade, since this point was established by the recent decree of the United States Supreme Court.

This served greatly to expedite matters and Attorney Dushkind, chief counsel for the plaintiff, immediately began to build up his case by reviewing the birth and growth of the Metropolitan Tobacco Company, which he averred, was the jobbing weapon which the defendants used to drive independent jobbers out of business.

A deposition from James B. Duke, former president of the American Tobacco Company, which was taken last February, prior to his going to Europe, was introduced as the first piece of evidence.

Another Jobber's Testimony.

Rudolph Epstein testified that his experience was very similar to that of John A. Locker, who claims that his business was ruined by the activity of the American Tobacco Company in buying up independent jobbers. Epstein said he had a prosperous jobbing business at 1517 Broadway, Brooklyn, until A. T. Benheim called a meeting of the Brooklyn jobbers and informed them that the American Tobacco Company was consolidating all the wholesale jobbers in New York. The witness said the agent proposed a plan by which each jobber coming into the combine was to receive 1,000 shares in common stock and 1,000 shares in the preferred stocks.

Several concerns, Epstein said refused to join the combine and agent Benheim told them that they would be driven out of business in consequence.

The witness said thereafter he was compelled to go to the Metropolitan Company for goods and finally even that concern refused to sell to him and he was then forced out of business.

Asa Lemlein, who was a tobacco jobber of New York, from 1882 to 1898, and is at present sales manager for E. H. Gato & Company, cigar manufacturers, testified that his jobbing business grew from $19,000 in 1882 to $319,000 in 1898, at which time Mr. Bendheim, endeavored to induce him and other jobbers to enter into a scheme to control the trade of New York.

He stated that this proposition was later confirmed at a meeting with Mr. Duke and that the Metropolitan Tobacco Company was launched for this purpose. The new company took over the Lemlein business which firm retired from the field.

Arthur Rich, another Brooklyn jobber, told how the Metropolitan Tobacco Company had discriminated against him by refusing to sell goods.

A deposition from Joseph B. Manning, of the Boston jobbing house of McGreenery & Manning, was read, showing that under the consignment plan, which restricted jobbers to sell only products of the American Tobacco Company, they received their cigarettes at $3.80 per thousand, and sold them at the same price, their profit being in the nature of a rebate of 35c. per thousand and 2% discount. Independent jobbers received only 2% discount.

Mr. Manning stated that their firm received $900 monthly from the American Tobacco Company in addition to their regular discount. This bonus was earned by pushing new brands.

Albert H. Hillman, formerly a well-known jobber in New York, testified that he always found the Metropolitan Company very fair and honest in their dealings with him.

The case is likely to go to the jury before next week.

Tobacco Tariff Hearings Set For January 17

Ways and Means Committee Grant Very Little Time For Tobacco Interests

Special Dispatch to "The Tobacco World."

WASHINGTON, D. C., December 13.

IN arranging hearings for the new tariff law which the Democratic Congress expect to enact next spring, the Ways and Means Committee of the House, set aside Friday, January 17th, as the day for hearings on Schedule "F," covering tobacco and products.

Chairman Underwood states that the tobacco interests will have ample opportunity to present their cause at this hearing, although the arrangement to hear tobacco matters and the schedule on wood pulp, etc., on the same day, will necessarily cut down the time of the tobacco champions.

The committee have formulated strict rules, which will be followed in the hearing of testimony. Persons or firms desiring to be heard must apply to the clerk of the committee for time, giving his home address and where he can be addressed while in Washington. In making such application, the writer must indicate his connection with the trade, outline his attitude on the subject and indicate how long it will take to hear him. Many other requirements will be enforced.

Applicants are also requested to give any suggestions as to changes in the wording of the present law, or as to the betterment of the administration features. The committee hopes to have much of this data submitted in writing, so as to cut down the oral arguments to the minimum. It is believed that the tobacco trade will be represented by experts familiar with the appropriations and handling of such matters before the Congressional Committees.

Cigar Store to Open Lounging Room

What promises to be a decided innovation is the opening of the smoke shop on West State Street, Rockford, Ill., of a smoking, reading and lounging room, in the rear of the store, the space heretofore having been used as a stock room. A. E. Kate, the manager, states that it is his intention to make the room as inviting and cosy as possible, by the installation of rugs, chairs and tables, pictures, and the keeping on file of various magazines. Patrons will have free access at all times.

Havana Firm Wins International Recognition

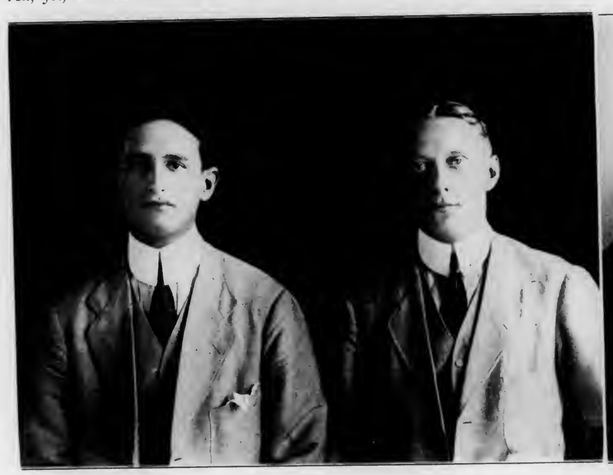
BELOW are presented three photographs of members comprising the firm of Gutierrez & Diehl, growers, packers and exporters of fine leaf tobacco, with headquarters at 53 Estrella Street, Havana, Cuba.

The elderly gentleman is Don Miguel Gutierrez, who for a long time has been engaged in the tobacco business under his own name, having for many years owned large plantations of tobacco and sugar in the Santa Clara and Pinar del Reio provinces. He recently retired from active business, but remains as a silent partner in the newly-organized firm, which consists of his son, Don Miguel Gutierrez and Sanchez (in Spain as well as in Cuba, it is the custom to retain besides the father's name, also the maiden name of the mother) and Herr Herman Diehl, who was born and brought up in the tobacco business in Hamburg, Germany.

The new firm, composed as it is, of bright and well-educated men, with plenty of aggressiveness and progressiveness, has been forging ahead quite rapidly. Don Gutierrez, Jr., was educated in Baltimore, Md., and speaks English and Spanish fluently. He has been brought up in the tobacco business, having for many years looked after the plantations of his father and is well acquainted with all the intricacies of buying green tobacco, as well as knowing where to find the best vegas each year. He is fortunate in having associated with him, Mr. Diehl, who began in the tobacco business in Germany, spent three or four years in the United States in this line, and then finally settled in Cuba about eight years ago, where he was associated with prominent tobacco houses.

In addition to being an expert judge of tobacco leaf, he has had a wide experience in commercial life and is intimately acquainted with the large factors in the tobacco business in the United States and Europe. He is devoting himself principally to looking after the sales end and devoting particular attention to the German clients of the firm.

Gutierrez & Diehl have enjoyed a prosperous year, having just closed out the bulk of their holdings, but they still have some choice extra heavy bodied "Capaduras" and "Vuelto Abajo."



Miguel Gutierrez, Jr

Herman Diehl

Miguel Gutierrez, Sr.

LATE NEWSY TRADE BULLETINS

The Interurban Cigar Store, Clinton, Ill., has been sold by Bert Taylor to W. H. Arthurs.

The cigar factory of Rau Brothers, Chilton, Wis., has been moved by them from the Schneider Building on Madison Street, to more commodious quarters in the Voigt Building on Main Street.

A cigar store has been opened up in Davenport Ia., by Alfred W. Wagner and Arleigh C. Ruckdeschel, formerly of Muscatine, Ia. The success of the venture is practically assured, Mr. Wagner having for many years been the proprietor of the "Smokehouse" in Muscatine, during which time he built up a large cigar and tobacco business.

Frank Ehlert, seventy years old, a veteran cigar manufacturer, of Milwaukee, Wis., died at his home in that city, December 7.

The United Cigar Stores Company have leased a building at the corner of Fifteenth Street and San Pablo Avenue, San Francisco, whereon they expect to erect a large office building and store.

An involuntary petition in bankruptcy has been filed by Thomas Frawley, cigar manufacturer, at 80 Evergreen Street, Corona, L. I. The liabilities are estimated at $1100.

Cavan & Company have sold their cigar business located at Sheldon & Dakota Streets, Houghton, Mich., to W. J. Kelley & Brothers, who will conduct a modern cigar, tobacco and confectionary store on the premises.

Ninth District Output Near Eighty Million Mark

This Includes Production of Former Twelfth District, Which is Now Part of the Ninth

THE output of cigars for November in the Ninth Pennsylvania District was close to the eighty million mark. These figures, of course, include the old Twelfth District, which is now part of the Ninth. The production as derived from the revenue statistics was 79,822,880 cigars. The figures for October were 87,602,990. While those of November are far behind those of the previous month, it should be taken in consideration that the heaviest business of the year is done by the manufacturers in October and there is always a falling off in production in November. The figures for November of 1911 were 67,900,310. That did not include the Twelfth District.

German Government Watching The American Tobacco Co.

Economic Union Asks Imperial Chancellor What His Intentions Are Regarding Corporation

IT is reported in Berlin that the Economic Union, which now comprises the remains of what was once the anti-Semitic party, a few days ago requested the Imperial Chancellor as to the government's intention to fight the American Tobacco Company, which now appears to be making rapid progress in Berlin. The result is that its German competitors are quite agitated over the matter.

The Government, through the Secretary of the Treasury, gave the following written reply:

"The efforts of the American Tobacco Company to force its way into the German cigarette industry are known to the Imperial authorities. Events are being carefully watched in co-operation with various representatives of the tobacco trade. No attitude thus far has been adopted in regard to the question whether defensive measures are either possible or feasible."

The George A. Jasmatzi Company, which has a large factory in Dresden, is the source through which the American Tobacco Company operates in Germany.

Prices for Lancaster County Tobacco Soaring

In Several Instances as Much as Fourteen and Four Was Paid—Average Will Probably be Around Ten Cents

Lancaster, Dec. 12.

BUDGING by the buying that has been going on throughout Lancaster County, more than sixty per cent. of the 1912 crop has been purchased. The larger purchasers, as usual, are Otto Eisenlohr & Brothers, who, it is stated, have purchased about 16,000 cases and the United Cigar Manufacturers Company, which has taken even more than this.

These purchasers were in the field early, and took over hundreds of acres quietly before local packers were aware of what was happening. With a few exceptions these extensive buyers did not pay more than ten and three. The buying has been going on so heavily that within the past week prices have risen as high as fourteen and four. These, however, are exceptionally high, and it is expected that the average price will not be much above ten cents.

The local packers state that these prices are much too high. That when the cost of putting the tobacco on the market is considered, they do not see the practicability of paying these prices. The Lancaster County farmers are to be congratulated on selling their tobacco at such figures, for there is much of the Pennsylvania tobacco still on the market. When the remaining forty per cent. of the crop is sought by the buyers, indications are that prices in many instances, will go even higher than those quoted.

Large Increase in Wheeling Stogie Output

The last revenue receipts paid in the district of Wheeling, W. Va., during the month of November, prove beyond doubt that stogies, the principal product of that region, are being smoked more heavily each year. The figures for the month of November totalled 11,650,000 stogies, as compared with 10,936,000 for the same month in 1911.

The three most prominent stogie factories in Wheeling have been working to full capacity for some time, and are even now many thousands oversold. These are the Little Pet Stogie Company, Marsh & Son, and A. Pollock.

A "LIAR" WINDOW TRIM

The Illustration to the Right is of a tasty display of the "Liar" cigar recently shown in the store of Young & Busser, York, Pa., local distributors of this nickel brand.

The persons in the picture reading from left to right are, Fred Bartell, Robert Frink and Harry Erb, members of the sales force ofthe firm.

all that's new with JOBBERS and DISTRIBUTORS

"Havana Ribbon" Placed in Massachusetts

Several New Accounts Opened—1912 to be Banner Year for Concern

"HAVANA RIBBON" sales continue to show their regular percentage of increase for Bayuk Brothers Company, Philadelphia, they being assured of the fact that 1912 will be the banner year of their existence by a large margin. The local retail and outside jobbing business has never been in such flourishing condition.

M. M. Wilson, New England representative, is meeting with the most gratifying success on his initial trip, and has opened up some very attractive jobbing accounts. He recently placed "Havana Ribbons" with John Notini, of Lowell, and M. Casey Company, of Lawrence, Mass., for their respective territories, and has been assured of a liberal distribution from both points. Bert Thompson is producing some live business from his Western territory and at present is conducting an aggressive campaign in Detroit, where the Harry W. Watson Company has jurisdiction.

The entire force of "Havana Ribbon" boosters will visit the home office immediately after Christmas and be guests of the firm during the holidays.

San Francisco Jobbers Plan For New Year

A NUMBER of novel things in an advertising way are planned by the jobbers' and manufacturers' representatives, of San Francisco, for the early part of the new year, but for the time being most of the energies of the trade are being turned to the supplying of the growing seasonal demands. Major Burrows, Western representative for the Jose Lovera Company, who has been planning a big expansion move, states that the demands for the holiday trade are occupying all of his time and that he will not be able to get the advertising campaign under way before the first of January.

Bier, Saalburg & Co., California street jobbers, are doing some effective billboard work for their "Ruy Lopez" line, but will do still more after the December rush of business is over. For the remainder of the year, the publicity work will consist quite largely of window displays. A notable work of this sort was the "Ruy Lopez" window at the Market Street store of Krumb & Mierson recently.

In order to properly care for their constantly increasing business, William Deiches & Company, jobbers, of Baltimore, Md., have leased the large warehouse at 115-17 South Utah Street that city. It is planned to make the necessary alterations so that the new quarters will be ready for occupancy by January 1.

The Badger Tobacco Company, of Milwaukee, a large jobbing concern, reports having had the most successful holiday trade they have ever enjoyed. Among the best selling lines of this firm are the "Havana Ribbon," Bayuk Brothers Company, "La Famosa," E. Kleiner & Company, "Flor de Bolano," Francisco Bolano y Ca, and "La Fama Universal," M. Stachelberg & Company.

Little Pet Stogie Company Appoints Representative

Chas. T. Ellis to Start Campaign in New England—Midway Jobbing Company Takes on Two Lines

Charles T. Ellis, of Boston, has been appointed as representative of the Little Pet Stogie Company, of Wheeling, W. Va., for the following states: Maine, Vermont, Connecticut, Massachusetts and New Hampshire. Mr. Ellis has a wide acquaintance throughout the New England States, and this connection with one of the big Wheeling stogie factories, should prove of great benefit both to him and to the manufacturers.

One of the latest wholesale houses to take on the products of the Little Pet Stogie Company is that of the Midway Jobbing Company, of Shenandoah, Pa., who will distribute the "Pet Big Havana" and "Wheeling Delights."

American Merchants Syndicate May Continue Business

At a meeting of the creditors of the American Merchants Syndicate of Los Angeles and San Francisco, which is now in the hands of a receiver, it was learned that the total amount owing is in the neighborhood of $115,000. $100,000 of this is owing to Los Angeles grocers and cigar men. It is thought that when the receiver recently appointed, G. M. Babcock, has straightened out the affairs of the firm, it will be able to resume business. The stock on hand and money due the concern, it is said, will more than cover all liabilities..

"Cuban King" For Pacific Coast Jobbers

Polly Willard, Western representative of George A. Kent & Co., of Binghamton, N. Y., has succeeded in making some splendid wholesale connections in California. A few days ago he concluded arrangements for placing the distribution of the "Cuban King" for Northern and Central California with Horn & Co., one of the largest wholesale houses on the Coast; and now he has returned from Los Angeles after having lined up for his "Cuban King" brand, Haas, Baruch & Co., leading wholesalers of the Southern end of the State.

Hudson Cigar Company Moves to Albany

The Hudson Cigar Company, the well-known wholesale house located in Hudson, New York, has secured quarters on Market Square in Albany, New York, and will move their business to that location. They have been in Hudson for some time, but considered that a move to Albany would prove to be of advantage, particularly as this is a better shipping center.

H. E. Stamm Takes on "Charles Denby"

The "Charles Denby" cigar, manufactured by H. Fendrich, of Evansville, Ind., has been taken on by H. E. Stamm, a jobber and retailer doing business at 100 Michigan Avenue, Detroit. Mr. Stamm has been branching out recently on the jobbing business, which has increased to such an extent that he has been compelled to purchase an automobile delivery truck.

Wholesale Trade Items

The Cooley Drug Company have succeeded L. H. Ohldhoff as distributors in Toledo and vicinity for the "Salome" cigar, made by Heineman Brothers, of Baltimore, Md.

H. T. Cottam & Company, New Orleans jobbers for the "Salome" clear Havana smokes, manufactured by Heineman Brothers, Baltimore, Md., have greatly increased the distribution of this cigar throughout the South.

U. Koen & Company report a splendid business on "El Dallo" cigars, manufactured by Wertheimer Brothers, Baltimore, Md.

Dan Lamont, factory representative of the S. R. Moss Cigar Company, has just conducted a successful campaign on the "Flor De Moss" Havana cigars, for Many, Blanc & Co., of Chicago, Ill.

"Jose Vila," made by Berriman Brothers and "La Famosa," made by E. Kleiner & Company, are being distributed throughout St. Louis by William A. Hoelscher Cigar Company.

The large wholesale tobacco business of Lee and Louis S. Cohen, Anaconda, Mont., has been sold by them to Lee Marx, Jesse Newman and George Symans, who took possession in the early part of December. The stock is composed of cigars, tobacco and smokers' articles.

O. McCaffrey, the wholesale tobacco dealer of Maquoketta, Iowa, has established a branch house in Mason City, that state. He has taken over the business in Mason City established there by J. L. Liesenberger. Associated with Mr. McCaffrey will be J. J. Wellman.

That Manila cigars are increasing in popularity in the Pacific Northwest section, is indicated by the heavy shipments of "La Calidads" for the Edward Wolf Company, and "Christinas," "Micosas," and "Orientes" for Michalitschke Bros. & Co., of San Francisco.

Wolley & Company, Seattle jobbers and retailers, and exporters of Manila goods, have been putting much attention this year on special packings for the holiday trade. Manila cigars and cigarettes heretofore have never been put up in holiday packages, and this innovation is bound to attract attention.

F. E. Gyory, factory representative for the "La Sinceridad," will shortly spend some time with the Rosenfeld-Smith Company, who are now occupying their new quarters at 4th and James Streets, Seattle, Wash. A campaign of publicity will be executed featuring the "American" and "La Natividad."

The "Havana Ribbon" cigar, of Bayuk Brothers Company, which was recently taken on by the Newark jobbing house of Schwarz & Son, will shortly be extensively pushed in that section of New Jersey. The big brand with this concern is the "Lord Stirling" cigar, put out by the Enterprise Cigar Company, of Trenton, N. J. This has been extensively advertised in Newark by the bill board method.

Late Trade Jottings

A cigar factory has been opened at Antigo, Wis., by H. H. Fetters.

A new cigar store in Plainfield, Wis., has been opened by J. L. Fields.

A large tobacco storage warehouse will be erected at Hopkinsville, Ky., for the George W. Helm Company.

A new cigar store will be opened at Swanport, Mass., by T. Curtis.

A new cigar store will open at 108 Dauphin Street, Mobile, Ala., under the title of the Briskol Cigar Co., Inc.

A cigar store has been opened by Henry P. Anthony at 129 South Seventh Street, Allentown, Pa.

A new cigar store has been opened in Moline, Ill., by George Martin. Mr. Martin already operates two in Davenport, Iowa.

A tobacco warehouse employing about seventy-five hands has been opened by Steane, Hartman & Co., Hartford, Conn.

D. F. Sartor is now occupying his new quarters at the corner of Rockefellow and Hewitt Avenue, Everett, Wash.

The Wolsey Cigar Company, at Grand Forks, North Dakota, has been purchased by Sam Goldberg.

F. J. Malhan has purchased the cigar business formerly operated by J. H. Lumpkin, Coeur d'Alene, Idaho.

The cigar and confectionary business of M. N. Klinge, of Grand Island, Nebraska, has been purchased by Otto Mattke.

Dan Dempsey has purchased the cigar store formerly owned by E. E. Foos, at Yuba City, Cal.

Charminsky Brothers have acquired the cigar establishment formerly operated by J. R. Edwards, Los Angeles, Cal.

Marguerite Rosincky has sold her cigar establishment, at Los Angeles, to V. E. Hicks.

F. S. Ryan has sold his cigar business, at Los Angeles, to Bert Vale.

The title under which T. I. Terrill, Albany, Ore., carried on a cigar business, has been changed to Stewart & Terrill.

J. F. Brehler has disposed of his cigar business in Sanger, Cal., to L. E. Brehler.

R. B. Sartor has opened a new pipe store at 909 Third Street, San Diego, Cal.

When the brick addition to the warehouse of the Dickerson Tobacco Company, at Paducah, Ky., has been completed, at a cost of $6,000, this company will have the largest warehouse in that city.

Henry Ibberson, has disposed of his cigar business at Walla Walla, Wash., to Ad. Gooding and has purchased the cigar business of A. P. Gooding & Co., of Prescott, Wash.

A cigar factory will be opened at 697 Michigan Street, Buffalo, N. Y., in the near future by Smith & Rupp, who recently disposed of their cigar store at 18 Court Street, that city. They will continue to manufacture the same brands made at their former location.

December 15th is the date set by the J. I. Steinberg Cigar Company to occupy their new stands in the Washington Hotel, Indianapolis, Ind. The principal stand will face Washington Street, while the second will be in the main lobby, with a third in the rathskeller.

A cigar store has been opened at Madison Avenue and Superior Street, Toledo, Ohio, by Joseph T. Snyder. Mr. Snyder also operates a chain of stores throughout the Middle West, with headquarters in Buffalo. The style of the new store will be in keeping with those already opened.

Jaime Pendas will be manager of the Moredo & Co. factory, which will shortly open in Key West, Fla. This is a branch of the factory of M. A. Gunst & Co., who recently purchased the "La Diligencia" brand from Moredo & Co., of Havana. It is estimated that over a hundred cigarmakers will be employed.

TAMPA TIPS

Cigar Shipments Average 1,350,000 per day—Increase in Custom Collections—Bids Opened for Club House of Centro Asturiano

TAMPA, Dec. 11.

WITH the holiday rush practically over, there is still, however, much work at the factories and orders are still coming in.

For the past three weeks, the shipments have averaged 1,350,000 cigars per day and the night and Sunday work was kept up until the end of the past week. The shipments for the year will not quite reach those of 1911, which recorded an abnormal output, owing to the fact that stocks were depleted or wiped out entirely during the several months of the strike, which was not ended until early in the year. Optimism prevails among manufacturers as to the New Year, and among the bright prospects is that of the avoidance of any and all labor troubles, the new inspectorship working like a charm. Many factories have nice orders on file for January.

Customs collections for last week were $38,941.01, an increase of $5,326.13 over the corresponding week of 1911.

Publication in THE TOBACCO WORLD of a suit instituted by the Gilletts, of this city, against the owners of the tobacco bug machine, created much interest here, but some action of this sort has been expected since the test of the machine here failed to substantiate the claims made for it. The Gilletts undoubtedly spent much money in the endeavor to promote the invention and they feel that they ought to recover from the manufacturers of the apparatus, who claimed that it would positively destroy all germ-life in the cigars.

Bids were opened this week for the new club house of the Centro Asturiano, to replace the building partially destroyed by fire early in the year. T. A. McGucken was the lowest bidder, his bid being $94,260. The new building will be far more complete and elaborate than the old one.

Two children of Jose Escalante, the cigar manufacturer, fell from a second-story window at the Escalante home Saturday, and their lives were saved by a large cactus plant into which they fell. Fortunately, the spines of the cactus did not injure them. The children are five and three years old.

Jose Lozano and H. S. Foley, of the Lozano factory, will go to New York City to spend Christmas week.

Celestino Vega is now busy attending to the completing touches on the new Centro Espanol clubhouse in West Tampa. His factory has been continuously busy and promises to keep at it uninterruptedly until Christmas day.

Berriman Brothers are turning out a new brand, "La Primura," especially for "The Fair," Chicago.

Harold McFall has gone to Key West to begin his new duties as office manager for the M. A. Gunst & Company Diligencia factory. Mr. McFall was formerly in the office of the Gunst factory here.

Preston Herbert, of the Gunst firm, was a visitor to the local factory this week.

Rey, Strauss & Company are making up a number of private brands for Eastern concerns. Meantime, their "Mi Rey" brand continues one of the largest sellers in Southern territory.

J. R. Burns, of the Lozano selling force, has gone to Cuba, and will return here in time for the holiday festivities. He has had a wonderfully fine season on the road.

Traveling men for Cuesta, Rey & Company will come in shortly after Christmas for the usual conference, at which the work for the new year will be mapped out.

Moses Gans, of the leaf house of Joseph Gans & Son, was a visitor to the trade this week.

R. M. Tallichet, of the Porto Rican-American Company, was among the visitors of the week.

R. H. McClung, of the Monopole Tobacco Works, New York, is in the city.

Jerome Regensburg and wife are spending a week or more in Tampa, from New York.

Moe Schwartz, of A. Santaella y Ca., visited the factory for a few days and complained that everybody was too busy to talk to him.

J. J. French will be here until January 1, when he will start out into new territory. His firm, Quiros, Villazon & Company, is doing an excellent business.

Bolano & Company are contemplating building a larger factory. Francis Bolano is expected to make a definite announcement on his return from Chicago.

A. L. Cuesta, Jr., has returned from a trip through the East.

Jose Lovera spent the entire holiday rush season at the factory, and has been watching every detail of the business, which has been very satisfactory.

PERFECTO.

An Attractive New Label For "Reynaldo"

Deciding That They Can Not Improve Cigar, Luckett, Luchs, & Lipscomb Get out Artistic Packing

UNSPIRED by the remarkable success which the "Reynaldo" mild Havana cigar has achieved everywhere it has been introduced, Luckett, Luchs & Lipscomb have been pushing this brand with much vigor. Dealers who have put in their first order of "Reynaldo" cigars find that they are excellent trade builders and that they repeat very freely. In certain sections of the Middle West and on the Pacific Coast, gains in the sales of "Reynaldos" have been particularly gratifying.

NewLabelfor "Reynaldo" Cigar

Believing that they have got the cigars as nearly perfect as the human hand and good tobacco can make them, the firm decided that if they could not improve upon the cigar, they could at least give it a worthier and finer label. The result has been a label specially lithographed for them by the German process, handsomely embossed and embellished with gold leaf, which greatly adds to the general attractiveness of the "Reynaldo" package. The reproduction above is made from one of the new "Reynaldo" labels and it speaks for itself.

New "United" Store for Mobile, Ala.

The United Cigar Stores Company has secured the building at the northeast corner of Royal and Dauphin Streets, Mobile, Ala., and will open for business sometime in March, the opening date not yet having been decided upon. It is the intention of the company to remodel the building and have it on a par with their other stores. Marble will be used extensively in the interior decoration and the show windows will be of handsome plate glass.

Charles Litzky Cigar Company, New Milwaukee Firm

A new cigar and tobacco store has been opened in Milwaukee, which will do business under the name of the Charles Litzky Cigar Company. It will be located at 94 Wisconsin Street. The members of the firm are E. H. Ludorf, well known in Milwaukee leaf tobacco circles, and Charles Litzky.

The United Cigar Stores have leased the store at 130 George Street, New Haven, Conn., occupied as a cafe by the late James E. Kelcher. The lessees are to open the store as a branch after the first of the year. They already have a stand on Church Street.

Plenty of Turkish Leaf on Hand, Say Manufacturers

Larger Concerns Have Several Years' Stock on Hand—Smaller Firms Are Ones Chiefly Affected

THE war in the Balkans has not affected the prices of either cigarettes or Turkish tobacco from what can be learned from the larger manufacturers of cigarettes and importers of leaf. While the trade in general does not hesitate to say that it is bound to affect conditions in the long run, there is no immediate prospect of this. It has been learned that large quantities of tobacco in Turkey have been shipped to places of safety. One optimistic correspondent, of a London paper, cabled that the very armies in the field have felt the solace of the cigarette too keenly to care to destroy any unnecessarily. It is said that the greatest injury which the war will cause, from a tobacco trade point of view, will be the far-reaching disturbance to the country generally, and more especially to the labor market.

That the next crop of Turkish tobacco will be a short one is taken for granted. Whether it will cause an increase in prices is uncertain. Reports from manufacturers, both on this side and in London, point to the fact that they are not worrying for the immediate future. Many of them are stocked up for a number of years, and it is problematical whether a short crop will stiffen prices to any extent. The next crop is due to be planted in February. At this writing it is questionable whether this can be done.

Stephano Brothers, of Philadelphia, manufacturers of the "Rameses" cigarettes, when interviewed, stated that they had such a large stock of Turkish leaf tobacco on hand that it had not affected them in the least. They carry thousands of bales of leaf in their building on Walnut Street.

In an interview with a London newspaper reporter, Graham D'Arcy, the manager of the New Bond Street branch of Messrs. Abdulla and Company, Limited, London, said: "Undoubtedly the small manufacturer is being badly hit, as the tobacco brokers on whom they rely will not be slow to take advantage of the circumstances. For the smaller firms the situation is undoubtedly serious, but Messrs. Abdulla are at present unaffected by the rise in the market, and there is no immediate prospect of any rise in our prices or decline in the quality of our goods. This is because we are independent of the broker. Our method of doing business is to send our representatives out to Turkey to inspect and buy up the tobacco plaintations and crops on the spot. Early in 1911 we bought in this way some hundreds of tons of Turkish leaf, and this we have not yet touched. It is still maturing here. Altogether we have enormous stocks of tobacco in England; enough now to supply us at our present rate of consumption for the next four years. We deal directly with the growers in Turkey. We have no plantations, and therefore do not suffer when crops are bad. We just go to Turkey with the hard cash in our pockets and scour the country for the best crops. But, speaking generally of the effect of the war, undoubtedly the whole tone of the tobacco trade has been seriously affected."

Manufacturer's Convenient Pipe Cleaning Combination

The E. T. Gilbert Manufacturing Company, of Rochester, New York, inform us that the retail trade are taking hold of their newly patented stem and bowl pipe cleaners with a vengence, and that this novelty appears to be something long desired.

The company have put up a polished steel scraper, and twelve pipe cleaners in one package, and at a price which allows a splendid margin for every retail shop. They also manufacture the Gilbert "Trojan" pipe cleaner, which has been on the market for some time, and has made a name for itself.

Milwaukee

United Cigar Stores Company Takes Over Lease of Abraham Store in Caswell Block—Harry Ziegler Opens Stand in Merchants and Manufacturers Bank Building

MILWAUKEE, Dec. 12.

THE United Cigar Stores Company have taken over the lease of the Caswell Block cigar store of Leo Abraham, and take possession January 1, 1913. It is understood that Mr. Abraham makes a very substantial profit on the five years which his lease still has to run. This deal gives the United another established stand, as the Caswell Block store is one of the oldest in the city. Originally the location was occupied by Colonel Winckler. When the new Caswell Block was erected about five years ago Winckler retired and Leo Abraham opened a store which has been continued with pretty fair success. Business with the local retailers has been fairly good although the beginning of cold weather has had its usual bad effect.

Surman is enjoying a nice advance Christmas business at the Cuba Rica store in the Wells Building.

Harry Zeigler, who conducts the cigar stand in the Wells Building lobby, has opened a new stand in the new Merchants and Manufacturers Bank Building, on West Water Street. This building, containing something like two hundred offices, will prove a good location for him, and already business is brisk.

A. O. Meister continues to enjoy his usual business, and is selling a lot of "Cinco," "Equity" and "La Preferencia" cigars.

Allansons, in the Plakinton Hotel, are, as usual, doing a very good business on all brands. The travelling public, always good spenders, keep them from having any dull moments. Max Levenhagen, the genial clerk in the lobby stand, is the proud papa of a bouncing baby boy, which arrived December 10.

Leo Abraham is doing nicely at all stores. A special sale is being conducted at the Caswell Block store, where pipes and smokers' articles are being sold at a marked reduction. Eddie McKercher visited the old homestead at Des Moines over Thanksgiving.

Otto Krohn, who is in charge of the pipe repair department, has been moved from the Caswell Block store to the Third and Grand Avenue store, where he occupies one of the windows.

Willibald Hoffman, of John Hoffman & Sons Company, wholesale grocers, has been elected president of the Integrity Savings Building and Loan Association, a new five-million-dollar company recently organized here.

The Pieper Turrow Company, wholesale grocers, etc., have increased their capital stock from $25,000 to $50,000.

Fay Lewis & Brother Company continue to do a good business at the Pabst Building and also at Fifth and Grand Avenue. "Fay Lewis Perfectos" and the "Masterpiece" are being displayed.

The Wright Drug Company recently made a display of the "Mi Lola" cigar, which attracted considerable favorable comment. All sizes and shapes of this popular Milwaukee product were made at other stores in the city.

The city of Stoughton, Wis., passed an ordinance forbidding the sale of cigarettes to minors under seventeen years of age.

E. J. Steinmetz, of the firm of Stringer and Steinmetz, cigar dealers, at La Crosse, Wis., was married to Miss Mayme Hahn.

A new store has been opened at Green Bay, Wis., by Jones Prenevost. Arthur J. Zelles, of the same city, has made a number of improvements in his place of business.

H. H. Fetters has opened a new cigar factory at Antigo, Wis.

Rau Brothers, of Chilton, have moved their cigar factory into larger quarters.

J. L. Fields opened a cigar store at Plainfield, Wis. At Kaukauna, Wis., Farrell & Filen have put in a cigar store.

Stiles & McDonnell, makers of the "Lazar" cigar, at Superior, Wis., have moved into larger quarters. The firm has employed additional hands and will cover a larger territory hereafter.

The American Cigar Company will only operate their warehouse at Sparta this season. The Watertown, Stoughton, Brodhead and Edgerton plants have been closed.

The work on the Eisenlohr warehouse at Edgerton is being rushed with night and day forces. The contractors have experienced considerable delay in obtaining material. The brick work on the first floor has been completed.

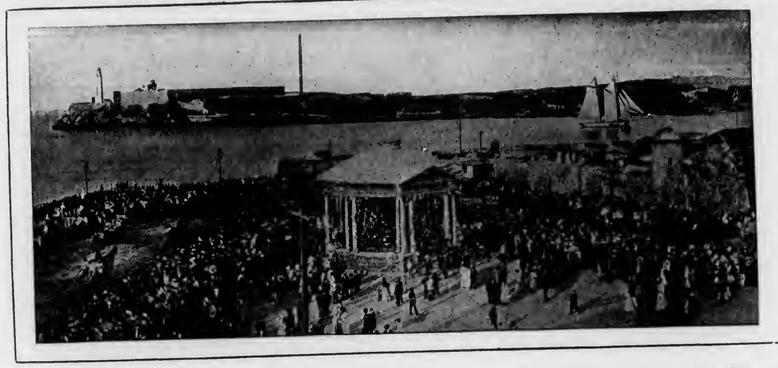
Henry Sach, of New York; N. J. Bijur, of E. Rosenwald & Brother, New York, and George E. Gary, of P. Lorillard Company, Jersey City, were recent visitors in the state.

Haskins & Schwartz are building an $8000 addition to their warehouse at Janesville, Wis.

O. A. KROMPAS.

Carl Hirsch Company Incorporates in Jersey City

The Carl Hirsch Company, Jersey City, N. J., was recently incorporated with a capital of $100,000 and will deal in pipes, cigar and cigarette holders. C. Hirsch, Highland Park, Weehawken, J. Seger, H. Meiners, Chicago, Ill., are named as the incorporators.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, December 7.

THE leaf market during the past fortnight has been better, owing to the presence of a few big buyers in town, as well through the purchases of a couple of commission merchants that had received cable orders from their northern clients. Prices remain very firm, as the stocks are not large, and also because the continued drought in the Vuelta Abajo might prejudice the chances of having a large and light crop during the coming year. However, there are some stocks left for sale yet. We are not looking for any buyers now until after the turn of the year.

As the weather has continued dry during the past fortnight, and there are no indications of a coming change, the situation in the Vuelta Abajo is getting worse from week to week, and unless we should have a good shower of rain during the next two weeks we can prepare ourselves for a short and heavier bodied growth, which would be a calamity indeed for the local, as well as for the clear Havana cigar manufacturers in the United States. In a small part of the Partido section they have had a little rain, and as irrigation is practiced more widely the future is less influenced by a continued drought, although the natural rainfall is always preferable. Advices from the Santa Clara province continue still more cheerful, as the season is generally a month later, than in the Vuelta Abajo region.

Sales during the past fortnight totaled 13,166 bales, which, divided, represented: Vuelta Abajo, 2,550; Partido, 606; Remedios, 8,081, and Yara and Mayari, 1,929 bales.

Buyers were: Americans, 7,639; exporters to Europe, 2,600; shippers to South America, 1,486, and our local cigar and cigarette manufacturers, 1,441 bales.

Exports of leaf tobacco from the port of Havana for the two weeks ending with November 30th were: To all ports of the United States, 181; to Bremen and Hamburg, 1,587; to Spain, 857; to Austria, 1,081; to London, 100; to Rotterdam, 56; to Buenos Aires, Montevideo, Valparaiso and Arica, 1,225; thus making a total of 16,087 bales.

Receipts of Tobacco From the Country Were:

	From November 17 to November 30, 1912.	Since January 1, 1912.
Vuelta Abajo	151 bales	181,379 bales
Semi Veulta	385	23,179
Partido	11	22,860
Remedios	2,017	231,749
Yara and Mayari	938	15,522
Total	3,502	474,689

Principal Buyers of Leaf Tobacco That Come and Go:

Arrivals—From New York: Manuel B. and José M. Pendas, of Y. Pendas & Alvarez; Marcelino Perez, with his traveling salesman Mr. McBlair, of Marcelino Perez & Company; José Diaz, of Bustillo Bros., & Diaz; Manuel Lopez, of Calixo Lopez & Company; Richard Sichel, of B. Rosenblüth; Morris Rosenberg, of Morris Rosenberg & Company.

From Cincinnati: Charles Haas, of Haas Bros.

Returned—Candido Obeso, of Perez & Obeso; José Menendez, of Rodriguez, Menendez & Company; Manuel Suarez, of Manuel Suarez; Bruno Diaz (with his daughters), of Bruce Diaz, and Carlos M. Wintzer, Jr., of Leslie Pantin.

Departures—To New York: Manuel Lopez, Jacob A. Guedalia, Allie L. Sylvester, Manuel B. Pendas, José M. Pendas, David Simerman and Richard Sichel.

To Brooklyn: José Benite.

To Philadelphia: Louis H. Eisenlohr, C. H. Eimerbrink and John H. Kolb.

Cigars.

The exports of cigars from the port of Havana for the second half of November, as per our official custom house returns, were as follows:

From November 16 to November 30, 1912	8,872,276 cigars
From November 16 to November 30, 1911	8,752,318
Increase in 1912	119,958

From January 1, 1911, to November 30, 1911	173,299,217 cigars
From January 1, 1912, to November 30, 1912	161,330,221
Decrease during the first eleven months of 1912	11,968,996

The above showing is not at all satisfactory, as we had fully expected to see a larger increase during the second half of November, but unless a clerical error in the summing up of the figures should have been committed it would indicate a retrograde movement in our cigar industry, notwithstanding the fine quality of this year's crop of leaf tobacco. The worst thing is that the United States has fallen behind more than England, as during the fifteen days we have lost in our exports in the United States 799,537 cigars, while Great Britain increased 306,636 cigars during the same period.

Our three greatest independent factories, H. Upmann, Partagas and Romeo y Julieta, are still working with all their forces, having large orders on hand, which they will be unable to fill this month, so there will be no slacking up for some time to come. The Henry Clay and Bock & Company, Ltd., is also as busy as heretofore.

Castañeda neither complains of not being fully occupied with orders on hand for the balance of this month and January.

Sol is perfectly satisfied with its order slate, as the same is constantly being filled up by fresh orders from England, the United States and Germany.

La Flor de P. A. Estanillo has many regalia orders yet to fill, besides receiving constantly fresh ones for its brands "Flor del Fumar" and "Elite."

La Flor de José Otero has been doing a very good business with Canada, England and the United States.

Don Manuel Lopez, of the Eden factory, who came here on a visit again from New York, stated that business in New York was quite active and that their factory was well supplied with orders.

Other factories that are working well are: Por Larrañaga, Hoyo de Monterrey, C. E. Beck & Company and Allenes, Ltd.

Buying, Selling and Other Notes of Interest.

Sobrinos de Gonzales sold 1,800 bales of all kinds of leaf during the past fortnight, but this does not include the large number of bales sold to Mr. John H. Kolb, president of the Theobald & Oppenheimer Company, as they did not wish to state them, owing to some lots needing registration yet. The exact quantity will be published in our next correspondence.

Louis H. Eisenlohr has bought, according to our information, 2,062 bales of second capaduras of Remedios, and very likely he would have purchased more extensively still if he had been able to find more of the prime qualities, which the firm of Otto Eisenlohr & Bro. is in the habit of buying only.

The Havana Tobacco Export Company turned over 1,250 bales of their Yara and Mayari packings to Don Adolfe Moeller, for export to Germany, and for sale to the smaller manufacturers in the country that are supplying the domestic demand.

Leslie Pantin was a buyer for his customers upon cable orders received by him to the tune of 1,575 bales of all kinds of leaf during the past fortnight.

Herrera, Calmet & Company closed out 1,029 bales of their Remedios holdings to buyers for the American market.

Mark A. Pollack had no customers in town, but was fortunate in having received orders to buy for his clientage, thus enabling him to register 1,200 bales of leaf.

José F. Rocha was a seller of 600 bales of Vuelta Abajo, Partido and Remedios tobacco to his customers during the past two weeks.

Adolfe Moeller was again the heaviest buyer for the German market, with 1,390 bales of leaf during the past fortnight.

Gutierrez & Diehl disposed of 350 bales of their fine escogidas of Remedios and Vuelta Abajo to their customers in town.

Sylvester & Stern contented themselves with additional purchases of 800 bales of leaf.

Continued on Following Page

Cleveland Stores Take on Festive Attire

All Hands Have Prepared For Prosperous Season — What the Big Selling Factors in the City Are Doing

CLEVELAND, O., December 12.

THE holiday season is now here for fair. The stores have all taken on a "Christmasy" air and the Yuletide spirit prevades everything. The dealers have "primped" up their stores and stands in great style, as is the usual custom.

The Snyder Cigar Company reports they are doing a big business on their holiday goods. Everything looks fine for them for a very prosperous season.

The J. B. Moos Company also report big business. They were advised by the "Preferencia" factory that they could fill no holiday orders this year. The Moos Company could not secure a sufficient supply of "La Preferencia," or "El Principe de Gales," in holiday packings. The company is way oversold.

H. A. Vaughn, the head of the salesmen department of the American Tobacco Company, stopped off in Cleveland for a few days to confer with Mr. Krull who is here with a crew of men doing some efficient work on "Piccadilly" little cigars, manufactured by the American Tobacco Company.

Frank Johnson, vice-president of the Havana-American Company, paid a visit to the Cleveland branch of the Moos Company, as did also G. J. Brown, president of the Moos Company.

Casper Rosenberg reports he is just as busy as he can be. The only trouble he is having is that he can't get his orders out fast enough.

L. J. McGuire, manager of the Standard's Little stand in the Old Arcade, is back on the job after a severe illness, which kept him in the house for the past two and a half weeks. He looks none the worse for the wear and is back grabbing off Christmas orders, and is anticipating a nice holiday business.

The Stace & Vincent Company are doing a big business on their brand "Stivanos" and reporting a nice retail business in both their locations.

The Stern Cigar Company, who opened up a few days ago on Euclid, near Fifty-fifth Street, are apparently satisfied with their new location.

The writer was surrounded with a bunch of good fellows at the "Saramita" cigar factory and had to join in the festivities. The whole selling force is in and they are only waiting now for samples and instructions to get busy in all parts of the United States, but from the bunch of orders on file it looks as though they will get a very late start in 1913.

Frank Gleichman, of the Boltz-Clymer Company, and Walter Jones, of the Cuesta Rey Company, were in town this week.

Nate Gleichman, the Park Building cigarist, is displaying holiday goods and looks for a nice business Christmas week. His pipe business is exceptionally good now.

Henry Mandelbaum, near West Fourth Street on Superior, has had a nice increase in his business for the past six months, and is kept very busy looking after his retail trade. He is well stocked for the holidays and thinks this will be the busiest holiday season in several years.

Nate Seidman, of the Century Cigar Company, will commence to remodel his old building on the corner of West Ninth Street and Superior. He is letting contracts now and he expects to have one of the most beautiful fronts in the city by the time he moves into his new location across the street.

Charley Shuthelm has certainly got his store stocked with all the popular brands. He says that he will not lose any holiday business this year.

John M. Jenkinson, of the W. Jenkinson Company, has spent a few days looking after his retail interests in Cleveland.

M. Wormser, the European novelty man, spent a few days among the trade in Cleveland. M.

The Cuban Market

Continued from Preceding Page

Muñiz Hermanes sold 270 bales of their excellent holdings of Remedios and Vuelta Abajo factory vegas.

Don Ventura Blance is still here looking after the wants of his own factory, as well as to fill some orders for his particular friends who had entrusted him with them, and we have heard that he has selected already some 503 bales of choice Vuelta Abajo leaf.

Cardenas & Company turned over 240 bales of Partido and Remedios from their fine stocks of goods.

The Romeo y Julieta factory never lets an opportunity slip by to acquire an extra prime vega from the Vuelta Abajo, notwithstanding that their stocks are still immense, and in this manner they added 350 bales to their holdings.

Ernest Ellinger & Company were sellers of 226 bales of Vuelta Abajo, Partido and Remedios to their customers during the past two weeks.

H. Upmann & Company purchased 208 bales of leaf for export to their European customers.

Carlos Arnoldson & Company sold 147 bales of Vuelta Abajo, Semi Vuelta, Partido and Remedios tobacco.

Celestine Cerral, the resident partner of Cerral, Wediska & Company, of Tampa, is always busy in our market hunting up extra fine veges of Vuelta Abajo for their factory, and during the past fortnight he had managed to find 200 bales of Vuelta Abajo, just right in quality, although high enough in price. The latter, however, cannot be avoided.

José C. Puente had a rather quiet time, as he did not succeed in clinching operations for more than 100 bales of leaf.

Michaelsen & Prasse had been buyers of 600 bales of leaf for their customers during the past two weeks.

Although we had stated in our last correspondence that the crop of this year would very likely reach around 550,000 bales all over the Island of Cuba, from later advices received we think now that the total may even exceed 575,000 bales. Evidently the growth in the interior of the island is larger than we expected.

Shippers of leaf tobacco from the port of Havana, from November 18 to November 30, 1912, above 300 bales, were: Sylvester & Stern, 1,569 bales; Adolfe Moeller, 1,407 bales; J. F. Berndes & Company, 1,381 bales; Sobrinos de A. Gonzalez, 1,230 bales; C. E. Beck & Company, 927 bales; H. Upmann & Company, 887 bales; J. Bernheim & Son, 828 bales; Leslie Pantin, 781 bales; Mark A. Pollack, 655 bales; Michaelsen & Prasse, 600 bales; Ernest Ellinger & Company, 572 bales; Manuel Suarez, 387 bales; Rodriguez, Menendez & Company, 326 bales; Diege Montere, 308 bales.

ORETANIV.

William Wicke Dies in Lawrence, L. I.

At the age of seventy-four years, William Wicke, president of the William Wicke Ribbon Company, died at his summer home in Lawrence, L. I., Saturday, November 30. Though the active management of the business had passed to his sons, George H. and William, Jr., Mr. Wicke still performed his duties as president at the company's office 36 East Twenty-second Street New York. Mr. Wicke accumulated a fortune as the head of one of the largest cigar box factories in the United States and was a trustee of the German Savings Bank, a member of the New York Peace Society, and the German Press Club, besides many charitable organizations. A daughter and another son, Carl, also survive him.

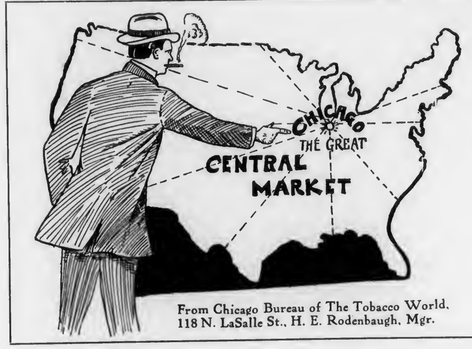
Charles Israel, father of Sam and Abe Israel, cigar jobbers, located on Jackson Street, San Francisco, Cal., died about the middle of November. Mr. Israel had been identified with the cigar business for many years being proprietor of a retail store in that city, before associating himself with his sons.

Two daughters and a son survive Charles Arthur Cox, a cigar manufacturer, of Brooklyn, who died at his home in that city, on Saturday, November 30, at the age of sixty-six years.

The death in Alameda, Cal., a short time ago, of Thomas Burton, at the age of seventy-six years, marked the passing of one of the first tobacco manufacturers of San Francisco, Cal.

Frank B. Mann, at one time connected with the Cincinnati Leaf Tobacco Warehouse Company, died recently at the age of sixty years in Morning View, Ky. His death followed an attack of heart trouble.

Henry E. Dressner, a member of the tobacco manufacturing firm of Dressner Brothers, 183 Fulton Street, Booklyn, N. Y., died in his home in that city recently, at the age of fifty years. He is survived by a widow, two sons and a daughter.



From Chicago Bureau of The Tobacco World,
118 N. LaSalle St., H. E. Rodenbaugh, Mgr.

Chicago Christmas Trade Immense

Retail Stores at Height of Holiday Business—John J. Dolan May Open Another Stand—Albert Cohn Starts Store in Hyde Park

CHICAGO, December 9.

THE rate of business marking the close of the year as described in this correspondence heretofore has continued and increased. All kinds of tobacco manufactures have continued to be in great demand, and the demand has continued to increase in volume. The cigar factories, especially those of larger size and greater importance, have been pushed about to the limit to meet the calls from customers. Manufacturer's agents, jobbers, wholesolers and retailers are all doing an unprecedented business.

The retail stores have been at the height of a rushing holiday business for the last two or three weeks. Several new establishments have been opened, some of them of large proportions, with elegant furnishings and fittings and great stocks of choice brands of cigars, tobacco and cigarettes and liberal displays of pipes and other smokers' articles. Very many of the stores, in fact nearly all of them, are dressed in elaborate and attractive holiday style.

So great is the present demand that, in spite of extraordinary efforts in the manufacturing line, the present indication is that stocks will be depleted to a very large degree by New Year's eve. Just at present there is very slight occasion for jobbers and wholesalers to have traveling men on the road, for every mail brings orders from all over the section of country supplied by the Chicago trade. Many of these orders are comparatively small, coming from dealers in little cities and towns and in the country districts. But, in the aggregate, they call for large quantities of goods.

Chicago Christmas Trade is Immense.

All the enthusiastic prophesies concerning Chicago's Christmas cigar trade bid fair to be realized. All the factories are busy. Jobbers and wholesalers are working overtime to fill orders. A large number of the retail stores already have taken on a holiday appearance with beautiful decorations and splendid displays of goods.

Although the Best & Russell Company have received very large consignments of cigars from Tampa within a few weeks, they will need all they can secure to supply the pressing demands upon their facilities. One of the novelties just received by the company is a consignment of the "Abbey" cigars in fortieths, packed in glass jars, with screw tops, which keep the cigars in excellent condition. The firm's "Flor de Loveras" and "Flor de Sanchez y Hayas" are proving very popular.

Great demands are made upon E. Hoffman & Company for their popular brands of cigars and the equally popular tobaccos and pipes. The "New Bachelor" continues to be one of the great favorites, as also do the "Stein Clubs." The pipe trade is excellent, with a very heavy holiday demand.

The cigar boys in general will be glad to learn that old Nic Carter (Fred. A. Carter) has been appointed manager of the Hagen Paper Company, with offices in 1212 Steger Building. Nic says he can supply the boys with all kinds of paper, except that on which writing is to be done.

Smilingly and with every evidence of feeling happy, Johnny Morrison asserts that he has made a fifty per cent. increase on the "Lucius" cigar. Morrison is manager for the Ryan & Raphael Cigar Company, the "Lucius" jobbers.

The Best & Russell Company is making a great push on its "Arteusa" brand, made for it by Theobald & Oppenheimer Company, of Philadelphia. The company is working an extra push on the "Epicure" size, packed twenty in a box and jobbing for $65 per thousand.

Harry J. Thurston has opened up the new Chateau Inn at 348 East Thirty-fifth Street, near Grand Boulevard. He was formerly at the Claremont and is considered a good manager. He sells a great many cigars, and it is noticed that he hands out the "Havana Principes," made by Storm, Fisher & Company.

Harry A. Loker, of 818 East Fifty-seventh Street, who walks the South Side in the interest of "Tom Moore" and his son "Little Tom," says he is having a big holiday business in all of the United cigar goods.

Rothschild & Company's cigar department has added the "La Soneda Models," ten for fifteen cents, and reports they are "selling big." The management is also featuring a brand called "Havana Principes" for five cents.

S. P. Doyle, cigar manager for the Home Drug Company, 65 West Monroe Street, is filling up his holiday window in beautiful style. He has a big assortment, but favors "La Soneda," "Francisco Goya", and "Sanchez & Haya" brands.

The Palmer House cigar store, 111 South State Street, does a large transient trade. Brands of all popular cigars are carried, as well as business with its transient trade. Jacob Karpass is in charge and Thomas W. Walsh is his assistant.

Albert Cohn, for some time Western representative of the Lyons Manufacturing Company, has resigned that position and gone into business for himself, opening a cigar store and billiard parlor in the Hyde Park section.

E. Morgan, formerly with Ryan & Raphael Cigar Company, has resigned. It is understood he is going into business with David Williams, formerly with Couthoui & Company, Congress Hotel cigar stand.

The famous "Perkins" Cafe in the Rector Building has been sold to Jack Henry, for many years city salesman for Chapin & Gore. The price is said to be $40,000. The Perkins place was a great feeder for cigars for Grommes & Ullrich, but from now on it will be a Chapin & Gore outfit.

The City Hall Square Hotel has just been opened and will be conducted by Smiley Corbett and Thomas Hauton, who also own the Lambs' Cafe, Randolph and Clark Streets.

George Yocum, of Yocum Bros., the Yocum Bros. factory, is interested in the portable garage, with offices at 312 West Madison Street.

It is reported that John J. Dolan, proprietor of many cigar stores in Chicago, will open another place within a few days at the southwest corner of Monroe Street and Wabash Avenue. The advantages of the location may be guessed from the fact that the stores and offices in the new building, where the new place is to be located, were rented before the foundations were laid, with six months' rent paid in advance.

A new cigar store is to be opened by Neubauer & Weber, corner of State and Chicago Streets. The firm already has one store at 623 North Clark Street and another at 1202, same street.

Cohn & Nathan is the name of the new sub-jobbing firm, with store on the corner of Harrison Street and Wabash Avenue, where they are doing a general wholesale business.

Col. W. H. Munson, one of the vice-presidents of M. Melachrino & Company, has arranged for a visit to St. Louis, Denver, Colorado Springs and Salt Lake City. L. B. McKittrick, another of the vice-presidents of the company, has been in the city for a few days, going hence to New York by way of Detroit, Cleveland and Pittsburgh. George W. Smith, the district manager for the company, has returned from an interesting and successful trip in the Northwest.

The Kline Company, of which E. Kline, the cigar man, is manager, has opened a new cafe at 330 West VanBuren Street.

Greenbaum and Seckback, executives of Francisco Bolano y Ca, are in Chicago with the expectation of remaining until after the opening of the New Year.

H. M. Philbrook, C. A. Becker and I. S. Berkman have incorporated the VanBuren Cigar Company of Chicago; capital, $1,000.

Sometime ago J. A. Lorimer, proprietor of a cigar store at Garfield Boulevard and Fifty-fifth Street, declared he secured a lease of a place at 313 East Garfield Boulevard. Since that time the property has been sold and the new proprietor repudiated the contract. A bitter controversy arose and, to prevent Lorimer securing the premises, the proprietor ordered the building torn down. Lorimer says he will carry the matter into the court.

The cigar store in the Otis Building, 151 West Madison Street, is now under the management of B. A. Superfine. His methods are in keeping with his name. The business of the place has increased at a great rate since he took charge of affairs. His assistant, Al. C. Collins, was formerly in business for himself a few doors away and has a large and valuable acquaintance among the brokers. P. B. Kelley has charge of the cigar stand in the rotunda. Mr. Superfine has much artistic ability and skill in the line of dressing windows, which, added to his tact as a manager, gives his place a splendid appearance and an increasing business.

It is rumored that the Chicago & Northwestern Railway Company will run its suburban station on North State Street, which will throw Lake Street into a retail thoroughfare again. The Marshall Field estate has bought property worth over a million dollars in that vicinity within four months. The estate is a holder of a large block of Northwestern stock. Mr. Burns, of Burns & Goldfuss, formerly paid $4,500 a year rental for his site; now he is called on for $9,000. His land is on the inside. If they raise again, Mr. Burns will be on the outside.

Julius Fernbach & Company, 203 East Thirty-first Avenue, are putting out a holiday package, called "Cyrilla-Innovation," in a cabinet style. Mr. Fernbach has these cigars placed well and expects that his display will prove a big "ad" for the brand.

Sam Marco, 149 South Fifth Avenue, has a window display of the "Marco" five cent cigars. He says he had the brand made up twenty years ago and just revived it, putting out a new red label. He intends getting out a new brand, "Sammarco," named after the opera singer.

George E. Johnson, vice-president of the Havana American Tobacco Company, has been in the city calling on the Chicago jobbers. Mr. Johnson is an old Chicago boy, formerly with J. & B. Moos, and before that with Carl Upmann and Sprague, Warner & Company.

A. B. Cooke, who has two stands now, has rented the cigar privilege in the Advertising Building on Madison Street, near Clark.

P. Bauer, the "Abbey" of the United Cigar Manufacturers' Company, was here recently.

The United Cigar Stores Company has leased the corner store, 20 x 30 feet, in the new building at the corner of Halsted and Adams Streets.

The Standard Drug Company, in the Brevoort Hotel Building, 101 West Madison Street, has put in a cigar stand and is carrying many popular brands. The space is small, but the location is very good. The management is featuring some advertised brands at cut prices and are making a drive on "Soneda" and "Fastido" cigars.

A new cigar and tobacco store, one of the largest and finest on the South Side, has been opened at 522 East Forty-seventh street, by M. & J. Bernstein. The establishment also has a very fine billiard parlor and outfit. The Bernsteins will handle a large stock of standard cigars.

Jacob Benner, one of the pioneer cigar dealers of Chicago, but for some years engaged in the coal business, died a few days ago at the age of eighty-five. He was the father of William and Jacob Benners, owners of the Benner Brothers business.

A. Dexheimer has bought out the cigar and tobacco business of S. M. Bernstein, 310 West Jackson Street. It is reported that Mr. Bernstein will continue in the cigar business, starting a new store on VanBuren Street.

Newsy Trade Jottings

The Valley Cigar Company, John T. Higgins, president, have leased a store in the DeMenil Building, at 117 North Seventh Street, St. Louis, Mo.

B. H. Holtschulte has purchased the cigar factory of James Stapleton, 25 South Fifth Street, Newark, Ohio, assuming control of the business. It is his intention to have the plant rank in the first class.

A new and up-to-date cigar stand was opened last week by Roy Larkin, in Dwight Block, Jackson, Mich. A stock, including all of the best brands and new fixtures throughout, combine to make it one of the finest in the city. This makes the second cigar stand that Mr. Larkin is operating in Jackson.

J. O. King, Helena, Mont., recently opened a store in that city. Tobacco will form a chief part of the stock.

The Fort Findlay Cigar Store, Findlay, Ohio, formerly owned by John Ritter is now being operated by Frank Yerger, who reopened the store in the early part of December. Each person visiting the store on the opening day was given a souvenir.

The building in the rear of the home of Mr. Padgett, a cigar manufacturer of Clyde, N. Y., which was used for manufacturing purposes, was destroyed by fire last week. Mr. Padgett stated that he could not estimate the loss, though it would be large, there being in the building at the time of the fire an extensive stock including many manufactured cigars. There is very little insurance.

Wohl & Comstock Enter Ideal Factory

New Home of "Evangelina Cisneros" Built With an Eye to Sanitation And Also to Comfort of Employees

AN ideal work room is that to be found in the new factory of the Wohl & Comstock Co., Chicago, into which the concern has just moved. While the structure is adapted in the most complete and admirable way for the purposes of cigar making on an extensive scale, for offices and other quarters for the company, with stores on the ground floor to be rented, the chief element of interest is the work room. Therein the Wohl & Comstock Co. has provided, not simply for an immense output of cigars, but for the convenience of the workmen and the best possible sanitary conditions. The entire third floor of the building, located at 1462-66 West Madison Street, is devoted to the manufacturing part of the company's business.

The building is three stories in height. The ground floor is occupied by three large stores, which rent at such figures as to result in a good income to the owners. The remainder of the building is occupied for the purposes of the factory, its offices, shipping rooms, accommodations for cigar banding and packing rooms. As the result of long experience, the company has arranged the basement in such manner as to make it a most complete storage place for tobacco stock. Concrete floors, separate clothes rooms for male and female employees, drinking fountains, handsome lavatories, and other fittings and furnishing abound throughout the structure. Rest rooms and lunch apartments are furnished for the employees and arrangements are made with a first-class cafe for serving lunches.

The Wohl & Comstock Co. was organized six years ago, for the purpose of making clear Havana cigars of high grade. Peter Wohl, a man of the best of training and long and successful practical experience as a manufacturer, was chosen president. Wilbur D. Comstock, a thoroughly experienced cigar man, especially in the selling department, who had served nine years with Ruhstrat & Curlett and with the Ruhstrat-Cowley Company, was selected as secretary and treasurer. Mr. Wohl started in the business sixteen years ago in the great Eugene Vallens & Co. factory. His experience in the manufacturing line, combined with that of Mr. Comstock in handling and selling goods, resulted in an ideal business arrangement.

The company's business was large from the very start and it has increased to immense proportions. It has devoted its equipment and its energies mainly to the production of the one big brand of the factory, the "Evangelina Cisneros." These are made in twenty-two sizes and shapes and are regarded as one of the very best brands in clear Havana cigars. The tobacco for their manufacture is selected by Mr. Wohl personally, who makes several trips to Cuba each year.

May Repeal Manila Registration Law

A bill has been introduced in the assembly at Manila, P. I., providing for the rescinding of the registration of cigarmakers. The new measure aims to make the factories responsible, instead of putting it directly in the hands of the authorities.

The bill also provides for the regulation of cigarmakers who manufacture cigars in their homes for the purpose of sale direct to dealers and consumers, and will compel them to pay an annual license, together with the regular internal revenue tax. Those who make cigars in their homes for delivery to the factories are to be exempt from this annual tax.

Made in Detroit

COLD WEATHER ARRIVES WITH CHRISTMAS TRADE

New Store of LaFond Company Veritable Palace—Increase in Production of Cigars and Tobacco For Month of November

DETROIT, December 10.

WELL here we are, ten degrees above zero and a roaring wind from the northwest, and, whether you believe it or not, "Winter has come." Everywhere one sees the muskrat-lined ulsters, with the near Persian-lamb collars, and the smell of camphor and moth balls is in the air.

Good, old Kris Kringle has ensconced himself at the street corner, and it's fun to see the kiddies go up and shyly, with finger in mouth corner, tell him what to bring them. I listened to one fine little fellow and heard him tell Santa to send a box of chocolate cigars. There is a Henry Deisel or Otto Eisenlohr in the embryo in that little fellow, sure.

An article of considerable interest to the leaf tobacco trade and cigar merchants in Detroit and Chicago appeared in a recent copy of the "International Moose," and I reproduce it here. "Brother Sol Mincer is about the best cue artist around the clubhouse. If you do not believe it, ask Buell or 'Bake;' in fact, Sol admits it himself. One day recently a Mr. Roy Sutter, one of Chicago's crack billiard experts, sought Mincer and took him over to the Metropole to show him how a real good artist performs. They played four games, and to the surprise of the Chicago man Sol won in a walk. He finished his first game with a run of 42 and the second with a run of 62." Mincer is the manufacturer of the "El Mincero," a clear Havana cigar of high quality.

Mr. Otto Brenner, of Brenner Bros., cigar manufacturers of London, Ont., has just returned from a very successful trip to the Canadian northwest and the Pacific Coast in Canada and is headquartering at Detroit. Mr. Brenner's firm manufactures the celebrated "Lavera" and "La Preferencia" cigars in Canada and have them well placed throughout the Dominion.

The store on Woodward Avenue, opposite the Pontchartrain, which M. & A. LaFond Company expected to occupy by December 1st, has been much delayed and is not yet occupied. I managed today, however, to get a peek at its interior and from what I saw I venture to say Messrs. LaFond's customers have a surprise and a treat in store for them when they enter this new palace for tobacco devotees.

A cigar manufacturer who has made really rapid strides is Benj. Schwartz, manufacturer of the "R. G. Dun" and "Red Bell" cigars. A year ago Mr. Schwartz was making cigars in a frame barn in the rear of his house, but during the year 1912 he began the erection of a fine fire-proof structure at Russell and Napoleon Streets, facing the Eastern Market. The building occupies a frontage of 85 feet on Russell Street and is two stories in height, and Mr. Schwartz's factory occupies the entire second floor.

A very pleasant gentleman is Mr. N. B. Shapera, of M. A. Gunst & Co., of New York and Tampa, and whom I met in O'Brien & Co.'s cigar department a few days ago. Mr. Shapera is sponsor in this territory for the celebrated "Van Dyck" cigar from the Gunst factory, and reports a very satisfactory business. Mr. Shapera was en route for Minneapolis, his home city, where he will finish out the year.

Best & Russell's Detroit branch is being kept very busy these days trying to keep the local trade supplied with "Hand Made," a five cent cigar from the Spietz & Worch Co.'s factory, this city. The two city men are booking orders faster than the factories can supply the cigars. Best & Russell are doing a fine business, too, on the celebrated "Sanchez & Haya" cigars.

E. M. Harris & Co. are showing a fine window display of "La Flor de Jeitles" from the factory of Jeitles & Blumenthal, Philadelphia.

There are also some very fine displays about town of "Havana Ribbon" from the factory of Bayuk Bros. Co., Philadelphia.

What a change there has been made in the manufacture of ten cent cigars in the past decade. It does not seem more than a dozen years that every high class cigar dealer carried such fine seed and Havana cigars as "Royal Banner," "La Flor de Moebs," "Ben Hur Perfecto," "Green Seal," "Phoenix" and "La Flor de Ortman," but today if you go into a cigar store, or to a stand in a hotel, and ask for a seed and Havana cigar, nineteen out of every twenty clerks won't know what you mean and the majority of them would not know what you meant if you asked for a Sumatra wrapped cigar. If you wish a "Banner" or a "Swift" you have to ask for a "domestic" cigar. The average hotel cigar stand clerk knows only Havana imported, Key West and domestic, and when they have mastered those three terms they are full-fledged cigar purveyors.

On a visit around to the many factories here, I find every one on the jump and as busy as one can be. All report a very satisfactory business for 1912 and splendid prospects for 1913.

Below I give you the Internal Revenue returns for the month of November, as compared with the same month last year in this district, a fine increase, indeed.

	Nov. 1911.	Nov. 1912.
Cigars	$78,284.37	$80,380.26
Tobacco	135,937.36	154,288.97

It being so near the end of the year, there have been very few "Knights of the Grip" with us during the past few weeks, but there are a few who stick everlastingly at it and seem to travel thirteen months a year, and they are: Leaf men, Fred. Singer, S. Rossin & Co., New York, and Stephen Friend, Friend & Co., New York. Cigar and cigarette men, Jack Mittelberger, Neumann & Mayer Company, Philadelphia; Al. Korn, S. H. Furgath & Co., New York, and Nate Hubert and John Schram, introducing "Lord Salisbury" cigarettes, of Butler & Butler, and J. M. Dixon, of Stephano Bros.

An item of considerable interest to Detroiters is an article appearing recently in financial papers, as well as in the daily press, to the effect that the United States Rubber Company will purchase or lease thousands of acres of land in the Malay group of islands, and in Sumatra in particular, on which to plant rubber trees, the finished product of which enters so largely into the manufacture of automobile tires and bicycle tires. As Detroit has among her many very large industries one of the largest, if not the very largest, tire factory in the world, and whose capacity is soon to be doubled, it will be seen that cigar wrapper leaf is apt to take a back seat as Detroit's most important trade commodity with the Island of Sumatra.

The premises now occupied by Selling & May, clothiers on Monroe Avenue, are to be reconstructed, Selling & May retiring from business, and the large floor space will be divided into several stores, one of which, No. 8 Monroe Avenue, the store nearest to Cadillac Square, will be occupied by the Central Cigar Company, notwithstanding a recent article in a competitive trade journal to the contrary. The Central Cigar Company is to be congratulated upon acquiring such a location, it being in the very center of retail activities.

On the evening of December 30th Julius (Jim) Robinson, of the Central Cigar Company, is to join in wedlock Miss Dorothy Katzenburg, one of Detroit's society belles and a young lady of great charm and accomplishment.

A late arrival in this market is Walter Eisenmann, of Eisenmann Bros., Cincinnati, Ohio. Mr. Eisenmann is Cincinnati's youngest leaf tobacco merchant and a great hustler.

HEAVENRICH.

Seidenberg Factory Supplies Music With Magnophone

Trenton Concern Installs System to Entertain Employees—Distributed to Four Floors

A new wrinkle in the effort to keep the employees of cigar factories entertained, has just been started by the Seidenberg Cigar Factory of Trenton, New Jersey. This consists of an electric magnophone system, which has been installed in the various departments. The apparatus is in the main office building, and wires run to horns on each floor, four in number. These distribute the music throughout the building.

This new idea in entertaining supplants the old one in the factory, in which music was supplied by a pianist, who played daily. Music, it is asserted, does not hinder the progress of the work. On the contrary, it has a tendency to expediate it.

Last week the employees were pleasantly surprised when Manager Albert Gold, of the factory, switched on the current from the main office. Immediately the instruments began to play popular songs. The instrument will be operated almost continuously. It will be used also during the noon hour recess, when the cigarmakers will have music for dancing.

San Francisco

Holiday Feeling Gradually Boosts Sales—Charles P. Sichel Dies in Hospital—Success of Anti-Saloon Movement Results in Opening of New Cigar Stores

SAN FRANCISCO, December 5.

THE weather has been very kind to the cigar men recently, the rains of the early part of November having been succeeded by several weeks of fine, clear, cold weather, just the sort that leads to a large consumption of cigars. The holiday feeling seems to be abroad early this year, and, even this early, a good deal of holiday buying is evident. As usual in this market, there is no great call for special holiday packings, these having been long frowned upon by the trade; but the demand for standard brands in popular sizes and in small boxes has begun earlier than usual and promises to be larger than in recent holiday seasons. Some of the down-town stores are already sold out of eightieths in their most popular lines, and dealers have sent in hurry orders for additional supplies. The box trade for larger boxes is also picking up and indications are favorable for one of the best Decembers in recent years.

Charles P. Sichel, one of the best known cigar salesmen on the Coast, who had been recently covering Northern California for S. Bachman & Co., of this city, died last week at the Wakefield Hospital after a protracted illness. Mr. Sichel was fifty-two years old and left no near relatives, but he is mourned by an unusual number of warm personal friends. His place with S. Bachman & Co. is being filled by Sam Dannenbaum, of this city.

Now that December is well under way, the cigar men who have been away on business and pleasure trips are wending homeward, and the "personal mention" nowadays consists largely of notices of the return of prominent men in the trade. A. I. Esberg, vice-president of M. A. Gunst & Co., is back from a visit to the company's branches and allied concerns in Oregon and Washington; and M. A. Gunst, president of the house, is due in San Francisco from the East in a few days. Louis Erdt, traveling representative of Melachrino & Co., has completed his tour of Nevada and is again with the local trade. Arthur Meyer, who is in Southern California with the Bustillo Bros. & Diaz line, will be home before the end of the week. Emil Judell, of H. L. Judell & Co., returned from his Northern trip this week and will spend the remainder of the year in close touch with the San Francisco headquarters. W. H. McCorquodale, of the Ehrman Bros. traveling force, has completed a tour of Central California and Nevada and is again to the Front Street office. Mr. Galena, one of the outside men of the Edward Wolf Company, who has been out on a long trip covering a good portion of the North Pacific Coast and Rocky Mountain regions, is back and will put in the next few days in helping get out the goods on the big bunch of orders that he brought back with him. Other absentees in the trade are due to return during the next week.

J. P. Soussens, formerly of Chicago, has secured a lease on a good location on New Montgomery Street, opposite the entrance to the Palace Hotel, and hopes to get things in shape for opening about a week before Christmas. The new store will be in line for a good run of trade from the start.

It appears that the anti-saloon people of California at the last election, while beaten at many places, were nevertheless able to put a good many saloons out of business, and this is expected to have some little effect on the cigar trade. At some places it will doubtless lead to the opening of new stores or to the strengthening of older ones. At Williams, Cal., Joseph Lanouette has taken a lease on one of the suppressed saloons and its fixtures, and will put in an up-to-date cigar store, with a billiard and reading room and a department for the sale of soft drinks.

A special advertising campaign in the interest of the "La Integridad" cigar of the Charles S. Morris Company is to be begun in and about San Francisco in the early days of January. The Hoffman-Moore Company, of this city, distributors of the "La Integridad," has been promised the assistance of a live specialty man from the factory. Mr. Morris, president of the company, was well pleased with the work done here by the distributors, and was convinced that an advertising campaign would be productive of good results. Mr. Hoffman, president of the Hoffman-Moore Company, is now on a short tour of the South.

Haas Bros., wholesale grocers and tobacconists of this city, will close the year with a new brand of Manila cigars—"La Flor de Intal"—a line of goods imported by Henry W. Peabody & Co., of this city.

The Dignan & Brachfeld Cigar Company has been incorporated in this city with a capital stock of $10,000 by K. M. Brachfeld, W. J. Lewis and others. The company has taken over the Pabst Cigar Store at the corner of Ellis and Powell Streets, and will devote its attention to the retail trade. J. J. Dignan, well known in the local trade, will be in charge.

Alexander Herbert, of the Philip Morris Company, spent the past week in San Francisco in the interest of the Philip Morris cigarettes.

According to reports from the South, the city council of Los Angeles has turned down hard the recommendation of the Public Utilities Committee that an ordinance be passed prohibiting smoking on street cars. By a practically unanimous vote the council informed the committee that its business was to regulate, not public morals, but the public utilities.

Germany Increasing Consumption of Cigarettes

THE consumption of cigarettes is rapidly increasing in Germany. In 1897 approximately one billion one hundred million cigarettes were manufactured in Germany, while the present production is about nine times as large. Cigarette cartridges and papers used by smokers who make their own cigarettes and which also pay a revenue tax in Germany must be added to cigarettes in order to show total consumption. The following figures are based on revenue tax returns and show cigarettes and cigarette envelopes (cartridges and papers):

Year.	Cigarettes manufactured.	Excess imports over exports.	Envelopes.	Total.
1907	5,694,000,000	400,000,000	1,726,000,000	7,820,000,000
1908	6,024,000,000	430,000,000	2,244,000,000	8,698,000,000
1909	6,866,000,000	400,000,000	2,242,000,000	9,508,000,000
1910	8,361,000,000	438,000,000	2,272,000,000	11,071,000,000
1911	9,382,000,000	565,000,000	2,455,000,000	12,402,000,000

These figures show the phenomenal increase of the German cigarette industry. Output for 1911 shows an increase of 12 per cent. as compared with 1910 and 82 per cent. as compared with 1907, which means that production has almost doubled in five years.

The tremendous increase in output appears to be due to rapidly increasing consumption of cheap cigarettes. Of the 9.85 billion cigarettes taxed in 1911 (domestic and imported), 3.47 billion, or 35½ per cent., were cigarettes which retail at 1½ pfennings (0.357 cent) each, while 3.53 billion, or 35.7 per cent., belonged to the next cheapest grade, retailing at 1½ to 2½ pfennigs (0.357 to 0.595 cent). It is estimated that German smokers spend about $60,000,000 annually for cigarettes and that some 20,000 Germans smoke an average of 620 cigarettes a year.

Germany imported 1,372,800 pounds of cigarettes in 1911, against only 1,075,140 pounds in 1910. Imports come chiefly from Austria-Hungary, as follows:

	1910 Pounds.	1911 Pounds.
Austria-Hungary	800,360	1,087,680
Egypt	157,080	169,400
Great Britain	42,680	38,940
Russia	34,320	34,980
Other countries	40,700	41,800
Total	1,075,140	1,372,800

Germany exports about one-fifth as many cigarettes as are imported. Exports go chiefly to Holland, Denmark, Norway, and Switzerland.—(From Vice Consul General William Dawson, Jr., Frankfort on the Main.)

Display of "Watt" Cigars in Window of Todd's Drug Store, Railroad Ave., San Francisco

Seattle

F. J. Turner Starts New Store in Raymond, Wash.—L. L. Phelps Moves to Larger Quarters—M. V. B. Webb Opens Factory

SEATTLE, December 4.

M. V. B. WEBB has opened a cigar factory in Seattle. His brands are "Transter," a five cent cigar, and "La Cresta," a ten cent cigar. Mr. Webb has been in the tobacco business here for many years and is very popular with the trade.

W. J. Epes, Pacific Coast manager for Liggett & Myers Tobacco Company, spent a few days in the city recently.

H. Loewenstein, Pacific Coast representative of P. Lorillard Company for their brands of cigarettes, also the S. Anargyros line of cigarettes, has been here visiting the jobbers.

C. J. Michaels (Tobacco Company, of California) spent a few days here, his bride accompanying him.

C. E. Pitts and R. D. Frisselle, of the John Bollman Company, spent a few days here in the interest of their brands.

John Kienast, the busy Bellingham tobacco dealer, spent a few days here last week.

J. V. Payne, of North Yakima, was a recent visitor here.

F. J. Turner, of Raymond, Wash., has opened up a first-class cigar store at that place.

H. J. Sherman, who has for many years been connected with the American Tobacco Company, recently resigned his position. Mr. Sherman has not yet decided about his future plans.

M. M. Schumer, of this city, reports a very big business on union made goods. His leaders are "Winegold Union," "Scout," "Cadillac." "Country Club" and "Forex."

L. C. Lundberg, formerly of Everett, has opened up a first-class cigar store at Edmunds.

Many dealers report a big business on holiday box goods. Most of them stocked up heavily, and anticipate a big business up to Christmas.

J. Kracower, of the firm of Kracower Bros., Nome, Alaska, spent a few days at Seattle on his way to New York to spend the winter. It is the first winter in many years that Mr. Kracower has spent on the "Outside."

F. C. Williams, well-known cigar dealer, is receiving congratulations from his friends on the arrival of a baby at his house.

F. A. Fiese, of the John Bollman Company, has just returned from Spokane, where they have been having an "Old Mill" campaign.

A. L. Schlossberg, representative of the Tobacco Company of California, left on the 22nd for San Francisco for a couple of weeks. He will return soon and work on their new cigarette, the "Omar."

L. L. Phelps, who for some time has been running a cigar stand at First and Virginia Streets, has moved into larger quarters at Third and Pine Streets, where he has a first-class up-to-date cigar business.

E. J. Lippert, of Spokane, accompanied by his wife, spent a few days in Seattle recently.

Joe Gasslein, who for the past two years has been selling cigars and tobaccos for Schwabacher Bros. & Co., Incorporated, but who for the past three months has been taking a much needed vacation on account of his health, has left with his wife and baby for Pittsburg, his old home.

R. L. Dimmick, of the Weyman-Bruton Company, manufacturers of "Copenhagen" snuff, stopped off in Seattle for a day or two on his regular visit to this territory.

McLaughlin Bros. will soon open up a first-class cigar store at Issequah.

S. H. Robertson, of Alma, Wash., reports a very big business since he moved into his new store.

W. W. Mackey recently opened up one of the most complete pool hall and tobacco stores in Cosmopolis, Wash. He reports a very big business, continually growing. Mr. Mackey is well known all along the Pacific Coast and Alaska.

E. C. Hemphill, Burley Tobacco Company, is introducing a new brand, "Satisfaction."

S. P. Blakely, proprietor of the Fan Cigar Store, Aberdeen, Wash., is enjoying a very big business. "Lovera" cigars are his leaders.

K. A. McLennan, the manager of the tobacco department of F. G. Foster Company, Hoquiam, Wash., wholesale groceries, hardware and tobaccos, reports a big business on their "La Una" cigars.

One of Seattle's popular cigar stores has changed hands. The firm of Johns & Bibby sold the place to W. M. McManis, formerly of Payne & McManis, North Yakima, Wash. Mr. Bibby, who was manager of the firm, is undecided as to his future plans.

Walter C. Gilbert, formerly with Hemenway & Moser Company, now with National Grocery Company, reports a very big business on the "Optimo" cigar.

A. B. Sprau, leading Monroe dealer, reports a very prosperous year, also a big holiday trade. Mr. Sprau is giving away a motor cycle to the one holding the largest amount of cash receipts of purchases made in a certain length of time.

ERNEST.

R. B. Mathews, who has been conducting a cigar store in Roseburg, Oregon, has sold the place to A. J. Huntley and Ben Fenne.

Interior of Chappell's Cigar Store, Seattle, Wash., Showing Display of "Old Mill" Cigarettes

Number of Large Concerns Declare Dividends

A regular quarterly dividend of 1¾% on preferred stock, payable January 2, to holders of record December 14, has been declared by the Liggett & Myers Tobacco Company.

A dividend of 1½% on preferred stock has been declared by the American Tobacco Company, payable January 2 to stock holders on record December 12.

A dividend of 2½% on common stock and a dividend of 1¾% on preferred stock has been declared by the George W. Helme Company, payable January 2 to stockholders on record December 14.

A common stock dividend of 2½%, and a preferred stock dividend of 1¾% has been declared by the P. Lorillard Company, payable January 2, to stockholders on record December 16.

To stockholders on record December 14, the American Snuff Company has declared a dividend of 1½% on preferred stock, and 3%, with 3% extra, on common stock, payable January 1.

A quarterly dividend of 1¾% has been declared by the United Cigar Stores on their preferred stock.

Holders of the preferred stock of the American Cigar Company, on record December 14, will receive a quarterly dividend of 1½%, payable January 2.

A dividend of 6% has been declared by the British American Tobacco Company for the year 1912.

A voluntary petition in bankruptcy has been filed by Alva Franklin, manager of two cigar stores in Portland, Ore. The assets are placed at $580 with liabilities of $1,245.58.

After extensive alterations have been completed, George Martin will open, about January 1, an up-to-date cigar store at the corner of Sixteenth Street and Fifth Avenue, Davenport, Iowa.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Revenue Receipts Prove York Men Are Busy

YORK, December 9.

THE receipts at the local revenue office during the past week prove pretty decisively that the cigar manufacturers have been doing one of the best businesses of any month in the history of the trade. The receipts for the month of November at the York revenue office were $119,000, an increase over the same month last year of $13,000. The receipts for the month of October were $128,532.40, a record for this section. There is always a slight falling away during November, the high water mark of production being the previous month.

There were sixteen new factories opened during November. They will give employment to 210 hands. This is less than in October, when eighteen factories were started, giving employment to 184 hands. The largest of these plants to begin operations was that of the United Cigar Manufacturers' Company, which opened in Strinestown with a force of 50 hands. The new plants starting, employing five hands or more, were: George W. Leber, Red Lion tobacco factory, Red Lion, 30 hands; William A. Dill, Windsor, five hands; Charles H. Knaub, Windsor, five hands; Folcomer & Gohn, Red Lion, 40 hands; Nettie I. Landis, Windsor, five hands; Eagle Tobacco Company, Mt. Wolf, 20 hands; United Cigar Manufacturers' Company, Strinestown, 50 hands; J. O. Olewiler, Windsor, five hands; L. O. Shellenberger, Red Lion, 30 hands; Preston B. Bear, Dallastown, five hands.

The branch factory of Celistino, Costello & Co. at Dallastown was opened in Dallastown last week, giving employment to eight hands. Arthur Smith is manager of the factory. This concern manufactures the "Barrister" and "Little Barrister" cigars and have a heavy trade in the Middle West. The main factory is located in York.

Reports from Yoe give it that the cigar industry at that place is enjoying a brisk era of prosperity. Many of the factories have been compelled to work at night to fill the orders. G. A. Kohler, one of the Yoe manufacturers, has established a store in Dallas, Tex., where he is doing a fine business. He is now shipping his cigars to all parts of the country.

Much surprise was occasioned by the report of the death of Howard Lee Kohler, the Dallastown cigar manufacturer. Mr. Kohler had been troubled for some time with a bad tooth, which later developed into a neuralgic attack. He went about his work as usual and was in the factory the morning of his death, on December 2nd. He felt bad late in the morning and rested for a short time. Later he was seized with convulsions and died from the attack.

Mr. Kohler's death was a shock to the community in which he lived and also to his many friends in this city. He was thirty-two years of age and since the death of his father, eight years ago, had managed the cigar manufacturing business in Dallastown. He had made a host of friends and was highly respected by all. Mr. Kohler was a member of a number of lodges and of the Dallastown Band. He is survived by four sisters.

In the activity in the cigar business in this district this fall the cigar box men did not fail to get their share of trade. Many of them have been working at night to get the boxes in the hands of the manufacturers in time. H. W. Heffener & Son report a record-breaking fall business. In common with cigar box makers in other parts of the country, they did little this year in fancy boxes for the holiday trade. The tendency this year among manufacturers has been to put out the different brands in their usual packings. This is as true of imported cigars as well as of those made in this country. H. W. Heffener, of this firm, is now on a hunting trip to North Carolina. This is an annual excursion of Mr. Heffener's, he usually staying for about ten days.

The Eisenlohr factory has been working until 8 o'clock for some time. This is the finest building in York devoted to manufacturing cigars.

What the Reading Factors are Doing

READING, December 9.

THE Reading cigar manufacturers are still experiencing difficulty in securing the required number of cigarmakers, but they will have to get along as best they can, for from all indications there are no more to be had. There will soon be a lull in trade, which will enable them to catch up with orders. The retail trade is quiet at this writing. It will probably be a good fall, but little can be told regarding what the retail trade can expect at this time for the holiday business.

Leaf tobacco sold all the way from one cent to $2.30 per pound at the sale of the bankrupt stock of the estate of Louis Adler several weeks ago. The sale, held under the direction of Trustee Fehr, realized about $400. There were about fifty bidders. Some of the bids were so low that the trustee refused to sell a number of the cases of wrapper tobacco. The highest price paid was for Florida Sumatra, which went for $2.30 a pound.

The first meeting of the creditors of John Newcomet, the bankrupt cigar manufacturer, is to be held on Friday, December 13th, at the office of the referee.

Henry J. Yeager, a prominent cigar manufacturer of Manheim, died at his home at that place on December 3rd after a short illness of uraemic poisoning. He is survived by a widow and nine children. Mr. Yeager was forty-five years of age.

F. A. Steber, head of the cigar manufacturing firm of Steber & Co., of Warren, and his son, R. W. Steber, were recent visitors in Reading. Mr. Steber was looking for a location for a new factory. He employs about 125 hands in his factory at Warren, but because it is so far from the cigar centers he experiences difficulty in securing enough hands. His idea was to secure a building in Reading, where he could make his better grade cigars.

On behalf of the creditors of George E. Lehr, the local cigar manufacturer, attorneys for the creditors will apply for the appointment of a receiver on December 11th. The application will be made to the judge of the United States District Court in Philadelphia. Mr. Lehr is engaged in business in this city at 1148 Perkiomen Street and 912 Penn Street.

Latest Doings Around Lancaster

LANCASTER, December 9.

THERE has been little of note happening in this district within the past fortnight. The leaf situation is receiving the most thought. In my last letter on the leaf market I mentioned the fact that the new crop was being purchased more widely than was supposed. This was scouted at by many, but later developments have proven that the facts were as stated. Little of this leaf has been taken by local packers as compared with the quantity purchased by outside parties.

Stauffer Bros., of New Holland, report a fine trade this fall on their leading brands. This is one of the best known factories in the eastern part of the county and has been turning out products second to none. Their big brand is the "S. B.," a seed and Havana cigar, retailing at five cents.

E. H. Briody, the Western representative of the S. R. Moss Cigar Company, has gone on his European trip. He will join his daughter, Miss Marguerite, in England, and will return with her early in 1913. Mr. Briody will probably make his home in Detroit when he returns. He has been making that point his headquarters while in the West.

There appears to be a slight letting up in the cigar manufacturing hustle. Many of the factories are still working overtime, but not as many as several weeks ago.

Milton Ranck, the leaf man, was a recent visitor in Philadelphia.

A number of the leaf houses report some good sales. E. L. Nissley & Sons made several shipments of 1909, 1910 and 1911 goods to Western concerns. 1911 seems to be selling well lately. William Levy sold over 500 cases of 1911 within the past two weeks.

Pennsylvania Planters Discuss Crop Conditions

At Regular Meeting of Lancaster County Tobacco Growers' Association, Members Present Reports From Different Sections—To Stop Rebate Practice

THE regular monthly meeting of the Lancaster County Tobacco Growers' Association was held on Monday afternoon, December 9, in the Board of Trade rooms, Lancaster, Pa. Among the addresses which were listened to with great interest was one by Amos Hershey, of Gordonville, who spoke on "How would you handle the 1912 crop of tobacco, from pole to bale, to the best advantage?"

In the course of his remarks, he claimed that tobacco should be very damp before stripping and that it should not be dampened by putting it in the cellar, as tobacco gets a musty smell from this cause. He also cautioned the packers to see that the tobacco is well shaken and is not packed too tightly. It should average seventy to eighty pounds per bale, and be thirty inches long. A. B. Landis, of Roherstown, spoke along the same lines, and advised growers to work their tobacco before it is frozen.

J. H. Pickel, who was on a committee to arrange for better prices for tobacco, made his report. One reason that some planters are not securing better prices, he asserted, was on account of their not growing tobacco properly. He stated that in some communities there are farmers who sell their tobacco every year at about the same prices. This, he claimed, looked as though these farmers were receiving rebates. He advised the association to get together and prevent this practice. This would be for the betterment of all concerned, Mr. Pickel declared.

Reports from Marietta, East Lampeter, Eden Township and Coleraine prove that tobacco has not been bought widely in those sections. The prices range as a rule from ten and three to eleven and four cents.

The annual meeting of the association will be held on the second Monday of January, at which time officers will be elected for the ensuing year.

LEAF TOBACCO MARKET

New York Market Quiet---Casing Weather Helps Wisconsin Planters---Connecticut Warehouses Opened for Season---50 per cent. of Pennsylvania Crop Sold

NEW YORK.

NEW YORK CITY, December 9.

THE government's recent report on the stocks of leaf tobacco on hand has been the chief topic of leaf dealers. In the opinion of many they are so far from correct that discussions are plentiful. Trading has been going along in a quiet fashion, with the Pennsylvania tobacco and Havana receiving the most attention.

Havana continues to interest the majority of the dealers. There has been a steady demand for the better tobaccos. There is no question that in the manner it has been received there will be no trouble in selling it. The other tobacco is selling quietly, there having been no change in the situation within the past two weeks. Binders continue to be very scarce.

ELMIRA, December 3.

Tobacco dealers report that the yield this year in Chemung County is the best in many seasons. Not since 1906 has the local crop been of so good quality and consequently the farmers have benefited financially.

All the tobacco grown in the Chemung Valley was bought up by local dealers two months ago. There are very few crops unsold.

Asked the reason for the excellent condition of the tobacco this year, a local dealer stated today the abundance of late rains stimulated the growth and added to its value. The average price paid here was from 12 and 15 cents.

With the exception of a slight cold sweat, the local tobacco was harvested, kept in good condition and found a ready sale. The acreage in 1912 was larger than it had been in several years, due to almost ideal climatic conditions. Last year tobacco grown in the same fields brought only from 8 to 12 cents. The increase in price this year was due, of course, to the higher quality. Dry weather last season caused a short growth, while this year the weed was of uniform length.

WISCONSIN.

EDGERTON, December 6.

THERE is but little change to note as regards the buying movement. Just about enough business is being done to hold prices steady both as regards the better and stemming ends of the crop, and apparently no special effort is being made to increase the holdings of the larger operators. The following are sample sales:

Arthur Herrick, 7a at 10&3c.

Bert Palmer, 6a at 9&3c.

J. Gunderson, 5a at 10&3c.

A season of casing weather came during the week which made conditions favorable for removing the hanging crop from the shed and many growers improved the opportunity.

Interest in old stock was revived this week by the purchase of about 1,000 cases of '11, mostly B stock, from local packers at Stoughton, Deerfield and Edgerton, made for the account of the Rosenwald firm of New York, through M. H. Bekkedal, the state representative. A good healthy demand prevails for all binder stock.

N. J. Bijur, of the firm of E. Rosenwald & Bro., New York leaf dealers, was in the state for a short time Saturday. M. H. Bekkedal, state representative of the firm, was also a visitor in the local market the same day.

The fifty girls employed in warehouse No. 4 at Staughton, stemming for T. B. Earle, of Edgerton, finished work Friday and after all had been paid they proceeded to make the foreman, Jacob Offerdale, some presents, including a gold watch, fob and a box of cigars.—*Edgerton Reporter.*

CONNECTICUT.

SUFFIELD, December 6.

ALL the tobacco sorting and packing warehouses have now opened for the winter, and by the end of the month will be running full time with a full force of helpers. The large warehouse of E. A. and W. F. Fuller in Depot Street, the John F. Barnett, Jr., warehouse in West Suffield, who pack for Kutinski, Adler & Co., of New York, and the George Alderman warehouse in Main Street are all running. At the Alderman warehouse, A. C. Ludden will be the foreman, and at the Fuller warehouse Howard Pease has been engaged. Many of the growers, who sold to out-of-town firms, are now delivering their crops and those who have not finished stripping the leaves are rushing the work, so as to make early deliveries.

The American Cigar Company opened up several weeks ago at the Spencer warehouse in Main Street with a full force of helpers, and the Weaver warehouse in West Suffield has also been running for the past three weeks. Practically all the smaller growers sold their crops while they were standing in the fields. The opening of these warehouses means employment to several hundred persons. There are between 500 and 600 persons given employment each year in the Suffield warehouses.

One or two buyers have been through Suffield recently trying to shade the price on tobacco bought by them in the field. All they ask, as a rule, is to have the grower throw off from half a cent to two cents a pound on the crop. Some of the growers have stood for a reduction rather than to fight it out, while others have refused to lower the price a particle. Most of the buyers, however, are taking the crops at the contracted price unless the damage from pole-burn or hail is heavy.

EAST HARTFORD, December 5.

Local tobacco warehouses are opening from time to time for the winter, and in a few weeks all will be working with about the usual forces, packing and assorting the 1912 crop. Huntting Brothers are receiving broadleaf crops which they recently purchased in the vicinity of Broad Brook. Benjamin W. Ramey, the local agent for Rosenwald & Brother, has been active in buying lately, and the warehouse is running with a small force. He is reported as having purchased the crops of Harry F. Comstock, Thomas Johnson and Leon Burnham.

MASSACHUSETTS.

SPRINGFIELD, December 6.

ALL the tobacco warehouses are now running with full forces and will continue until well into the spring. It is said that there is something of a scarcity of good sorters owing to the open fall and the opportunity to continue the farm work. The syndicate farms are breaking up new land and getting out lumber for new sheds the coming season. Twenty years ago the farmer who raised ten acres of tobacco was considered a large grower, but today there are individual growers with from forty to seventy-five acres and the syndicates have three and four times as much. The growth of the shade-grown industry is not as rapid as would be expected in view of the high prices obtained, but the initial cost of starting and carrying a crop through deters most of the farmers from trying it.

PENNSYLVANIA.

PHILADELPHIA, December 7.

THE leaf market has not shown any unusual developments within the past two weeks. Dealers state that manufacturers have only been buying for immediate needs and when the stocks on hand, after filling holiday orders, are used up there will be a resumption of trade on a larger scale. Deals are being reported every day, but not of normal size. 1911 Pennsylvania is selling well, one of the older firms reporting that a great deal more of this leaf had been sold than was generally understood.

The binder scarcity continues to prevail here and will probably only be relieved when the new crop is in the hands of the leaf men. The prevalent opinion here appears to be that the government's late report on the leaf tobacco situation throughout the country has done little to enlighten either the packer, the farmer or the manufacturer. The figures appear far too large in many cases state men who are closely in touch with the leaf tobacco trade throughout the country.

There have been no sales of moment in either Havana or Sumatra, the latter especially being quiet at this writing.

LANCASTER, December 9.

As predicted in these columns a fortnight ago the local packers were not aware of the wide purchase of the new crop by the larger interests. The buying had been going along quietly. The United Cigar Manufacturer's Company and the Eisenlohr's started the buying movement and from all reports secured a goodly amount of the weed. When local men realized the purchasing which was being done they started also and had to pay prices which they considered far too high in view of the local situation.

From late reports it is learned that about half of the crop is now out of the planters' hands. The larger proportion of this has been taken by outside parties. Comparatively few of the local houses have purchased any tobacco, they claiming that there is still enough of the old crops on hand to keep them going for some time. As the report of the government, giving the supply of leaf tobacco in the country, stated that there were about 297,000 cases of Pennsylvania still in the hands of manufacturers and leaf men, perhaps they are wise in not stocking up so heavily.

While the trade is quiet at this time, leaf men predict a pronounced activity after the holidays. At that time they expect the supplies of surplus stock in the hands of the manufacturers to be depleted. The cigar trade is in a most flourishing condition and many plants have orders on hand which will carry them well over the rest of the year, with a good start in the new.

Continued on following page

Will Investigate Foreign Leaf Tobacco Trade

Congressional Commission Will Look Into Conditions, Which Are Said to Keep Down American Prices

An exhaustive inquiry into the condition of the leaf tobacco trade in all important foreign countries, in its bearing upon the interests in this country, is contemplated by the Congressional Tobacco Commission which held its first meeting in Washington last week. Senator Martin, of Virginia, was elected chairman, and was instructed to organize a commission.

"We shall not leave a stone unturned to get at the conspiracy to keep down prices of American tobacco in the foreign market," said Senator Martin. "Farmers are satisfied that there is a combination to that end among all the great European nations. We intend to ask the assistance of the State Department, and the Department of Commerce and Labor.

Eastern Cuban Connecticut Tobacco Company Reorganizes

Eli Cohen Succeeds Nathan Starr as President—Concern to Move to Feeding Hills

The Eastern Cuban Connecticut Tobacco Company, of Thompsonville, Conn., has been re-organized. The company now expects to enlarge its facilities for growing and buying purposes. The meeting was held in Enfield several weeks ago, at which time Nathan Starr, of New York, who had been president and treasurer of the concern, was retired. Eli Cohen, of New Haven, succeeded to the position held by Mr. Starr.

The company has decided to remove its operations from Enfield to Feeding Hills, and has already secured nearly 200 acres of good tobacco land at that place. Thomas B. Carroll, who has had charge of the Thomasville plant, will supervise the business in the new territory.

Miami Valley Tobacco Growers Effect Organization

At a meeting held on December 2nd, at the Phillips House, Dayton, Ohio, the members of the Miami Valley Tobacco Growers' Association affected an organization whereby the body becomes a holding concern, and will conduct clearing house operations. It will be incorporated under the laws of the state, and while it will be allied with the Growers' Association, it will be conducted as a separate concern. Warehouses have either been built or taken over at West Baltimore, West Alexandria, Miamisburg, Lytle, Brookville, Covington, Troy and Greenville, Ohio, and Union City, Indiana.

Leaf Tobacco Market

Continued from preceding page

KENTUCKY.

LEXINGTON, December 4.

A GOOD soaking rain fell last night throughout Central Kentucky, breaking the protracted drought and furnishing weather conditions favorable for the tobacco growers to handle their tobacco and get it in case. It is expected that the Lexington tobacco warehouse market, which has been dull since the opening two weeks ago, will boom from now on, and that hundreds of wagon loads will crowd the breaks here in the next few days.

This damp, soggy, warm atmosphere is just exactly what is needed to bring tobacco into that soft, pliable condition so that it can be handled, a condition which it has not been in since it was cured up. The farmers are glad because it will let them get the tobacco off of hand, the tobacco dealers are glad for it will put them to work, hundreds of people who work in the factories and prizing and stemming houses are glad because it means the beginning of a winter's employment for them.

Tobacco began to come in order nicely yesterday. Last night was very warm for the season and a heavy fog, which penetrated every nook and cranny that was not tightly closed and which was just what was needed for the ordering of tobacco, covered this region like a blanket. Today the clouds hang low and frequently send down a gentle rain and the warm temperature continues.

Farmers everywhere are in their barns with every able bodied helper they can get, taking the tobacco down and bulking it so as to begin the stripping process. This means that the market will open in earnest within the next few days, possibly with the first of next week, and that once begun the business will continue with a great rush until the crop is all disposed of. And every indication points to better prices than had been counted on.

OHIO.

CINCINNATI, December 4.

IT is said by many that Miami County produces the best cigar filler grown in the United States, yet the average price of the last decade is probably the lowest of all cigar leaf sections. It is well that growers are building warehouses and preparing to cut out middlemen as well as to regulate prices. The leading variety is Zimmer Spanish, some of which has been sold at $8@8.50. This price is for choice crops, an average crop being worth considerably less. Sellers are holding for better prices. Very little tobacco has been stripped.

Country sales in Southern Ohio burley are few except in near-by Kentucky points where one choice crop of 4,000 pounds sold at $13.25 and several at $10@12.50. Tobacco remains as dry as tinder, preventing handling or intelligent examination. The offerings on the city markets were curtailed in quality and quantity. A feature of note was the sale of a hogshead of fancy cigarette wrapper, grown in Adams County, at $25.75 per cwt.

Recent Patents of Interest to Tobaccoists

1,024,052, Cigar and cigarette holder, Wesley Archer, Los Angeles, Cal.

1,024,392, Match-box, Jasper N. Branyan, Blue Springs, Miss.

1,024,478, Coin-controlled cigar vening machine, George L. Van Buren, Kansas City, Mo.

1,023,898, Match-box, Nicholas E. Wassill, Saxon Hill, Saskatchewan, Canada.

42,414, Design, Cigar or similar article, John K. Broderick, St. Louis, Mo.

1,024,924, Cigar tip cutter, Edward Brunoff, Cincinnati, Ohio.

1,024,843, Automatic cigar lighter, George W. Everett, New York, N. Y.

1,024,980, Cigar and cigarette holder, Jose V. Fernandez, Camaguey, Cuba.

1,024,772, Splint-positioning device for match machines, Henry A. Gsell, Paris, France.

1,025,001. Cigar lighter, Abraham R. Mann, Jr., Weisel, Pa.

1,025,623, Pipe, George W. Hamill, Baltimore, Md.

1,025,142, Smoking pipe cleaner, Conrad Knoth and F. Whitecar, Newark, N. J.

1,025,578, Pipe attachment, John W. Lang, Portersville, Cal.

1,025,639, Smoker's pipe, Robert T. Morris, New York, N. Y.

1,025,885, Cigar-making machine, Rudolf Schmitt, Frankfort-on-the-Main, Germany.

1,025,484. Combined cigar cutter and fastener for cigar-receptacles, Adolf Schwieger, Hanover, Germany.

1,025,542, Cigar cutter, Adolf Schwieger and B. Doctor, Hanover, Germany.

1,025,440, Mouthpiece for tobacco pipes and cigarette holders, Max Wittenberg, Manchester, England.

42,462, Design, Cigar lighter, Alfred C. Heath, Newark, N. J.

1,026,235, Match-box, Paul P. Adolph, New York, N. Y.

1,026,154, Humidor, Howard W. Doughty, Amherst, Mass.

1,026,671, Pocket lighter, Benjamin Dubinski, New York, N. Y.

Labels Relating to Leaf Tobacco.

16,298, "Landseer" for Cigars, C. H. Henschel Manufacturing Co., Milwaukee, Wis.

16,310, "Private Stock" for Cigars, American Lithographic Company, New York, N. Y.

16,314, "James Stuart" for Cigars, Francisco Bolano & Co., Chicago, Ill.

16,328, "Havana Style" for Cigars, The Moehle Lithographic Company, New York, N. Y.

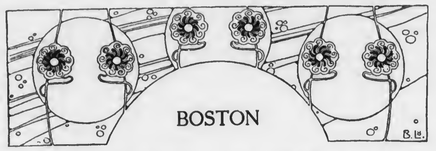
Prints.

3012, "Please order by the number shown on each band," for Cigar Labels, Steffens, Jones & Co., New York, N. Y.

United States Said to Have Sufficient Turkish Tobacco

Although the Balkan war has virtually stopped the importation of tobacco from Turkey to this country, it is said there is no fear that the supply now on hand will soon be used up. Leaf tobacco importers, in New York, assert that they have prepared for such an emergency, and have thousands of bales piled up in bonded warehouses in that city.

$7500 is the price said to have been paid by Krueger & Moscow, 805 Fourth Street, Sioux City, Iowa, to the receivers for the cigar, tobacco and pipe repairing business of C. A. Kroonz & Company, that city.



Business Thanksgiving Week Good, But Christmas Trade to Exceed It —Daniel Frank & Co. in New Store

BOSTON, December 7.

THE cigar, tobacco and cigarette business for Thanksgiving week was considered good, but the retailers had the call, as a great many people bought for their gatherings, parties, &c., as they had to have cigars to fill the bill.

Silva Bros., manufacturers of the "Alpine" cigar, have sold out their business to Anton Dewart, who will continue the business at the old stand. The manufacturing branch will be continued at the factory, 270 Main Street, Gloucester, Mass.

Edward Bailey, of Rowley, has purchased the stock and fixtures of the pharmacy of George W. Allison, Market Street, Ipswich, Mass.

Alfred W. Sears has purchased the shop and stock of cigars, tobacco, &c., in the Collins block, Union Square, Gardner, Mass., of Pierre Trottier.

Speaking to a gentleman lately from Havana, he says that the tobacco growers have had wonderful fine weather and will have large crops of the finest tobacco ever grown there. Most of the tobacco will be stripped before sending to this part of the country.

Alford Bros., 216 Hanover Street, has window displays of nothing but pipes of all grades. They say business is very good and carry a very fine stock of cigars, tobacco and cigarettes.

T. Rosenbaum & Co. have just received a large and varied assortment of pipes, calabash, &c., from England. Some have cases and will make good holiday presents.

"Lucky Strike" tobacco is getting scarce, also "Tuxedo." The jobbers report that they cannot get enough to fill orders.

Frank Swick (of Philip Morris & Co.) has just returned from Western Massachusetts. He says business is very fair. He now uses an auto, for he can stop at more places than when he travels in a car or train.

Julius Weiss (of Kaufmann Bros. & Bondy) has returned from Hartford, New Haven and other towns in Connecticut.

At last Daniel Frank & Co. are in their new store, and if an old veteran like Daniel Frank does not know how a cigar store should be planned I do not know who does, for it is one of the finest in the city. The fixtures of mahogany are rich, two humidors will hold 1,000,000 cigars, has eight show windows, all finely laid out with the best stock in Boston. The firm started business twenty-eight years ago, succeeding the well-known tobacconist, N. Samuel, in Post Office Square.

Irvin Studwell was in our midst last week. He could not stay very long. He has lately connected himself with C. B. Perkins & Co.

Liggett's new drug store was opened last week, corner of Washington and School Streets. The cigar department is a commanding one, very attractive and inviting. Havana and domestic cigars, tobacco all makes and cigarettes to suit every taste are carried.

Ehrlich & Kopf has a fine window display of the "La Suprema" cigars from Joseph Berran & Co.

Charles Abraham, of the "United" pipe department, was in town last week. He will visit all the cities where the "United" has stores this side of New York City.

The "La Integridad" cigar is regarded here as a good smoker and is very popular. It is made in all sizes. Myer Yeretsky (Chas. S. Morris & Co.) is receiving orders daily.

The New England representative, Edward Davis, and Isidore Langsdorf (Antonio Roig & Langsdorf) were calling upon the jobbers lately. Mr. Davis is having a humidor installed in the Boston office, in the Board of Trade Building, that will hold 150,000 cigars.

The American Tobacco Company has notified the trade here that the gratis on "Tolstoi" cigarettes is withdrawn and that the cigarette has been reduced ten cents per 1,000.

WM. T. HENDERSON.

Charles Soby, treasurer of the Connecticut Tobacco Corporation and proprietor of a cigar manufacturing establishment, at Hartford, Conn., suffered a $15,000 loss when a building which adjoins his factory caught fire on December 1.

The new cigar factory which has been erected at 40-42 South Street, Baltimore, Md., for the manufacturing firm of C. C. Isaacs & Son, will be ready for occupancy within a short time. The building is a four-story brick structure, and will replace one formerly occupied by this firm prior to the fie which occurred some eight years ago when whole blocks of the city were destroyed.

Recent Incorporations and Changes in the Tobacco Trade

Northern Inn Buffet Company, Chicago. Capital, $2500. To deal in wines, cigars and tobaccos. Incorporators: E. L. Harrison, Frank H. Grimm and Warren J. Dwyer.

The Valley Cigar Company, St. Louis. Capital, $4000 Incorporators: Walter A. Pyle, Charles N. McNulty and C. Mogan Cuthbert.

Carrolton Tobacco Warehouse Company. Capitalized at $200,000. To engage in a general tobacco business in Petersburg, Va.

Owensboro Tobacco Warehouse Company, Owensboro, Ky. Capital, $50,000. Principal shareholders: I. P. Barnard, of Louisville, J. H. Nave, of Owensboro and J. F. Vickers of Owensboro.

Dignan & Brachfeld Cigar Company, of San Francisco. Capital stock, $10,000. Directors: E. M. Brachfeld, W. J. Lewis, G. Klein and J. J. Breen.

S. Bernson & Company, of Portland, Me. To carry on wholesale and retail tobacco business. Capital stock, $10,000. President, Jacob Sapiro; treasurer, Samuel Bernson.

Maysville Tobacco Warehouse Company, Maysville, N. C. Capital, $10,000. To do a general warehouse and leaf business. Incorporators: G. P. Rogers, E. L. Matocks and others.

Havana Consumers Company, Limited, Kittery, Me. To cultivate, sell, import and deal in tobacco, etc. Capital, $2,000,000. Incorporators: H. Mitchell and H. A. Paul.

The Pantier Grocery Company, Shawnee, Okla. Capital, $12,000. Incorporators: S. B. Painter, R. F. Painter and Helen M. Painter.

The H. Susman Grocery Company, Incorporated, Richmond, Va. Capital, $10,000 to $50,000. Incorporators: H. Susman, J. A. Davis and B. L. Susman.

The Buckley Cigar Box Company, Deshler, Ohio. Capital, $10,000. Incorporators: H. W. Buckley, C. S. Buckley, A. A. Buller, N. R. Buller and L. M. Buckley.

The Clendenin Grocery Company, Clendenin, W. Va. Capital, $10,000. Incorporators: S. O. Lynch, H. M. Lynch, J. A. Robertson, J. D. Stump and G. W. Stump.

Relights Cigar After Sixteen Years

Just after learning that McKinley had defeated Bryan for President, in 1896, E. V. McKee, of Clifton Heights, Pa., threw a lighted cigar to the floor in disappointment and Thomas Gaffney placed the cigar in an envelope advising Mr. McKee that he could finish his smoke when a Democratic president had been elected. On Thanksgiving Day Mr. McKee finished the cigar which had been kept for sixteen years.

Charles Humburg, the well-known wholesale liquor dealer and importer, has purchased the old established cigar factory formerly conducted by the Thies Mercantile Company, of Denver, Col. The "Blue Ribbon" and "Gold Ribbon" cigars are among the best known brands manufactured by this firm.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

JACOB GRIMM:—25,151. For cigars, cigarettes, chewing and smoking tobacco. November 26, 1912. The Moehle Lithographic Company, Brooklyn, New York.

DUKE OF ANGORA:—25,152. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 26, 1912. Kaufman, Pasbach & Voice, New York.

WASHINGTON PLACE CIGAR:—25,153. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 27, 1912. J. Goldberg, Newark, N. J.

UNION SEAL:—25,154. For smoking tobacco. November 27, 1912. J. G. Shirk & Son, Lancaster, Pa.

EL MART:—25,155. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Kaufman, Pasbach & Voice, New York.

FAIR PLAY:—25,156. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Kaufman, Pasbach & Voice, New York.

CORELLA:—25,157. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Kaufman, Pasbach & Voice, New York.

GOOD ASSET—25,158. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Kaufman, Pasbach & Voice, New York.

SAN REY—25,159. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Kaufman, Pasbach & Voice, New York.

TAKE-HOMA-CIGAR:—25,160. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Kaufman, Pasbach & Voice, New York.

I-SEE-CO, SR.:—25,161. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Isenberg Cigar Co., Wheeling, W. Va.

UNION LEAGUE:—25,163. For cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Frismuth Bro. & Co., Inc., Philadelphia, Pa.

HAVANA PENCILS:—25,164. For cigars, cheroots, stogies, November 29, 1912. Robert Manley, Greenville, Ohio.

SMOKA GOOD CIGAR:—25,165. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1912. Kaufman, Pasbach & Voice, New York.

DANIA CLUB HOUSE:—25,166. For cigars, cigarettes, chewing and smoking tobacco. December 2, 1912. Jas Skallerup, Chicago, Ill.

SILK TOPS:—25,167. For cigars, cigarettes, chewing and smoking tobacco. December 2, 1912. The Moehle Lithographic Company, Brooklyn, New York.

LEKCIN:—25,168. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1912. Cores-Martinez Co., Philadelphia.

EL HISTO:—25,169. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1912. Louis W. Keyer, Dayton, Ohio.

GLENSIDE CLUB:—25,170. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 3, 1912. Geo. J. Griffith, Philadelphia, Pa.

WALDECK, JR.:—25,171. For cigars, cigarettes, cigarros, stogies, chewing and smoking tobacco. December 4, 1912. W. Friedman, Baltimore, Md.

WARD'S 5:—25,172. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 4, 1912. Ward H. Wilcox, Binghamton, New York.

PEA-BALL:—25,173. For cigars, cigarettes, chewing and smoking tobacco. December 5, 1912. D. L. Roberts, Chicago, Ill.

PEA-POOL:—25,174. For cigars, cigarettes, chewing and smoking tobacco. December 5, 1912. D. L. Roberts, Chicago, Ill.

PEE-BALL:—25,175. For cigars, cigarettes, chewing and smoking tobacco. December 5, 1912. D. L. Roberts, Chicago, Ill.

KELLY-POOL:—25,176. For cigars, cigarettes, chewing and smoking tobacco. December 5, 1912. D. L. Roberts, Chicago, Ill.

HONEY STICKS:—25,177. For cigars, cheroots, stogies. December 5, 1912. Robert Manley, Greenville, Ohio.

WHITE BURLEY:—25,178. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

SUNNY SKIES:—25,179. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1912. Kaufman, Pasbach & Voice, New York.

THE SATURDAY EVENING SMOKE:—25,180. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1912. L. J. Stadaker, New York.

MI EDITORIAL:—25,181. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1912. Manuel Campo Garcia, Chicago, Ill.

PROMISE:—25,182. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 9, 1912. Kaufman, Pasbach & Voice, New York.

DOROTHY DAY:—25,183. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 9, 1912. Kaufman, Pasbach & Voice, New York.

ON-THE-JOB:—25,184. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 9, 1912. Kaufman, Pasbach & Voice, New York.

ENLIVO:—25,185. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 9, 1912. Kaufman, Pasbach & Voice, New York.

INTERTYPE:—25,186. For cigars, cigarettes, chewing and smoking tobacco. December 9, 1912. Louis Ash & Co., New York.

CASH DEPOSIT.—25,187. For cigars, cigarettes, chewing and smoking tobacco. December 10, 1912. The Moehle Lithographic Company, Brooklyn, New York.

CANCELLATIONS.

SLENDORA:—25,123. For cigars, cagarettes, cheroots, stogies, chewing and smoking tobacco. November 16, 1912. Wm. Steiner, Sons & Co., New York. Has been cancelled.

CORRECTIONS.

(Through an error these registrations appeared under the heading "Cancellations" in the December 1 issue.)

IMPEREUR GRANDE:—25,147. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 23, 1912. Heywood, Strasser & Voigt Litho. Company, New York.

CZAR OF THE EAST:—25,148. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 23, 1912. Heywood, Strasser & Voigt Litho. Company, New York.

EASTERN CZAR:—25,149. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 23, 1912. Heywood, Strasser & Voigt Litho. Company, New York.

RITE-HAVANA:—25,150. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 23, 1912. George C. Knight, Chicago, Ill.

A. C. Olander, of Minot, North Dakota, has moved his cigar factory from its former location on East Second Street to the Scandinavian Bank Block, where he will have better facilities for a growing business.

J. T. Boring, who for many years kept a retail cigar store at Baltimore, died there recently aged ninety-four years.

S. E. Fulder, an Albany, New York, wholesale dealer, is having unusual success with the "Farragut" brand of Y. Pendas & Alvarez. Mr. Fulder jobs this cigar in the Northern and Western part of the state with great success.

William Markgraf, a retail cigar dealer of Princeton, Illinois, died recently from heart disease. Mr. Markgraf was waiting upon a customer at the time he was stricken. A widow and daughter survive.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-tf.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

EZRA SHANK.

Grower of choice Ohio seed leaf tobacco. Correspondence solicited.
R. F. D. No. 6, Dayton, O. 10-15-e

PIPES REPAIRED Expert Workmanship. Satisfaction guaranteed.
THEODORE KLINGER, 214 W. 108th St., New York

Flor de Durstein Perfectos Extra, Seed and Havana, 10c Segars.
Sen Auben Hand-Made 5c Segars—Londres, Blunts and Conchas—23 years' run.
High-Grade, Quick-Selling Brands which will interest all Jobbers and Retailers
Write today for details of this attractive proposition to
S. H. DURSTEIN, Mfgr., Wilmington, Del.
Factory and Office, WALNUT & SECOND STREETS

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 304 - 306 E. 48th., NEW YORK.

WANTED—"Strickler's" success scrap cutter. Must be in first-class condition. Address E. E. F., 353 East Seventy-eighth Street, New York City.

ATTENTION MANUFACTURER—We are jobbers in cigars. Would like to communicate with a few manufacturers who can make cigars for us, to be known as our own registered brand. Imperial Trading Company, 2232-34 Milwaukee Avenue, Chicago, Ill. 12-15-c

For Sale.

THE D. & K. CIGAR CO., Dallastown, Pa., informs the trade that they make a complete line of high-grade cigars. Samples on application. 10-15-1.

FOR SALE—Cigar molds, stripping blocks, short and long filler bunching machines, packers' presses, universal stripping machines, ADT steam dyer, steam engine and boiler, and other tools and fixtures used by cigar and tobacco manufacturers. Correspondence invited. Address, H. B. Coulter, Chillicothe, O. 11-15-a

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1_tf

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

GOOD SALESMAN wants to represent a Pennsylvania factory, making cheap and medium grade cigars, to sell jobbing trade only. Address C. L. P., care of "The Tobacco World," 102 South Twelfth St., Philadelphia.

Salesmen Wanted.

WANTED—Established tobacco manufacturing concern desires a first-class, energetic cigar salesman, acquainted with the retail trade in the Ohio, Michigan and Indiana territories. Good opening for the right man. Straight salary and expenses. Give full particulars, stating age, experience and references. Address Box 300, "The Tobacco World," 102 South Twelfth Street, Philadelphia.

Re-Opening Comment on Lexington Market

E. T. Robards Gives Review of Past History in Growth of Loose Leaf Tobacco Centre

SUPERVISOR OF SALES E. T. ROBARDS, of Lexington, Ky., loose leaf warehouses recently wrote a short article giving some interesting information of that city as a tobacco centre. In commenting upon the establishment of the first warehouse for the sale of white burley tobacco, Mr. Robards said:

"Well may the citizens of Lexington point with pride to the marvelous achievements attained by their tobacco market. Only a few years ago, Louisville and Cincinnati reaped a harvest from this great product, and carried from our very doors the choicest of this commodity. With Lexington as the hub, from which radiates numerous railroads and a multitude of the finest pikes in the world, no less than one hundred millions of pounds of the weed can be easily marketed here during the usual handling season, and Lexington is likewise the center of the growth of the finest quality of high class and color produced. It is passing strange that in almost a half century no one seemed to master the situation by establishing loose leaf warehouses here. It was left to Mr. Chas. Bolmer to father this industry and to him history will point as the pioneer of this market.

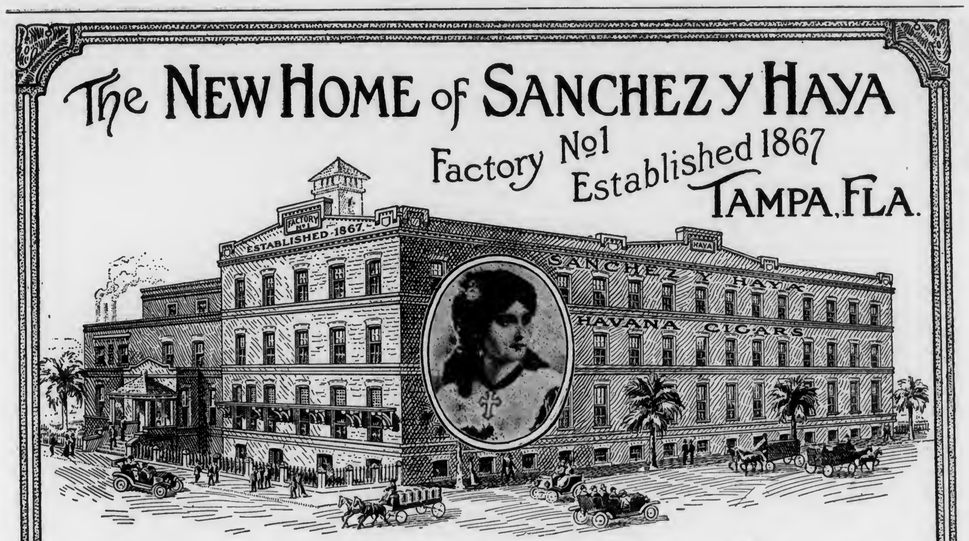
"Only a few years ago with only a single warehouse, he launched out to blaze the way for the greatest industry in Lexington.

"It has only been about three years past that when our sales reached twenty millions did the citizens begin to generally comprehend the possibilities of what now is becoming a genuine reality. Along with the increase came the division of the American Tobacco Company and the withdrawal of its buyers from the country, and simultaneously came the plans and now execution of the building of mammoth re-driers for each of these divided interests so that today with eight driers every large buying interest covering the American and European manufacturers have access, a thing no other market for burley in America can claim.

"Beyond doubt the records for the past three years will show that the prices paid on the Lexington market are exceeded by none. There are a host of smaller markets scattered throughout the burley growing district, but they cannot secure the class of buyers, or as many as Lexington."

John P. Floros has sold his cigar store in Bristol, Conn., to Edward Pierfe, who will run the store hereafter.

Ira W. White is opening a factory in Litchfield, Ill. He has been working in a local factory for years.



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155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
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J. N. Widdifield, Mgr.

SAN FRANCISCO, 320 SANSOME ST.
L. S. Schoenfeld, Mgr.

NATIONAL LITHOGRAPHIC CO.
535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS
Equal to Imported
Write for Samples and Prices

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Successors to Miguel Gutierrez y Gutierrez

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Phone: A-3828

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From the Miguel Gutierrez y Gutierrez plantations in the Pinar del Rio and Santa Clara Provinces

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SOBRINOS de A. GONZÁLEZ

Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA,
PARTIDO, and all varieties of Tobacco grown
———in the Santa Clara Province———

Cable Address
"ANTERO"

WAREHOUSES and OFFICES
INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

John F. Nissly & Co.

Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa

I. KAFFENBURGH & SONS

QUALITY HAVANA

Neptuno 6, Havana, Cuba - 88 Broad St., Boston, Mass.

ERNEST ELLINGER & CO. Packers and Importers
OF HAVANA TOBACCO
Havana Warehouse, Estrella 35-37 New York Office, 133-137 Front St.

Joseph Mendelsohn — Louis A. Borneman
MENDELSOHN, BORNEMAN & CO.
HAVANA TOBACCO IMPORTERS
HABANA, AMISTAD 95 — 196 WATER STREET, NEW YORK

Manuel Alvarez & Co.

Importers and Packers of Havana Leaf
And Packers of Puerto Rican Tobacco

Havana Office: SAN MIGUEL 136 — Puerto Rico Warehouse: CAYEY — New York Office: 178 WATER STREET

CRUMP BROS.

Importers and Packers of **Leaf Tobacco**

121 West Lake St., Chicago, Ill.

TEODORO PEREZ — S. J. JANOVER

Teodoro Perez & Company

IMPORTERS OF
High Grade Havana Tobacco Exclusively
212 PEARL STREET, NEW YORK
Havana Office: Lonja De Comercio Havana Warehouse: Mariano

E. L. NISSLY & SONS

GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.

Critical Buyers always find it a pleasure to look over our samples.
Samples cheerfully submitted upon request.

PLANTATIONS:
Decatur County, Georgia,
Gadsden County, Florida

AMERICAN SUMATRA TOBACCO COMPANY

WAREHOUSES:
Quincy, Florida,
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Largest Growers of Shaded Tobacco in the World

We Offer the Fanciest Grades of Wrappers; Lights, Mediums and Darks

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Telephone 5276 John

J. VETTERLEIN & CO., Importers of Havana and Sumatra Tobacco Packers of Domestic Leaf

115 Arch Street, Philadelphia

ESTABLISHED 1825
Lewis Bremer's Sons

Importers of Havana and Sumatra
and packers of Leaf Tobacco

322-324 N. Third Street, Philadelphia

JACOB LABE — SIDNEY LABE

BENJ. LABE & SONS

IMPORTERS OF SUMATRA AND HAVANA
PACKERS AND DEALERS IN LEAF TOBACCO

228 North Third Street, PHILADELPHIA

LEOPOLD LOEB & CO.

Importers of SUMATRA and HAVANA
and Packers of LEAF TOBACCO

306 North Third St., Phila.

K. STRAUS & CO.

Importers of
HAVANA AND SUMATRA
And Packers of
LEAF TOBACCO

101, 103, 105 and 107 N. Third St., Philadelphia

HIPPLE BROS. & CO.,

Importers of Havana and Sumatra and
Packers of Seed Leaf Tobacco
Finest Retail Department in Pennsylvania

151 North 3d St., Philadelphia

Metal Embossed Labels Engraving Metal Printed Labels Embossing
H. J. FLEISCHHAUER, CIGAR LABELS
214 NEW STREET, PHILADELPHIA Telephone Keystone Main 10-87
LITHOGRAPHING SPECIAL DESIGNS

A. Cohn & Company

Importers of Havana and Sumatra, Packers of Seed Leaf Tobacco and Growers of Georgia Sumatra

142 Water Street, . . . New York

HEINRICH NEUBERGER

Leaf Tobacco Merchant

HAVANA, CUBA—Calzada del Monte No. 15

NEW YORK, No. 145 Water Street — BREMEN, GERMANY

J. U. FEHR & SON

Packers of Fine Cigar Leaf

Fancy, Lancaster County B's and Tops a Specialty

7th and Franklin Streets, Reading, Penna.

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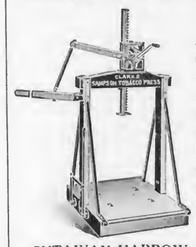

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